

COOPERATIVE AGREEMENT USER INSTRUCTIONS *Supplement #7*

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

ISSUE AND EFFECTIVE DATE: 3/24/16		
TITLE/DESCRIPTION:	Data Communications Products and Services (NASPO ValuePoint Cooperative Agreement)	
CONTRACT NUMBER(S):	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.
CONTRACT TERM:	Various through 5/31/2019	
CONTRACT CATEGORY:	IT Goods and Services	
MAXIMUM ORDER LIMIT:	\$1,500,000 (State Departments only)	
FOR USE BY:	State and Local Governmental Agencies	
DGS-PD CONTRACT INFORMATION WEBSITE:	http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx	
STATE CONTRACT ADMINISTRATOR:	Terry Muñoz (916) 375-8067 Terry.Munoz@dgs.ca.gov	

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 <ul style="list-style-type: none">- New contractor added:<ul style="list-style-type: none">• Avaya, Inc.	3/24/2016
	2	Section 6, Contract Usage/Rules, Page 7 <ul style="list-style-type: none">- Deleted 6.E., American Recovery and Reinvestment Act (ARRA)	
	3	Section 7, Ordering Procedures, Page 9 <ul style="list-style-type: none">- Deleted 7.D., Purchase Order Distribution	
	4	Attachment A, Contract Information, Page 21 <ul style="list-style-type: none">- 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

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.

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

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. 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

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

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

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

California Participating Addendum (Contract) No.	7-14-70-04
Contractor Name	Cisco Systems, Inc.
Term Dates	9/23/2014 through 05/31/2019
Lead State Agreement	Utah NASPO ValuePoint Master Agreement No. AR233
California Participating Addendum Website	http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx
Product/Service Categories (Awarded Bands)	A. 5.2.1 – Data Center Application Services B. 5.2.2 – Networking Software C. 5.2.3 – Network Optimization and Acceleration D. 5.2.4 – Optical Networking E. 5.2.5 - Routers F. 5.2.6 - Security G. 5.2.7 – Storage Networking H. 5.2.8 – Switches I. 5.2.9 – Wireless J. 5.3.0 – Unified Communications
Contractor Website (Product and Pricing Information)	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
Payment Terms	Net 45 days
CAL-Card Accepted	Yes (See Section 8.C for CAL-Card use requirements)
SB/DVBE Certification(s)	None
Seller's Permit No.	19-718623
CONTRACTOR CONTRACT MANAGER	
Contract Manager	Gigi Feril
Phone	(408) 424-0712
Fax	(408) 608-1729
Email	aferil@cisco.com
ORDERING/REQUEST FOR OFFER (RFO) INFORMATION	
Contractor (Direct) Ordering Information	Cisco Systems, Inc. 170 W Tasman Drive San Jose, CA 95134
Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)	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

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

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

California Participating Addendum (Contract) No.	7-14-70-09
Contractor Name	ShoreTel Inc.
Term Dates	9/5/2014 through 5/31/2019
Lead State Agreement	Utah NASPO ValuePoint Master Agreement No. AR627
California Participating Addendum Website	http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx
Product/Service Categories (Awarded Bands)	A. 5.3.0 – Unified Communications
Contractor Website (Product and Pricing Information)	http://www.naspovaluepoint.org/#!/current-contracts/contractors/results/34
Payment Terms	Net 45 days
CAL-Card Accepted	Yes (See Section 8.C for CAL-Card use requirements)
SB/DVBE Certification(s)	None
Seller's Permit No.	97-297640
CONTRACTOR CONTRACT MANAGER	
Contract Manager	Tulli Manross, secondary Jamie Singer
Phone	(408) 962-2530, secondary (408) 900-1256
Email	tmanross@shoretel.com jsinger@shoretel.com
ORDERING/REQUEST FOR OFFER (RFO) INFORMATION	
Contractor (Direct) Ordering Information	ShoreTel, Inc. 960 Stewart Dr. Sunnyvale, CA 94085
Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows: ShoreTel Inc. c/o < Authorized Reseller Name> <Authorized Reseller Address>

Attachment A – Contract Information, continued

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

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

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

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

California Participating Addendum (Contract) No.	7-14-70-15
Contractor Name	F5 Networks, Inc.
Term Dates	10/13/2015 through 05/31/2019
Lead State Agreement	Utah NASPO ValuePoint Master Agreement No. AR615
California Participating Addendum Website	http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO/datacoms.aspx
Product/Service Categories (Awarded Bands)	A. 5.2.1 – Data Center Application Services B. 5.2.2 – Networking Software C. 5.2.3 – Network Optimization and Acceleration D. 5.2.6 – Security
Contractor Website (Product and Pricing Information)	http://www.carahsoft.com/f5wsca
Payment Terms	Net 45 days
CAL-Card Accepted	Yes (See Section 8.C for CAL-Card use requirements)
SB/DVBE Certification(s)	None
Seller's Permit No.	101041775
CONTRACTOR CONTRACT MANAGER	
Contract Manager	Brian Filler
Phone	(240) 401-7829
Fax	(206) 272-5556
Email	b.filler@f5.com
ORDERING/REQUEST FOR OFFER (RFO) INFORMATION	
Contractor (Direct) Ordering Information	F5 Networks, Inc. 401 Elliot Avenue West Seattle, WA 98119
Ordering through State-Approved Servicing Subcontractors (Authorized Resellers)	All purchase orders to Authorized Resellers must contain the California Participating Addendum Number and must be addressed as follows: F5 Networks, Inc. c/o < Authorized Reseller Name> <Authorized Reseller Address>

Attachment A – Contract Information, continued

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

Attachment A – Contract Information, continued

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