

## COST PROPOSAL

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PREPARED FOR:

**County of Fairfax, VA on behalf of itself  
and other Government agencies and made available through  
GovMVMPT Purchasing Cooperative**

PROJECT:

**RFP # 2000003549 for Technology Products, Services and Solutions**

DUE:

**April 3, 2023, by 2:00 p.m.**

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PREPARED BY:

**Robert Bush**

Sr. Director SLED Sales

Connection® Public Sector Solutions

**Mark Kuffel**

Business Development Manager

Connection® Public Sector Solutions

March 28, 2023

March 28, 2023

County of Fairfax, Virginia  
Department of Procurement & Material Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013

Electronic Submission: <https://fairfaxcounty.bonfirehub.com>

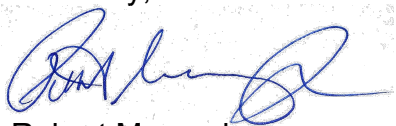
**RE: RFP # 2000003549 for Technology Products, Services and Solutions**

Attn: Yong Kim, CPPB, Contract Specialist II

Thank you for inviting GovConnection, Inc. d/b/a Connection® Public Sector Solutions (Connection) to participate in your Request for Proposals (RFP) # 2000003549 for Technology Products, Services and Solutions. Enclosed is Connection's response to your request proposed pricing request.

Thank you for the opportunity to offer this proposal. If selected, we'll partner as an extension of your team and remain committed to your success and ongoing satisfaction. For additional information, or to discuss this response, please feel free to contact Robert Bush, at 800-800-0019 ext. 33059 / [robert.bush@connection.com](mailto:robert.bush@connection.com) or Mark Kuffel at 800-800-0019 ext. 78809 / [mark.kuffel@connection.com](mailto:mark.kuffel@connection.com).

Sincerely,



Robert Marconi

Vice President SLED Sales

**Connection® Public Sector Solutions**

732 Milford Road, Merrimack, NH 03054 ▪ [www.connection.com/ps](http://www.connection.com/ps)

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## Cost Proposal

**Pricing Commitment / Model:** Connection is offering discounts from our full catalog (over 460,000 products from over 1,600 manufacturers). For a complete outline of the manufacturers and products being offered, please reference the following link: [GovConnection's Manufacturer Listing](#).

Connection is proposing static discounts from its standard Web Catalog List Price (WCLP). The pricing model is one that is fluid and adaptive to the market. Account-specific pricing will automatically change for County of Fairfax / GovMVMPT Public Purchase Agencies (PPAs). This list price is available via our web site catalog (WCLP) located at [www.connection.com/ps](http://www.connection.com/ps).

Connection offers discounts off WCLP by Market Group category rather than a general discount by manufacturer overall. All the County of Fairfax / GovMVMPT account-specific pricing will offer our sales team the flexibility to work with vendors and manufacturers to negotiate additional discounts when available.

The offered discount will remain firm for the term of the contract. If a percentage discount causes the sell price to fall below our standard cost, the sell price shall be adjusted and honored at Connection's standard cost. Connection will not be required to sell below Connection's standard cost due to percent discount from list. In addition, there shall be no Contract Fees/CAFs paid on purchases made at Connection's standard cost. Credit/Purchase Card purchases and purchases that are below Connection's Cost plus 3% are excluded from administrative fees/payments. Cost is defined as the "CNXN Public Sector Contract Cost I" which incorporates general, administrative, and acquisition costs related to the inventory of product including the warehousing and distribution of product. *Please note that there are restrictions on sales of Apple products to K-12 institutions.*

County of Fairfax / GovMVMPT-specific discount pricing can be viewed at [www.govconnection.com/GOVMVMPT](http://www.govconnection.com/GOVMVMPT). An account can be created under the "FIRST TIME USER" link or you may login under a previously created test account under "LOG IN" link using the following login information:

User: [govmvmpt@pcc.ide](mailto:govmvmpt@pcc.ide)  
Password: Connection1

Please reference the table following this page titled, *Connection's Web Catalog List Price (WCLP) Discounts by Market Group*, for the discounts we offer to the County of Fairfax.

