

## COOPERATIVE AGREEMENT USER INSTRUCTIONS *Supplement #7*

**Important Note:** Supplement #7 replaces and supersedes the previous User Instructions dated 11/04/15.

<b>ISSUE AND EFFECTIVE DATE: 3/24/16</b>	
<b>TITLE/DESCRIPTION:</b>	Data Communications Products and Services (NASPO ValuePoint Cooperative Agreement)
<b>CONTRACT NUMBER(S):</b>	7-14-70-01 Brocade Communications Systems, Inc. 7-14-70-02 ADTRAN, Inc. dba Delaware ADTRAN, Inc. 7-14-70-03 Aruba Networks, Inc. 7-14-70-04 Cisco Systems, Inc. 7-14-70-06 Hewlett-Packard Enterprise Company 7-14-70-08 Juniper Networks (US), Inc. 7-14-70-09 ShoreTel, Inc. 7-14-70-10 Mitel Business Systems, Inc. 7-14-70-11 Palo Alto Networks, Inc. 7-14-70-12 Extreme Networks, Inc. 7-14-70-14 EMC Corporation dba EMC Peripherals, Inc. 7-14-70-15 F5 Networks, Inc. 7-14-70-20 Fujitsu Network Communications, Inc. 7-14-70-21 Avaya, Inc.
<b>CONTRACT TERM:</b>	Various through 5/31/2019
<b>CONTRACT CATEGORY:</b>	IT Goods and Services
<b>MAXIMUM ORDER LIMIT:</b>	\$1,500,000 (State Departments only)
<b>FOR USE BY:</b>	State and Local Governmental Agencies
<b>DGS-PD CONTRACT INFORMATION WEBSITE:</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASP/O/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASP/O/datacoms.aspx</a>
<b>STATE CONTRACT ADMINISTRATOR:</b>	Terry Muñoz (916) 375-8067 <a href="mailto:Terry.Munoz@dgs.ca.gov">Terry.Munoz@dgs.ca.gov</a>

Ordering Agencies are instructed to carefully review these User Instructions in its entirety. For questions, please contact the State Contract Administrator and reference the "Title/Description" and/or Contract Number(s). Changes to this document will be issued through a User Instructions Supplement.



Terry Muñoz, State Contract Administrator

**03/25/2016**

Date

SUMMARY OF CHANGES			
Supplement No.	Item #	Description/Articles	Supplement Date
7	1	Contract Numbers, Page 1 and Attachment A, Page 24 - New contractor added: <ul style="list-style-type: none"> <li>• Avaya, Inc.</li> </ul>	3/24/2016
	2	Section 6, Contract Usage/Rules, Page 7 - Deleted 6.E., American Recovery and Reinvestment Act (ARRA)	
	3	Section 7, Ordering Procedures, Page 9 - Deleted 7.D., Purchase Order Distribution	
	4	Attachment A, Contract Information, Page 21 - Added new Contractor Contract Manager for EMC Peripherals	

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## USER INSTRUCTIONS

### 1. SCOPE AND OVERVIEW

The Department of General Services, Procurement Division (DGS-PD) has established California Participating Addendum contracts with individual Contractors (as noted on page 1) for use of the NASPO ValuePoint Data Communications Products and Services Master Agreements executed by the State of Utah.

These California Participating Addendums provide State departments and local governmental agencies the opportunity to acquire products and services in accordance with the instructions provided herein and the terms and conditions outlined in the individual California Participating Addendums. Attachment A identifies specific California Participating Addendum information and awarded product/service categories by Contractor.

Note: Throughout this document, "California Participating Addendum" may be used interchangeably with "agreement" or "contract." Unless otherwise specified within this document, the term "Ordering Agencies" will refer to all State departments and/or local governmental agencies eligible to utilize this contract. Ordering and usage instructions exclusive to State departments or local governmental agencies shall be identified within each section.

### 2. CONTRACT AVAILABILITY

#### A. State Departments

- 1) Use of these agreements is non-mandatory for State of California departments.
- 2) State departments are restricted from using these agreements for products and services available on Mandatory California Statewide Contracts. See Section 5.C.4 (Restricted/Disallowed Products and Services) for more information.

