



State of Alabama
Department of Finance
Division of Purchasing
Master Agreement

Modification

CONTRACT INFORMATION

MASTER AGREEMENT NUMBER: MA 999 1600000075

NOT TO EXCEED AMOUNT:

Begin Date: 07/01/2016

Procurement Folder: 103006

Expiration Date: 06/30/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 05/17/18

Version Number: 3

CONTACT INFORMATION

REQUESTOR:

Jennifer Loretz
334-242-7370
jennifer.loretz@purchasing.alabama.gov

ISSUER:

Jennifer Loretz
334-242-7370
jennifer.loretz@purchasing.alabama.gov

BUYER:

Jennifer Loretz
334-242-7370
jennifer.loretz@purchasing.alabama.gov

CONTRACT DESCRIPTION

MA-CradlePoint, Inc. Products & Services
Award Reference: RFB 010 16000000026

Ship To:

Bill To:

REASON FOR MODIFICATION

Contract Renewed.

VENDOR INFORMATION

Name /Address:

VC000001692: Pinnacle Networx, LLC
73888 Tallasse Highway
Wetumpka AL 36092

Contact:

Sherri Mummey
334-472-2007
info@4pnx.com

COMMODITY / SERVICE INFORMATION

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
1	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 5
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 31.20%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
2	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 6
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 16.75%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
3	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 7
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 16.75%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
4	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 8
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 31.20%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
5	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 31.20%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
6	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 16.75%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
7	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 16.75%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
8	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 31.20%

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

APPROVALS

Date	Status Before	Status After	Approver

Final

1600000075	Document Phase Final	Document Description MA-CradlePoint, Inc. Products & Services	Page 4 of 4
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Purpose:

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Note that this contract is for CradePoint Products only. Catalog items such as servers, telephony equipment and other non-core products or endpoint devices are not available from this contract.

Default:

When a vendor defaults on a contract/purchase order, the State can procure the goods or services from other sources and hold the vendor responsible for any excess in price/handling. The vendor may be barred from bidding for an indeterminate period per the Code of Administrative Procedure.

Freight:

Bid is F.O.B. destination. Any freight charges must be included in the bid prices. Do not include freight as separate line item.

If expedited shipping is requested, those charges may be passed on to the end user. Any expedited rate charges must be substantiated with written documentation from the courier or USPS.

Contract period:

Establish a 12 month contract with an option to extend for a second, third, fourth, and fifth 12 month period with the same pricing, terms and conditions. The second, third, fourth, or fifth 12 month period, if agreed by both parties, would begin the day after the first, second, third, or fourth 12 month period expires. Any successive extension must have written approval of both the state and vendor no later than 30 days prior to expiration of the previous 12 month period.

Biddable Situation:

Bids may be solicited for any product included in this contract where an immediate/emergency need exists, including large quantities. The decision of the Purchasing Director as to what constitutes a biddable situation shall be final and shall not be construed as a breach of contract.

The State reserves the right to bid the financing of a project associated with a purchase made from this contract.

Quote Requirement:

All quotes to end users shall include the catalog price as well as the discounted price. An awarded vendor may offer volume discounts for large quantity purchases.

Administrative fee:

Awarded bidder(s) are to pay the State an administrative fee for all sales made under this contract. This fee will be One (1)% (0.01) of the total dollar amount for all sales. The fee is to be paid each month before the 20th and will represent a single, one-time payment for all sales made in the prior month and as adjusted for errors associated with earlier months. This fee is not to be listed as a separate cost on invoices. The awarded bidder(s) will be required to provide a summary report each month before the 20th listing sales made during the prior calendar month. This report is to include the report contract number, purchasing entity, sales amount, and fee amount. A report is due even when there is no activity. This report is to be sent electronically to telecom.admin@isd.alabama.gov. A copy of the summary report is to also accompany the payment. The remittance is to be identified with the reporting month and contract number.

Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance
 Division of Accounting and Administration
 PO Box 300658
 Montgomery, Alabama 36130-0658



State of Alabama
Department of Finance
Division of Purchasing
Master Agreement

Modification

CONTRACT INFORMATION

MASTER AGREEMENT NUMBER: MA 999 1600000076

NOT TO EXCEED AMOUNT:

Begin Date: 07/01/2016

Procurement Folder: 103006

Expiration Date: 06/30/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 05/17/18

Version Number: 3

CONTACT INFORMATION

REQUESTOR:

Jennifer Loretz
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jennifer.loretz@purchasing.alabama.gov

ISSUER:

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jennifer.loretz@purchasing.alabama.gov

BUYER:

Jennifer Loretz
334-242-7370
jennifer.loretz@purchasing.alabama.gov

CONTRACT DESCRIPTION

MA-CradlePoint, Inc. Products & Services
Award Reference: RFB 010 16000000026

Ship To:

Bill To:

REASON FOR MODIFICATION

Contract Renewed.

VENDOR INFORMATION

Name /Address:

VC000004220: CDW GOVERNMENT INC
75 REMITTANCE DR
SUITE 1515
CHICAGO IL 60675-1515

Contact:

Brittany Logan
877-742-3146
britlog@cdwg.com

COMMODITY / SERVICE INFORMATION

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
1	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 5.
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 29.5%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
2	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 6
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 17%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
3	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 7
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 17%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
4	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464000000 - DO NOT USE: Use 5-digit code.
 DO NOT USE. USE LINE 8
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 29.5%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
5	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 29.5%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
6	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 17%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
7	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 17%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
8	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 29.5%

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

APPROVALS

Date	Status Before	Status After	Approver

Final

1600000076	Document Phase Final	Document Description MA-CradlePoint, Inc. Products & Services	Page 4 of 4
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Purpose:

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Note that this contract is for CradePoint Products only. Catalog items such as servers, telephony equipment and other non-core products or endpoint devices are not available from this contract.

Default:

When a vendor defaults on a contract/purchase order, the State can procure the goods or services from other sources and hold the vendor responsible for any excess in price/handling. The vendor may be barred from bidding for an indeterminate period per the Code of Administrative Procedure.

Freight:

Bid is F.O.B. destination. Any freight charges must be included in the bid prices. Do not include freight as separate line item.

If expedited shipping is requested, those charges may be passed on to the end user. Any expedited rate charges must be substantiated with written documentation from the courier or USPS.

Contract period:

Establish a 12 month contract with an option to extend for a second, third, fourth, and fifth 12 month period with the same pricing, terms and conditions. The second, third, fourth, or fifth 12 month period, if agreed by both parties, would begin the day after the first, second, third, or fourth 12 month period expires. Any successive extension must have written approval of both the state and vendor no later than 30 days prior to expiration of the previous 12 month period.

Biddable Situation:

Bids may be solicited for any product included in this contract where an immediate/emergency need exists, including large quantities. The decision of the Purchasing Director as to what constitutes a biddable situation shall be final and shall not be construed as a breach of contract.

The State reserves the right to bid the financing of a project associated with a purchase made from this contract.

Quote Requirement:

All quotes to end users shall include the catalog price as well as the discounted price. An awarded vendor may offer volume discounts for large quantity purchases.

Administrative fee:

Awarded bidder(s) are to pay the State an administrative fee for all sales made under this contract. This fee will be One (1)% (0.01) of the total dollar amount for all sales. The fee is to be paid each month before the 20th and will represent a single, one-time payment for all sales made in the prior month and as adjusted for errors associated with earlier months. This fee is not to be listed as a separate cost on invoices. The awarded bidder(s) will be required to provide a summary report each month before the 20th listing sales made during the prior calendar month. This report is to include the report contract number, purchasing entity, sales amount, and fee amount. A report is due even when there is no activity. This report is to be sent electronically to telecom.admin@isd.alabama.gov. A copy of the summary report is to also accompany the payment. The remittance is to be identified with the reporting month and contract number.

Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance
 Division of Accounting and Administration
 PO Box 300658
 Montgomery, Alabama 36130-0658



**State of Alabama
Department of Finance
Division of Purchasing
Master Agreement**

Modification

CONTRACT INFORMATION	
MASTER AGREEMENT NUMBER: MA 999 1600000077	NOT TO EXCEED AMOUNT:
Begin Date: 07/01/2016	Procurement Folder: 103006
Expiration Date: 06/30/2019	Procurement Type: Master Agreement
Solicitation Number:	Replaces Award Document:
Award Date:	Replaced by Award Document:
Modification Date: 05/17/18	Version Number: 3

CONTACT INFORMATION		
REQUESTOR: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov	ISSUER: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov	BUYER: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov

CONTRACT DESCRIPTION
MA-CradlePoint, Inc. Products & Services Award Reference: RFB 010 16000000026

Ship To: **Bill To:**

REASON FOR MODIFICATION
Contract Renewed.

VENDOR INFORMATION	
Name /Address: VC000044211: Enfopoint Llc DBA: enfoPoint Solutions 9019 Overlook Blvd Suite C-4 Brentwood TN 37027	Contact: Judy Spear 6153648462 Judy@Enfopoint.Com

COMMODITY / SERVICE INFORMATION

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
1	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 35%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
2	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 22%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
3	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 22%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
4	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 35%

Final

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

APPROVALS			
Date	Status Before	Status After	Approver

1600000077	Document Phase Final	Document Description MA-CradlePoint, Inc. Products & Services	Page 3 of 3
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Purpose:

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Note that this contract is for CradePoint Products only. Catalog items such as servers, telephony equipment and other non-core products or endpoint devices are not available from this contract.

Default:

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Freight:

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Contract period:

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Biddable Situation:

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Quote Requirement:

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Administrative fee:

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Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance
 Division of Accounting and Administration
 PO Box 300658
 Montgomery, Alabama 36130-0658



**State of Alabama
Department of Finance
Division of Purchasing
Master Agreement**

Modification

CONTRACT INFORMATION	
MASTER AGREEMENT NUMBER: MA 999 16000000078	NOT TO EXCEED AMOUNT:
Begin Date: 07/01/2016	Procurement Folder: 103006
Expiration Date: 06/30/2019	Procurement Type: Master Agreement
Solicitation Number:	Replaces Award Document:
Award Date:	Replaced by Award Document:
Modification Date: 05/17/18	Version Number: 3

CONTACT INFORMATION		
REQUESTOR: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov	ISSUER: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov	BUYER: Jennifer Loretz 334-242-7370 jennifer.loretz@purchasing.alabama.gov

CONTRACT DESCRIPTION
MA-CradlePoint, Inc. Products & Services Award Reference: RFB 010 16000000026

Ship To: _____ **Bill To:** _____

REASON FOR MODIFICATION
Contract Renewed.

VENDOR INFORMATION	
Name /Address: VC000057072: Office Management Systems 5911 Greenwood Parkway Bessemer AL 35022	Contact: Sandra Jones 2055652229 Sjones@Logistasolutions.Com

COMMODITY / SERVICE INFORMATION

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
1	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Routers (all router types and network devices): 34%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
2	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Subscriptions Services(management platforms, cloud manager and licenses): 23%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
3	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Support and Warranty Extensions: 23%

Line	Quantity	UOM	Unit Price	Service Amount	Service From	Service To	Line Sub Total	Line Total
4	0	EA	\$0.000000	\$0.00			\$0.00	\$0.00

20464 - Network Components: Adapter Cards, Bridges, Connectors, Expa
 CradlePoint, Inc. Products & Services
 Network: CradlePoint Catalog, Percentage Discount Accessories (e.g., modems, antennas, power supplies): 34%

Final

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Approved:



Purchasing Director

APPROVALS			
Date	Status Before	Status After	Approver

1600000078	Document Phase Final	Document Description MA-CradlePoint, Inc. Products & Services	Page 3 of 3
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Purpose:

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