**Administrative Fees:** Connection agrees to pay to GovMVMPT, a monthly administrative fee based upon the total sales price of all purchases shipped and billed pursuant to the Master Agreement, excluding taxes, in the amount of one percent (1.00%) of aggregate purchases with the exception of Apple products, Chromebooks, Software, and Cloud Services which shall have an Administrative Fee of one-half a percent (0.5%) made during each calendar month (individually and collectively, "Administrative Fees"). Connection's annual sales shall be measured on a calendar year basis. All Administrative Fees will be payable in U.S. Dollars and shall be made by wire to GovMVMPT, or its designee or trustee as may be directed in writing by GovMVMPT.

## Connection's Web Catalog List Price (WCLP) Discounts by Market Group

Market Group	Connection's WCLP – List Minus Discount
Systems Accessories	5.50%
Digital Imaging & Sound	5.50%
Software-Bus/Home/Office	5.50%
Desktops	4.50%
Client Networking	6.50%
Enterprise Networking	6.50%
Home & Leisure Software	5.50%
Internet-Graphics/Publishing	5.50%
Memory	8.00%
Monitors & Projectors	5.50%
Power Management	8.00%
Portable Computing - Accessories	6.50%
Printers - Ink Jet	5.50%
Drives, Storage & Media	5.50%
Notebooks	5.00%
PDA's	5.50%
Consumer Electronics	6.50%
Warranty Services	7.00%
Enterprise Storage	6.50%
Network Software	5.75%
Accessories - Printer Supplies	6.00%
Printers-Multifunction	6.00%
Servers	6.75%
Video	5.50%
Workstations	5.00%
Point of Sale Equipment	5.50%
Mobile Electronics	6.50%
Systems Enhancements	6.50%
Printers - Laser	6.25%
Monitors & Projectors Accessories	6.50%
Cables	10.50%
Storage Media & Accessories	6.50%
Professional Services ***	5.50%
Configuration Services ***	5.50%
Repair Services ***	5.50%
Cloud Services ***	5.50%
Software Support	5.50%
Apple Products – Per Manufacturer, Apple products are not available to K-12.	Discounted per Apple's Education List Price

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## Accessories - Printer Supplies

3M	Fellowes	Primera Technology
Adtran	Flashforge	Printek
Aten Technology	Formax	Printronic
Avery Associates	GBC	Prograde
Avocent	Havis	Quantum
Axiom	HID	Ricoh Corp.
Bixelon America	HP Inc.	Robo 3D
Brady Corp.	IBM Printing Systems Company	Sato
Bristol Graphics	Intermec Technologies	Seiko Instruments
Brother	Inventables	Sharp Electronics
Canon USA	IOGEAR	Siig
Casio	KODAK Scanners	Source Technologies
Clover Electronics	Konica Minolta	Specialty Roll Products
Crossmatch Technologies	Kyocera Mita America, Inc.	Star Micronics
Datacard Group	Lexmark	StarTech.com
Datamax-O'Neil	Livescribe	Tally Printer Corp.
Dataproducs	MakerBot	ThermaMark
Dell	Microboards	Tripp Lite
Dell - Lexmark	Monoprice	Ultra Electronics-magicard
Digital Storage, Inc.	MSE	V7 Consumer Electronics
DYMO	Muratec America	Vertiv
Dynabook Americas	Oki	Wasp Bar Code Technologies
Epson	Panasonic	West Point Products
Evolisprinters.com	Panduit	Xerox Consumables
Fargo Electronics	Premium Compatibles	Zebra Symbol Technologies