#### B. Local Governmental Agencies

- 1) Use of these agreements is optional for local governmental agencies.
- 2) Local governmental agencies are defined as any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges, empowered to expend public funds.
- 3) Each local governmental agency shall determine whether use of these agreements is consistent with its procurement policies and regulations.

### 3. CONTRACT TERM

The term for these California Participating Addendums is from the date of the State's approval through May 31, 2019, or upon termination by the State, whichever occurs first.

Note: Orders placed under these contracts shall be executed on or before the expiration date of the California Participating Addendum.

#### 4. CONTRACT ADMINISTRATORS

The State and the Contractor(s) have assigned contract administrators as single points of contact for problem resolution and related contract issues.

The State Contract Administrator for these agreements is:

Name: Terry Muñoz  
Phone: (916) 375-8067  
Fax: (916) 375-4663  
E-Mail: [Terry.Munoz@dgs.ca.gov](mailto:Terry.Munoz@dgs.ca.gov)

Contractor contact information is outlined in Attachment A.

#### 5. CONTRACT INFORMATION

##### A. Lead State Agreement

The California Participating Addendums are based on some or all of the products, services and prices from the NASPO ValuePoint Data Communications Products and Services issued by the State of Utah. Copies of the Utah NASPO ValuePoint Master Agreements are available at: <http://www.naspovaluepoint.org/#/contract-details/4/overview/general>

Ordering Agencies should refer to Attachment A for links to the California Participating Addendum contract documents.

##### B. Available Products and Services

Contractors may only offer products and services for categories defined below:

- Data Center Applications
- Networking Software
- Networking Optimization and Acceleration
- Optical Networking
- Routers
- Security
- Storage Networking
- Switches
- Wireless
- Unified Communications

Attachment A identifies specific California Participating Addendum information and awarded product/service categories by Contractor.

##### C. Restricted/Disallowed Products and Services (State Departments Only)

The following restrictions apply to all State departments. These restrictions do not apply to local governmental agencies unless the restriction is identified within the Utah NASPO ValuePoint Master Agreement.

1) Category 5.3.0 Unified Communications

Non-exempt State Agencies are mandated by policy to utilize the CALNET 3 Statewide Contract(s) to obtain "Required" telecommunications and network services unless otherwise authorized by the Department of Technology.

2) Purchase of services is only allowable at the time of the initial purchase of the product. Service only purchases are disallowed. (Exception: Equipment maintenance service purchases are allowed).

3) Cloud services

Cloud services are disallowed, including, but not limited to:

- Infrastructure as a service (IaaS)
- Platform as a service (PaaS)
- Software as a service (SaaS)
- Storage as a Service (STaaS)
- Utility Ready Storage
- Cloud Storage

Note: If any of these services become available a supplement to the User Instructions will be released.

4) Products/Services available on Mandatory Statewide Contracts

Products and services available on Mandatory California Statewide Contracts cannot be purchased by State departments without an exemption. State departments shall obtain an exemption in accordance with the Statewide Contract User Instructions prior to issuing a purchase order under these agreements. For current information technology (IT) hardware Statewide Contracts see the State Contracts Index Listing located at <http://www.documents.dgs.ca.gov/pd/contracts/ContractIndexListing.pdf>.

#### **D. Contractor Pricing**

A Product and Service Schedule (PSS) containing contract product and pricing information is posted on each Contractors' dedicated website. Pricing is based on a discount off list price. Contractors may offer greater discounts and/or lower prices than those published in their PSS. Links to each Contractor's dedicated website and PSS are identified in Attachment A.

## **6. CONTRACT USAGE/RULES**

### **A. Services**

This Participating Addendum is for equipment and associated services (primarily maintenance).

### **B. Adherence to Applicable Laws (State Departments Only)**

State departments must adhere to all applicable State laws, regulations, policies, best practices, and purchase authority requirements (e.g. California Codes, Code of Regulations, State Administrative Manual, Management Memos, and State Contracting Manual Volumes 1, 2 and 3).