## Cables

4Xem	EMC	Ortronics
Aaxa Technologies	ENET	OtterBox
Accell	EPOS Group A/S	Owl Labs
Accu-Tech	Epson Projectors	Palo Alto Networks
Adaptec	Ergotron	Parsec Technologies
AddOn	Extreme Networks	Perle System
Adva Optical Networking	Extron Electronics	Philips Consumer Electronics
Aluratek	Fluke Electronics Corp.	Plantronics
Ambir Technology	Fortinet	Platinum Tools
Anker	Fujitsu Computer Systems	Plugable Technologies
Anywhere Cart	Gefen, Inc.	Poly
APC	Getac	Portsmith
Apple	Griffin Technology	Pos-X
Approved Networks	Hamilton Electronics	Premiertek
Apricorn Mass Storage	HighPoint Technologies	Professional Cable
Arista Networks	Honeywell	Promethean
Aruba HPE	Hosa Technology	Promise Technology
Atto Technology	HP Enterprise	Prompter People
Aura Wireless	HPI Inc.	Qnap
Avaya	Hyper	QVS
Aver Information, Inc.	IBM	Ram Mounts
Avid Products	Ideal Industries	Raritan
Avue	IMC Networks	RF IDEas
Axis Communications	Infoblox	RocStorage
B3e	Ingenico	Ruckus
Battery Technology - BTI	Inner-Vision Technology	Sabrent
Belden, Inc.	Intel	Samsung
Belkin	Intellinet	Samsung Consumer Electronics
Best Data Products	Ipevo	Scale Computing
Black Box Corp.	iStarUSA	Smart Technologies

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Bosch Security Systems  
Brainboxes  
Bretford Manufacturing  
Bytecc, Inc.  
C2G (Cables To Go)  
Cable Leader  
Cambium Networks  
Cisco Meraki  
Cisco Systems, Inc.  
ClearCube Technology  
ClearOne  
Code Corp.  
Cohesity  
Comprehensive Cable  
Compulocks  
Context Scanning Technology  
Cooper B Line  
Corning  
CP Technologies  
Cradlepoint Technology  
CRU  
CyberPower  
Datalogic  
Datamation  
Dell - VxRail  
Dell Computers  
Dell Networking  
Diamond Multimedia  
Digi  
Dmsi  
EarthWalk  
Eaton  
Ekahau  
Electriduct

Jabra  
Jar Systems  
Juniper Networks  
Kanex  
Kanguru Solutions  
Kensington  
Keyspan  
Kramer Electronics  
Lantronix  
Lenovo Commercial Systems  
Lenovo Servers  
Leviton Voice & Data Division  
Lind Electronic Design  
Link Depot  
Logitech  
MagTek  
Manhattan Products  
Mellanox Technologies  
Microsemi  
Microsoft Surface  
Mimo Monitors  
Mizco  
MMF POS  
Mobile Pixels  
Mohawk/CDT  
Mophie  
Moshi  
Motorola Business Radios  
Netapp Nds  
NETGEAR Inc.  
Nimble Storage  
Nutanix  
Opendear  
Orion Power Systems

SonicWALL  
Sonnet Technologies  
Spracht  
Supermicro  
SureCall  
Swivl  
Syba Multimedia  
Synology  
Systemax  
Targus  
Topaz Systems  
Total Micro Technologies  
TP-LINK  
Track Technology Systems  
TRENDnet  
Trusted Systems  
Ubiquiti Networks  
UNC Group  
Unitech  
Unitrends  
V7  
Vaddio  
Vantec  
Vast Data Storage  
Velcro  
Ventev Innovations  
VeriFone  
ViewSonic  
VisionTek  
Visual Systems Group  
Wacom Technology  
Weltron Winston  
Wilson Electronics  
Xebec

### Client Networking

Actiontec Electronics  
Allied Telesis  
Altronix  
Arcserve  
Asus Systems  
Belkin-cables  
D-Link  
EnGenius Technologies  
Enterasys Networks  
Gigamon  
Hanwha Techwin America

HPE Simplivity  
Informatics  
Lenovo Servers  
Linksys  
Mersive  
Middle Atlantic Products  
Mist  
Motorola  
Netally  
Oberon Wireless  
Omnitron Systems Technology

Peerless-AV  
Qlogic  
Sierra Wireless  
Silex Technology  
Transition Networks  
US Robotics  
Valcom  
Verkada  
Viking Components  
Watchguard Technologies

### Cloud Services

Acronis  
Arctic Wolf Networks  
AWS  
Barracuda  
Carbonite  
Cherwell Software  
Cloudflare

Code 42  
Google Cloud  
Horizon3.ai  
Intradyn Service  
Mediquant  
Morro Data  
MuleSoft

Panopto  
Pure Storage  
Qualys  
Vmware Renewal Licensing  
VMware vCHS  
Wasabi  
Zscaler

### Consumer Electronics

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Accessory Power  
Adesso  
Advanced Network Devices  
Advantech  
Algo Communication Products  
Allsop  
Amer Networks  
Amplivox Portable Sound Systems  
AMX  
Applica Consumer Products  
Arduino  
Arozzi  
AT&T/Vtech  
Audio-Technica  
Autel Robotics  
Avg Technologies-Licensing  
Balt  
BIAMP Systems  
Black Magic Designs  
Bogen Communications  
Bose  
BrainCo  
Brenthaven  
Califone  
Casio Consumer Electronics  
Cetacea Sound  
Chatsworth Products  
Chief Manufacturing  
Circuit Scribe  
Corsair  
Creative Labs  
Crestron  
Crown Audio  
Cyber Acoustics  
Cyberdata Corporation

Dell, Inc.  
Denon Professional  
Dji  
Dji Innovations  
Dobot  
Ergoguis  
Fairbanks Scales  
Geist Manufacturing  
Global Industrial  
Google HW  
GPX  
Grandstream  
Gumdrop  
Herman Miller  
HTC  
Humanscale  
JBL  
JVC Consumer  
Koss  
LG Electronics  
Lightspeed Systems  
Loctek  
Macally  
Makeblock  
Max Cases  
Maxell  
Merlyn Mind  
Mevo  
Moore Co. Lp  
MSI Computer  
Neato  
NEC Display Solutions Of America  
Nintendo  
Oculus VR  
Olympus

On-Stage  
Pi-Top  
Positively Web  
Powergistics  
Pyle  
Raspberry Pi  
Razer  
Robotlab  
Royal Consumer Information Products  
Royal Sovereign  
Salamander Designs  
Samson Technologies  
Samsung Electronics America, Inc  
SDI Technologies  
Security Engineered Machinery  
Sennheiser  
Skullcandy  
SMK Link Electronics  
Sonos  
Sony Consumer Electronics  
Speco Technologies  
Spectrum Industries  
Sunbritev  
Supersonic  
Texas Instruments Calculators  
ThinkWrite Technologies  
Ubtech Robotics  
Varidesk  
Verbatim Storage  
Vizio  
VTech  
Wonder Workshop  
Yamaha  
Yealink  
Zagg

### Desktops

10zig Technology  
Acer America Corp.  
Aopen  
Azulle  
CanaKit  
CTL  
Cybernet Manufacturing

ELO Touch Solutions  
Go-Box  
HPI Desktops  
Hyundai  
IGEL Technology  
Lenovo Consumer  
Ncomputing

Newline Interactive  
Shuttle Computer Group  
Simply Nuc  
Supermicro Servers  
TKO Electronics  
Wyse  
Zotac

### Digital Imaging & Sound

Atdec  
Atlas Sound  
AudioCodes  
Avteq  
Behringer  
Bigman Geophysical  
BIO-key  
Blue Microphones  
BlueParrott  
Boardshare  
Boxlight Mimio  
Brightsign

Fujitsu Scanner  
Google Jamboard  
GoPro Inc  
Heckler Design  
Hovercam  
Industry Weapon  
InFocus Corp.  
Inuvio  
IRIS  
Jlab Audio  
Kanto Living  
Kingston Technology Corp.

Premier Mounts  
Qomo  
Rode Microphones  
Rolls  
SanDisk  
Shokz  
Shure  
Sony Corp. - Digital Imaging  
Spectrio  
Steelcase  
Steelseries  
Teachlogic Inc



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CipherLab  
Codi  
Cooler Master  
Da-Lite Screen Company  
Digital Persona  
DocketPORT  
Draper  
Electro-Voice  
Elmo  
Envoy Data  
Focusrite Novation  
Freeport Technologies

Labtec  
Lumens Integrations  
Marshall Electronics  
Mount-It!  
Mpow  
Navori  
Neatframe  
Nuance Communications  
Nureva  
Panini  
Pathway Innovations  
Plustek

The Joy Factory  
TSLtouch  
Vec Electronics Corporation  
Visionect  
Visioneer  
Vivitek  
Vivo Technology  
Xerox Corp Scanners  
Yamaha Unified Communications  
ZeeVee