### **C. Purchase Authority (State Departments Only)**

Prior to placing orders under these agreements, State departments must have been granted purchasing authority by DGS-PD for the use of cooperative agreements. The State department's current purchasing authority number must be entered in the appropriate location on each purchase document. State departments that have not been granted purchasing authority by DGS-PD may access the Purchasing Authority Application by contacting DGS-PD's Purchasing Authority Management Section by email at [pams@dgs.ca.gov](mailto:pams@dgs.ca.gov).

### **D. Mission Critical (State Departments Only)**

State departments must complete and submit a Mission Critical certification form for all orders which require DGS review and approval. The form is available at [www.documents.dgs.ca.gov/pd/delegations/pac021810.pdf](http://www.documents.dgs.ca.gov/pd/delegations/pac021810.pdf)

### **E. (Deleted)**

### **F. California Seller's Permit (State Departments Only)**

California Seller's Permit information for each Contractor is identified in Attachment A. Prior to placing orders under these agreements, State departments should verify that permits are currently valid at [www.boe.ca.gov](http://www.boe.ca.gov). State departments must adhere to the file documentation required identified in the State Contracting Manual Volume 2 and Volume 3, as applicable.

### **G. Order Limits/Dollar Thresholds (State Departments Only)**

Purchase orders may not exceed the \$1,500,000 maximum order limit listed on page 1. The total contract value shall be based on the cumulative value including any amendments (i.e., a \$1,400,000 contract plus a \$100,000 amendment shall be considered a \$1,500,000 contract). This restriction does not apply for local governmental agencies.

An exemption may be obtained from the order limit. Please see SCM Vol 3, Chapter 6 for more information.

Pursuant to Public Contract Code Section 10329, willfully splitting a single purchasing transaction into a series of transactions for the purpose of evading bidding requirements or to circumvent ordering limits is prohibited.

### **H. DGS Administrative Fee**

Ordering agencies will not be charged the DGS Administrative fee nor will they be invoiced by the Contractor(s) for use of these agreements.

## **7. ORDERING PROCEDURES**

### **A. Contractor Selection Process**

#### **1) State Departments**

State departments electing to use these agreements must select a Contractor using the Best Value Request for Offer (RFO) process outlined below:

- a. *Develop RFO* – Ordering Agency will develop a RFO which includes the following information, at a minimum:
  - All relevant Ordering Agency contact information necessary for the Contractor to respond to the RFO; and
  - A detailed specification or scope of work (SOW) for the products and services is required.
- b. *Solicit Offers* – Ordering Agency shall solicit offers from a minimum of three Contractors within the awarded product/service category.
  - If multiple Contractors are solicited and less than three offers are received, the Ordering Agency must document their file with the reasons why the other Contractors solicited did not respond with an offer.
  - Agencies may use State-approved Servicing Subcontractors (Authorized Resellers) for soliciting offers. See Section B (Servicing Subcontractors) for agency requirements.
  - Orders valued less than \$5,000 may be executed without obtaining multiple offers if fair and reasonable pricing has been established and documented within the procurement file.
- c. *Determine Best Value* – Ordering Agency will review all responsive offers and select a Contractor based on best value, with cost as one of the criteria.
- d. *Document Results* – Ordering Agency must document the results of the best value RFO process within the procurement file including, but not limited to, Contractors that were contacted, recap of their offers, how the selection was made and criteria for determining “best value”. Ordering Agencies have the option to use the [Best Value Determination Worksheet](#) or the agency’s own form to document the results.
- e. *Issue Purchase Order* – Ordering Agency will issue purchase order document to the selected Contractor in accordance with Section 7.C (Purchase Order Form).

2) Local Governmental Agencies

Local governmental agencies may use the contractor selection process described in Section 7.A.1 above or other process in accordance with their procurement policies and regulations.