### Drives, Storage & Media

A-Data Technology  
Buffalo  
Buslink Media  
Centon Electronics  
Chenbro  
Compellent Technologies, Inc.  
Datalocker  
Dell Computer Source  
Durabook  
Edge Memory  
Garner Products  
Geovision  
Glyph Production Technologies  
G-Technology  
HGST, A Western Digital Company

Icy Dock  
Ifixit  
Imation Enterprises  
ioSafe  
Lacie  
Lenovo Storage  
Logicube  
Micron  
Micron Consumer Products Group Inc  
Micronet Technology  
Newer Technology Distribution  
Other World Computing  
Overland Storage  
Patriot Memory  
PNY Technologies

Samsung Storage  
Seagate Technology  
Silicon Power Computer  
Smartdisk  
Sole Source Technology  
Systematic Development Group  
Systor Systems  
Tableau Software  
Tandberg Data  
Toshiba Disk Products  
Transcend Information  
Verity Systems  
Western Digital  
wiebeTECH

### Enterprise Networking

AccelTex Solutions  
Aerohive Networks, Inc.  
Anixter  
ASRock  
Atlona Technologies  
AVTECH Software, Inc.  
B+B SmartWorx  
BenQ  
Beyond Trust  
BlueCat Networks  
Bluelounge  
Box  
Broadcom  
CalDigit  
Celona  
Check Point Software  
CIS Secure Computing  
Colfax International  
CommScope  
Corelight  
Dell Cloud Client  
Digital Watchdog  
Digium  
Duo Security  
Ecoprintq  
Exagrid  
F5 Networking

Finisar  
Forcepoint  
ForeScout  
Foundry Networks  
GoSecure  
Great Lakes Case and Cabinet  
Hammond Manufacturing  
Hawking Technologies  
Innovation First  
Inova Solutions  
Ixia  
JACO  
KEMP Technologies  
Kendall Howard  
L-Com  
Liebert Corporation  
Lotus - SMB Licensing  
McMaster-Carr  
Meru Networks  
Mitel  
Multitech Systems  
Network Technologies  
Nvt Phybridge  
Omnivex  
Patton Electronics  
Paxton Access  
PowerDsine

Rackmount.IT  
Rhombus Systems  
Ribbon Communications  
Riverbed Technology  
Rsa Security Licensing  
Sangoma Technologies  
Seal Shield  
Sensaphone  
ShoreTel  
Signamax Connectivity Systems  
SmartAVI  
Snom Technology  
Sophos  
Soter Technologies  
Talk A Phone  
Tecnet  
Tektronix Color Printers By Xerox  
Tenda Technology  
Trellix - Licensing  
Trend Micro - Licensing  
Tycon Systems  
US Rack Distributors  
Veracity Usa Inc  
Verizon Wireless  
Vivotek  
Wavetek  
Yubico

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FEITIAN Technologies

Progress Software

Zyxel Communications

### Enterprise Storage

Cambridge Computer Services  
Dell EMC Storage  
Drobo  
Hewlett Packard Enterprise

Hitachi Data Systems Corporation  
iXsystems  
Lenovo Storage  
Nutanix on Lenovo

Sans Digital  
Thermaltake Technology  
Western Digital

### Home & Leisure Software

Avid Technology  
Dyknow

Jamf Software  
Ocelot

Securly  
Soundtrap

### Internet-Graphics/Publishing

Adobe Software  
Autodesk - Licensing  
Bluebeam Software  
CADLearning  
Cambridgesoft  
Corel Winzip Computing, Inc.

Coreview  
Cyberlink  
Extensis - Licensing  
Faronics  
FontLab  
Microsoft Select

Quark Academic Licensing  
Sketch Up  
Techsmith  
Trimble  
WeVideo

### Memory

AddOn  
Advanced Card Systems  
Axiom Memory  
Cherry Corp.  
Dataram  
Edge Memory

Edge Tech Corp-Server  
Enet  
HPI Desktop Workstations  
Identiv  
Kingston Technology-Server  
LSI Logic Corp.

Netpatibles  
PNY Technologies  
RealWear  
Sandisk  
Total Micro Technologies  
Weme Products

### Mobile Electronics

Arkon Resources  
Embrava  
Garmin

Mace Group, Inc.  
Otter Products  
Plenom

Samsung Handhelds  
Seek Thermal  
USGlobalSat

### Monitors & Projectors

AOC  
Barco  
Christie  
Computer Security Products  
Dastator  
Delvcam  
Digital Projection

DoubleSight Displays  
Dten  
EIZO  
Ereplacements  
Hitachi Projectors & Whiteboards  
HPI Desktop Displays  
Luxor

Micro Touch Systems  
Optoma Technology  
Panasonic Professional  
Planar Systems  
Sony IP Surveillance  
Starboard Solution

### Monitors & Projectors Accessories

3m Projection Systems  
Anchor Pad International  
Arecontvision  
CTA Digital  
Elite Screens

Ergotech Group  
GCX  
Oe veo  
Pioneer POS Solution, Inc.  
Rack Solutions

Rain Design  
Sanus  
Uncaged Ergonomics  
Vantage Point Products Corp

### Network Software

3Eye Technologies  
7SIGNAL Solutions  
90meter  
A2b Tracking  
ABBY  
Altaro Software  
Atlassian  
AvePoint Public Sector

HelpSystems  
IBM Software - Licensing  
Imprivata  
Impulse Point  
Incident IQ  
ipConfigure  
Ipswitch/licensing  
Ivanti Software, Inc.

Ping Identity  
PremiumSoft  
Pulse Secure 3  
Quest Software  
RadView Software  
Rave Mobile Safety  
RealVNC  
Red Hat

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Axway  
 Bitdefender  
 Bright Computing  
 CA Technologies  
 Calabrio  
 Cellebrite  
 Centrify  
 Citrix Easy Licensing  
 Commvault Systems, Inc.  
 ConduSiv- Licensing  
 Crashplan  
 CrowdStrike  
 DataCore  
 Deepnet Security  
 Dell - VMware  
 Devolutions  
 Druva  
 Easeus Software  
 eBRP Solutions Network  
 Entrust  
 Erwin Software  
 ESET  
 Esmart Source  
 Family Zone  
 Fatpipe Networks  
 Fenestrae  
 Filewave  
 Foxit  
 F-Secure  
 GFI  
 GoTo Technologies

Jetbrains  
 Kainos WorkSmart  
 Kaspersky Labs  
 Knowbe4  
 Lakeside Software  
 Lansweeper  
 Lenovo Server Licensing  
 Liquidware Labs  
 L-Soft  
 Macrium Reflect  
 Micro Focus  
 Milestone Systems A/S  
 Mimecast Licensing  
 Mobile Iron  
 N-able  
 Nagios Enterprises  
 NAKIVO  
 NetBrain Technologies  
 Netmotion Wireless  
 Netwrix  
 Neverfail  
 Ninjarmm  
 Nintex  
 Nitro-Licensing  
 Nomadix  
 Okta  
 Opentext  
 Paessler AG  
 PagerDuty  
 Parallels  
 PDQ.com

Retrospect Licensing  
 Safenet  
 Sapien Technology  
 Scooter Software  
 Sep Software  
 Sharegate  
 Singlewire Software  
 Smart Bear  
 Smart Deploy  
 Snow Software  
 Solarwinds Worldwide LLC  
 Soti  
 Starfish Storage  
 Storagecraft Technology Corporation  
 SUSE  
 Symantec Corporate  
 SystemTools Software, Inc.  
 TeamViewer  
 Telerik  
 Thycotic Software  
 TIBCO  
 Tools4ever  
 Trellix/GHE Licensing  
 Tripwire  
 UiPath  
 Van Dyke  
 Veeam  
 Veritas - Licensing  
 VMware - Licensing  
 Wyse Software  
 Zoho

### Notebooks

Acer Computing  
 Asus Computer  
 Dell Inc.  
 Durabook

Dynabook Americas  
 Evolve III  
 Fujitsu Computer Systems  
 HPI Inc.