**B. Servicing Subcontractors (Authorized Resellers)**

- 1) State-approved Servicing Subcontractors (Authorized Resellers) may provide offers, accept purchase orders, fulfill purchase orders, perform maintenance/warranty services and accept payment from Ordering Agencies for products and associated services offered under the specific Contractor’s California Participating Addendum.
- 2) Ordering Agencies may only use State-approved Servicing Subcontractors (Authorized Resellers) for soliciting offers and order execution when:
  - a. Attachment A indicates Authorized Resellers are available for use under the specific California Participating Addendum; and
  - b. The firm is identified on the Approved Authorized Reseller listing posted on the State’s Cal eProcure website.

- 3) If soliciting offers from Authorized Resellers, State departments must retain a copy of the State's Approved Authorized Reseller listing, for the individual California Participating Addendum, in the procurement file.
- 4) All purchase order documents to Authorized Resellers must contain the California Participating Addendum Number and the prime Contractor's name as instructed in Attachment A.

### **C. Purchase Order Form and Execution**

All Ordering Agency purchase order documents executed under these agreements must contain the applicable California Participating Addendum Number as shown in Attachment A. See Section B for additional requirements when executing orders through Authorized Resellers.

#### 1) State Departments

State departments must use the Purchasing Authority Purchase Order (Std. 65) for purchase execution. An electronic version of the Std. 65 is available on the DGS-PD website at <http://www.dgs.ca.gov/pd/Forms.aspx> (select Standard STD Forms).

#### 2) Local Governmental Agencies

Local governmental agencies may use their own purchase order document in lieu of the State's purchase order form.

### **D. (Deleted)**

## **8. INVOICING AND PAYMENT**

### **A. Payment Terms**

Payment terms for these agreements are net forty-five (45) days. Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927, et seq. Unless expressly exempted by statute, the Act requires State departments to pay properly submitted, undisputed invoices not more than forty-five (45) days after the date of acceptance of goods, performance of services, or receipt of an undisputed invoice, whichever is later.

### **B. Payee Data Record**

Each State accounting office must have a Payee Data Record (Std. 204) in order to process payment of invoices. Agencies should request a Std. 204 from the contractor and forward a copy of the Std. 204 to their accounting office(s). Without the Std. 204, payment to the contractor may be unnecessarily delayed.

### **C. CAL-Card**

State departments may use the CAL-Card for the payment of invoices. Use of the CAL-Card requires the execution of Purchasing Authority Purchase Order (Std. 65) as referenced in Section 7.C (Purchase Order Form) and must include all required documentation applicable to the purchase.

CAL-Card is a payment mechanism, not a procurement approach and, therefore, does not relieve departments from adhering to all procurement laws, regulations, policies, procedures, and best practices, including those discussed in the State Contracting Manual Volumes 1, 2 and 3. This includes but is not limited to the application of all sales and use tax laws, rules and policies as applicable to the purchase.

## **9. PROBLEM RESOLUTION/CONTRACTOR PERFORMANCE**

Ordering agencies should first attempt to resolve complaints, issues or disputes informally with the Contractor. If the issue or dispute cannot be resolved by the Ordering Agency, the issue may be elevated to the DGS-PD State Contract Administrator.

## **10. ATTACHMENTS**

### **Attachment A – Contract Information**

## Attachment A – Contract Information

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-01</b>
<b>Contractor Name</b>	<b>Brocade Communications Systems, Inc.</b>
<b>Term Dates</b>	9/5/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR214
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A.</b> 5.2.1 – Data Center Applications <b>B.</b> 5.2.2 – Networking Software <b>C.</b> 5.2.3 – Network Optimization & Acceleration <b>D.</b> 5.2.5 - Routers <b>E.</b> 5.2.6 – Security <b>F.</b> 5.2.7 – Storage Networking <b>G.</b> 5.2.8 – Switches <b>H.</b> 5.2.9 – Wireless
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.brocade.com/sales/sled/wsca-naspo.page">http://www.brocade.com/sales/sled/wsca-naspo.page</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	100-498308
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Tania Craythorne
<b>Phone</b>	(408) 333-6226
<b>Fax</b>	(408) 333-8101
<b>Email</b>	<a href="mailto:SLEDTeam@brocade.com">SLEDTeam@brocade.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Brocade Communications Systems, Inc. 130 Holger Way San Jose, CA 95134
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Brocade c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-02</b>
<b>Contractor Name</b>	<b>ADTRAN, Inc. dba Delaware ADTRAN, Inc.</b>
<b>Term Dates</b>	11/4/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR607
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A.</b> 5.2.4 – Optical Networking <b>B.</b> 5.2.5 - Routers <b>C.</b> 5.2.8 – Switches <b>D.</b> 5.2.9 – Wireless <b>E.</b> 5.3.0 – Unified Communications
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.adtran.com/wsca/CA">http://www.adtran.com/wsca/CA</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	30679294
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Darrell Rogers
<b>Phone</b>	(970) 482-2216
<b>Fax</b>	(256) 963-6725
<b>Email</b>	<a href="mailto:darrell.rogers@adtran.com">darrell.rogers@adtran.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	ADTRAN Inc. 901 Explorer Boulevard Huntsville, AL 35806
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  ADTRAN Inc. c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-03</b>
<b>Contractor Name</b>	<b>Aruba Networks, Inc.</b>
<b>Term Dates</b>	9/24/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR608
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A.</b> 5.2.2 – Networking Software <b>B.</b> 5.2.6 - Security <b>C.</b> 5.2.8 – Switches <b>D.</b> 5.2.9 – Wireless
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.arubanetworks.com/wsca/">http://www.arubanetworks.com/wsca/</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	100299427
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Victoria Powers
<b>Phone</b>	(916) 202-8106
<b>Fax</b>	N/A
<b>Email</b>	<a href="mailto:vpowers@arubanetworks.com">vpowers@arubanetworks.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Aruba Networks, Inc. 1344 Crossman Avenue Sunnyvale, CA 94089
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Aruba Networks c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-04</b>
<b>Contractor Name</b>	<b>Cisco Systems, Inc.</b>
<b>Term Dates</b>	9/23/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR233
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories</b> <i>(Awarded Bands)</i>	<p><b>A.</b> 5.2.1 – Data Center Application Services</p> <p><b>B.</b> 5.2.2 – Networking Software</p> <p><b>C.</b> 5.2.3 – Network Optimization and Acceleration</p> <p><b>D.</b> 5.2.4 – Optical Networking</p> <p><b>E.</b> 5.2.5 - Routers</p> <p><b>F.</b> 5.2.6 - Security</p> <p><b>G.</b> 5.2.7 – Storage Networking</p> <p><b>H.</b> 5.2.8 – Switches</p> <p><b>I.</b> 5.2.9 – Wireless</p> <p><b>J.</b> 5.3.0 – Unified Communications</p>
<b>Contractor Website</b> <i>(Product and Pricing Information)</i>	<a href="http://www.cisco.com/c/en/us/solutions/industries/government/us-government-solutions-services/resources/government-contracts-funding-vehicles/state-local-government-contracts/naspo-valuepoint-datacom/california.html">http://www.cisco.com/c/en/us/solutions/industries/government/us-government-solutions-services/resources/government-contracts-funding-vehicles/state-local-government-contracts/naspo-valuepoint-datacom/california.html</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	19-718623
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Gigi Feril
<b>Phone</b>	(408) 424-0712
<b>Fax</b>	(408) 608-1729
<b>Email</b>	<a href="mailto:aferil@cisco.com">aferil@cisco.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Cisco Systems, Inc. 170 W Tasman Drive San Jose, CA 95134
<b>Ordering through State-Approved Servicing Subcontractors</b> <i>(Authorized Resellers)</i>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Cisco Systems, Inc. c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-06</b>
<b>Contractor Name</b>	<b>Hewlett-Packard Enterprise Company</b>
<b>Term Dates</b>	9/5/14 through 5/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR1464
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<p><b>A.</b> 5.2.1 – Data Center Application Services  <b>B.</b> 5.2.2 – Networking Software  <b>C.</b> 5.2.3 – Network Optimization and Acceleration  <b>D.</b> 5.2.4 – Optical Networking  <b>E.</b> 5.2.5 - Routers  <b>F.</b> 5.2.6 - Security  <b>G.</b> 5.2.7 – Storage Networking  <b>H.</b> 5.2.8 – Switches  <b>I.</b> 5.2.9 – Wireless  <b>J.</b> 5.3.0 – Unified Communications</p>
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.hpe.com/buy/wscadatacomm">www.hpe.com/buy/wscadatacomm</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	102738254
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Lauren Aloway
<b>Phone</b>	(501) 205-7728, (501) 472-1751 (cell), or (281) 582-5727 (fax)
<b>Email</b>	<a href="mailto:laurena@hpe.com">laurena@hpe.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Hewlett-Packard Enterprise Company ATTN: Public Sector Sales 14231 Tandem Blvd. Austin, TX 78728 Fax: (877) 239-0156
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Hewlett-Packard Enterprise Company c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-08</b>
<b>Contractor Name</b>	<b>Juniper Networks (US), Inc.</b>
<b>Term Dates</b>	11/4/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR229
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A.</b> 5.2.2 – Networking Software <b>B.</b> 5.2.4 – Optical Networking <b>C.</b> 5.2.5 – Router <b>D.</b> 5.2.6 – Security <b>E.</b> 5.2.8 – Switches <b>F.</b> 5.2.9 - Wireless
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.aboutwsca.org/content.cfm/id/juniper">http://www.aboutwsca.org/content.cfm/id/juniper</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	97804514
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Roxanne Bieniek
<b>Phone</b>	(978) 589-0636
<b>Fax</b>	N/A
<b>Email</b>	<a href="mailto:rbieniek@juniper.net">rbieniek@juniper.net</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Juniper Networks (US), Inc. 2251 Corp. Park Dr., Ste. 100 Herndon, VA 20171-2808
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Juniper Networks (US), Inc. c/o < Authorized Reseller Name > <Authorized Reseller Address>



## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-10</b>
<b>Contractor Name</b>	<b>Mitel Business Systems, Inc.</b>
<b>Term Dates</b>	11/4/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR623
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A. 5.3.0 – Unified Communications</b>
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.naspovaluepoint.org/#/contract-details/4/contractor/32">http://www.naspovaluepoint.org/#/contract-details/4/contractor/32</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	102-199656
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Murray Van Dyke
<b>Phone</b>	(602) 629-8811
<b>Fax</b>	N/A
<b>Email</b>	<a href="mailto:Murray_vandyke@mitel.com">Murray_vandyke@mitel.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Mitel Business Systems, Inc. 1146 North Alma School Road Mesa, AZ 85201
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Mitel Business Systems, Inc. c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-11</b>
<b>Contractor Name</b>	<b>Palo Alto Networks, Inc.</b>
<b>Term Dates</b>	3/2/2015 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR626
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A. 5.2.6 - Security</b>
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.naspovaluepoint.org/#/contract-details/4/contractor/33">http://www.naspovaluepoint.org/#/contract-details/4/contractor/33</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	100-803132
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Vince Massey
<b>Phone</b>	(408) 638-3307
<b>Fax</b>	(408) 753-4001
<b>Email</b>	<a href="mailto:vmassey@paloaltonetworks.com">vmassey@paloaltonetworks.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Palo Alto Networks Inc. 4401 Great America Parkway Santa Clara, CA 95054
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Palo Alto Networks c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-12</b>
<b>Contractor Name</b>	<b>Extreme Networks, Inc.</b>
<b>Term Dates</b>	9/5/2014 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR1470
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<b>A.</b> 5.2.2 – Networking Software <b>B.</b> 5.2.5 – Routers <b>C.</b> 5.2.6 – Security <b>D.</b> 5.2.8 – Switches <b>E.</b> 5.2.9 - Wireless
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.extremenetworks.com/government-contract-information/california/">http://www.extremenetworks.com/government-contract-information/california/</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	100-089758
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Michael Swierk
<b>Phone</b>	(603) 952-5221
<b>Fax</b>	(603) 952-6902
<b>Email</b>	<a href="mailto:mswierk@extremenetworks.com">mswierk@extremenetworks.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Extreme Networks, Inc. 9 Northeast Blvd. Salem, NH 03079
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Extreme Networks c/o < Authorized Reseller Name > <Authorized Reseller Address>