Lenovo  
 Microsoft Surface  
 MobileDemand  
 Panasonic

### Point of Sale Equipment

Addmaster  
 Cognitive TPG  
 Epadlink  
 ID Tech

Infinite Peripherals  
 Logic Controls  
 O'Neil Printers  
 Opticon

Posiflex Business Machines  
 Socket Mobile  
 Touch Dynamic  
 TSC

### Portable Computing - Accessories

Accessory Genie  
 Alogic  
 Ameripack  
 Brydge  
 Case Logic  
 CaseCruzer  
 Cellairis  
 Dell Service Center Parts  
 Denaq  
 Deployable Systems Inc.  
 Diamond Multimedia  
 Eco Style  
 Fabrique

Gamber-Johnson  
 i-Blason  
 Incipio Technology  
 infiniWing  
 InfoCase  
 iPearl  
 Jelco  
 Jigabot  
 KaiJet Technology  
 Lifeproof  
 Mobile Edge  
 Mohawk  
 Pelican Products

Samsonite  
 SOLO Cases  
 Speck Products  
 Staymobile  
 Stephen Gould  
 STM Bags  
 Supcase  
 Thule  
 Trident Case  
 Turtle Beach Systems IS  
 Urban Armor Gear  
 Volumecases  
 Wenger

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Futurenova

Perm-A-Store

### Power Management

American Battery Company  
APC  
Antec  
Ditek  
Energizer  
Enermax

eVGA  
Fractal Design  
Furman Sound  
Hewlett Packard Enterprise  
In-win Development  
J5create

Lock N Charge Technologies  
Minuteman - UPS  
Omnicharge  
Server Technology  
Sparkle Power

### Servers

Exxact  
Cisco Systems, Inc.

Hewlett Packard Enterprise  
Dell Inc.

Lenovo  
Supermicro Custom Systems

### Software-Bus/Home/Office

Abby Software  
Absolute Software/licensing  
AlienVault  
Automox  
Bitdefender-Spa  
BlackBerry  
Business Objects Licensing  
Carousel Digital Signage  
Clarivate Analytics  
Cloudlock  
Cloudnine  
Connection Referrals  
Cygilant  
Cylance  
DigiCert  
DLT Solutions LLC  
DocuSign  
Dropbox  
Enfocus Software - Licensing  
Ericom Software  
eSentire  
Exclaimer  
FileMaker  
Five 9s Software  
Flexera Software  
Github  
Globalscape  
Goguardian  
GraphPad Software, Inc.  
H Simplivity  
HPE Software  
Idera  
IDM Computer Solutions, Inc.

Inpixon  
Intuit  
Kenna Security  
Kofax  
Kroll Ontrack, Inc.  
Laplink.Com  
Lucid Software  
Magnet Forensics  
Malwarebytes  
Microsoft Software  
Mindjet Licensing  
Nero  
Novell - Licensing  
Nvidia  
Omni Group  
Onapsis  
OPSWAT  
Oxygen Electronics  
Paragon Software/licensing  
Patch My PC  
PC Pitstop  
PhishMe  
Pivot3  
PKware - Licensing  
Pluralsight  
PrinterLogic  
ProntoForms  
PTC  
QSR  
Rapid7  
Recast Software  
Red Gate Software, Ltd.  
Restnxx

Roxio  
Seagull Scientific  
Secpod Technologies  
SecureW2  
SecureWorks  
SecurityScorecard  
SignageLive  
Silver Line Tech  
Smartdraw.com  
Sonarsource  
Sonatype  
Specops Software  
Streambox  
Symantec  
Symantec Academic Licensing  
Symantec Hosted Services  
Syn-Apps  
Teklynx  
Thomson Researchsoft/license  
Thomson Reuters  
Tivoli Associates  
Traka  
Trellix - Retail  
Trend Micro  
Trendmicro Academic Licensing  
Twilio  
Veritas Technologies  
VIPRE Security  
Vivi International  
Webroot-Licensing  
Zerto  
Zix  
Zoom Video

### Software-Bus/Home/Office

Digital Innovations  
Fujifilm Recording Media USA, Inc.  
Hewlett Packard Servers and Accessories

IBM Media  
Quantum Storage  
Overland Storage

Sony Media  
Imation Enterprises

### Systems Accessories

3Dconnexion  
Adonit  
Amico

Ideazon  
iKEY, LP  
Innova

Proximity Systems  
PTZOptics  
Quartet



Avocor  
Buhl AV  
Canon Visual Communications Systems  
Capsa Solutions  
Chargetech  
Cherry  
Contour Design  
Copernicus Educational Products  
Dotworkz Systems  
Enovate Medical  
Esterline Interface Technologies  
Genovation  
Global Marketing Partners  
Goldtouch System