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-14</b>
<b>Contractor Name</b>	<b>EMC Corporation, dba EMC Peripherals, Inc.</b>
<b>Term Dates</b>	3/2/2015 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR620
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	A. 5.2.2 – Networking Software B. 5.2.6 – Security C. 5.2.7 – Storage Networking
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.emc.com/emcwsca-sled/index.htm">http://www.emc.com/emcwsca-sled/index.htm</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	101157164
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Pamela Kunhart
<b>Phone</b>	(916) 797-7052
<b>Fax</b>	(888) 580-6069
<b>Email</b>	<a href="mailto:Pamela.Kunhart@emc.com">Pamela.Kunhart@emc.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	EMC Corporation 2999 Douglas Blvd., #275 Roseville, CA 95661
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  EMC Corporation c/o < Authorized Reseller Name > <Authorized Reseller Address>



## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-20</b>
<b>Contractor Name</b>	<b>Fujitsu Network Communications, Inc.</b>
<b>Term Dates</b>	2/3/2015 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR616
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	A. 5.2.4 Optical Networking
<b>Contractor Website (Product and Pricing Information)</b>	<a href="https://s3-us-west-2.amazonaws.com/wscu-uploads/1420829090_Fujitsu%20Price%20File.xls">https://s3-us-west-2.amazonaws.com/wscu-uploads/1420829090_Fujitsu%20Price%20File.xls</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	26-832952
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Jeff Steele
<b>Phone</b>	(972) 479-6788
<b>Fax</b>	(972) 479-2992
<b>Email</b>	<a href="mailto:jeff.steele@us.fujitsu.com">jeff.steele@us.fujitsu.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Fujitsu Network Communications, Inc. 2801 Telecom Parkway Richardson, TX 75082
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	Fujitsu will not be using Subcontractors

## Attachment A – Contract Information, continued

<b>California Participating Addendum (Contract) No.</b>	<b>7-14-70-21</b>
<b>Contractor Name</b>	<b>Avaya, Inc.</b>
<b>Term Dates</b>	02/03/2016 through 05/31/2019
<b>Lead State Agreement</b>	Utah NASPO ValuePoint Master Agreement No. AR603
<b>California Participating Addendum Website</b>	<a href="http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx">http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx</a>
<b>Product/Service Categories (Awarded Bands)</b>	<p><b>A.</b> 5.2.2 – Networking Software</p> <p><b>B.</b> 5.2.4 – Optical Networking</p> <p><b>C.</b> 5.2.5 – Routers</p> <p><b>D.</b> 5.2.6 – Security</p> <p><b>E.</b> 5.2.8 – Switches</p> <p><b>F.</b> 5.2.9 – Wireless</p> <p><b>G.</b> 5.3.0 – Unified Communications</p>
<b>Contractor Website (Product and Pricing Information)</b>	<a href="http://www.avaya.com/usa/documents/state-of-california-naspo-valuepoint-contract-for-avaya.pdf">http://www.avaya.com/usa/documents/state-of-california-naspo-valuepoint-contract-for-avaya.pdf</a>
<b>Payment Terms</b>	Net 45 days
<b>CAL-Card Accepted</b>	Yes (See Section 8.C for CAL-Card use requirements)
<b>SB/DVBE Certification(s)</b>	None
<b>Seller's Permit No.</b>	102724074
<b>CONTRACTOR CONTRACT MANAGER</b>	
<b>Contract Manager</b>	Paula Sheehan
<b>Phone</b>	(408) 496-3238
<b>Fax</b>	(408) 496-3238
<b>Email</b>	<a href="mailto:pjsheehan@avaya.com">pjsheehan@avaya.com</a>
<b>ORDERING/REQUEST FOR OFFER (RFO) INFORMATION</b>	
<b>Contractor (Direct) Ordering Information</b>	Avaya, Inc. 4655 Great America Parkway Santa Clara, CA 95054
<b>Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)</b>	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows:  Avaya, Inc. c/o < Authorized Reseller Name > <Authorized Reseller Address>