Irobot  
Keyovation  
Kinesis Corp.  
Logickeyboard/BSP  
Maclocks  
Man & Machine  
Man & Machine, Inc.  
Micro Innovations  
Netria  
Pharos Systems  
Posturite  
ProComputing  
Pro-Lite  
Pro-tecT Computer Products

R-Zero Systems  
Samsill  
Samsung Camera  
Smart Keeper  
Solidtek  
Sound Control Technologies  
SP Controls  
Strongpoles  
TG3 Electronics  
TimeMachines  
Tryten Technologies  
Uline  
Viewsonic Returns  
Viziflex Seels

#### Video

Barco Clickshare  
Bower  
Creston Mid-Atlantic  
El Gato Software  
Epiphan  
Fujifilm  
Gadget Guard

Hoylu  
Ikan  
Lifesize  
Lorex Technology  
Matrox  
Microstar  
Panzerglass

Phoenix Audio Technologies  
Reolink Digital Technology Co Ltd  
ScreenBeam  
Sima Products  
Ubeesize

**\* Note: This list is not exhaustive. Please reach out to your Connection Account Manager if you do not see a manufacturer on this list.**

## Additional Offerings

**Detail any additional pricing incentives, discounts or rebates that may be available such as for large volume, bundled solutions, applications, products and services, etc., to FCG and/or FCPS.**

In addition to the aggressive pricing proposed herein, Connection will work with manufacturers to investigate the possibility of providing volume or bulk discounts for large quantity purchases. As manufacturer practices and pricing vary widely, this offer is dependent upon the manufacturer and their ability to offer volume discounts. If a PPA is purchasing a large quantity of an item, they should contact their Connection Account Team with the details. The Connection Account Team member will work together with the customer and the manufacturer to garner specially discounted volume-based-pricing of that product, if allowed by the manufacturer. These opportunities will be pursued on a case-by-case basis, and Connection will pass along discounts when available.

**Detail any additional pricing discounts for the purchase of Products, Services and Solutions by FCG and/or FCPS based on participation in a public-agency group that desires to combine requirements—e.g., cities, counties, school districts, housing authorities, transit authorities, etc.**

See Connection's response to #1 above.

**Provide the methodology of how you will substantiate and justify any requests for adjustment in cost of solutions, applications, products, and services during the term of the contract.**

Should any requests for the adjustment in pricing during the term of the contract arise, the PPA should contact a member of their Connection Account Team to notify and discuss. The account team member will in turn reach out to the manufacturer, executive management team, etc. to work toward a solution to adjust pricing, when and if allowed. Please note however, that the agreed upon general category discounts, shall remain firm and effective for the entirety of the contract term, unless any changes are mutually discussed and agreed upon.

### **Additional Offerings**

Free FOB, Standard Ground Shipping: Connection has a 99% ship rate and will ship most in-stock items the same day the order is received. Connection is pleased to offer FREE best way ground shipping, FOB Destination on all orders. Please note that this excludes heavyweight, expedited, oversized, or hazardous material orders.

For orders classified as heavyweight or oversized, Connection will add our discounted shipping charges to the invoice. Heavyweight shipment is defined as a single item over 150 pounds or multiple items over 300 pounds. For orders classified as "Heavy" or "Oversized", the shipping terms will be FOB Destination, Freight Prepaid and added. Oversized is defined as a package that has large size to weight ratio. Liftgate, Inside Delivery and/or Delivery Appointment service charges will be added to the invoice.

Connection also arranges specialized transportation services such as inside delivery, package removal and product set-up. If such services are required, Members are asked to contact their Account Manager to arrange and for a tailored rate quote.

BOT (By ocean transit / delivery to Alaska or Hawaii) delivery is also available, at an additional charge and is quoted on a case-by-case basis.

Rest assured, Connection will work with County of Fairfax / GovMVMT and their members to discuss and negotiate any additional delivery fees on a case-by-case basis.