

THE NAVAJO NATION



JONATHAN NEZ | PRESIDENT MYRON LIZER | VICE PRESIDENT

June 2, 2022

TECHNOLOGY INTEGRATION GROUP (TIG)
10620 TREENA STREET SUITE 300
SAN DIEGO, CALIFORNIA 92131

ATTENTION: TOM JANECEK, CEO

REFERENCE: 164 Review 018257/Contract

Dear Tom:

Attached please find your copy of the approved Contract (CO15343) with the Navajo Nation Division of General Services. The Contract has been awarded in the amount of \$788,471.51. The term of the contract will commence March 22, 2022 and expires December 31, 2026.

The above contract number must be referenced on all invoices, documents, and correspondence as it relates to this contract.

Should you have any questions, please contact Alexander Largie at 928-871-6520.

Sincerely,

A handwritten signature in blue ink that reads "J. Ben".

Jeremy Ben, Accounting Manager
OOC – Contract Administration

xc: Alexander Largie, Navajo Nation Division of General Services
Cherise Natani, Contract Accounting/Navajo Nation Office of the Controller – Fiscal Recovery Fund
Contract Folder: CO15343

**FORM 1
(ADMINISTRATIVE PURPOSES ONLY)**

**SERVICES CONTRACT BETWEEN
THE NAVAJO NATION AND**

PC Specialists Inc. Technology Integration Group (TIG)
Consultant's Legal Name (this must match the name on the Contractor's W-9 and Certificate of Insurance)
10620 Treena Street, Suite 300 San Diego, CA 92131
Consultant's physical address, state and zip code
(858)556-1900
Consultant's telephone number

CONTRACT NO: _____

FOR THE PERIOD: BEGINNING March 22, 2022
 ENDING December 31, 2026

PAYMENTS TO BE MADE FROM:

Account: <u>K211517 - 4210</u>	Non-Cap Equipment	<u>\$ 33,996.21</u>
Account: <u>K211517 - 4210</u>	NN Tax	<u>\$ 2,039.77</u>
Account: <u>K211517 - 6530</u>	Consulting Fee	<u>\$ 140,508.64</u>
Account: <u>K211517 - 6530</u>	NN Tax	<u>\$ 8,430.52</u>
Account: <u>K211517 - 6320</u>	Software Support	<u>\$ 338,932.16</u>
Account: <u>K211517 - 6320</u>	NN Tax	<u>\$ 20,335.93</u>
Account: <u>K211517 - 7520</u>	Training	<u>\$ 20,549.00</u>
Account: <u>K211517 - 7520</u>	NN Tax	<u>\$ 1,232.94</u>
Account: <u>K211517 - 9142</u>	Equipment	<u>\$ 200,664.00</u>
Account: <u>K211517 - 9142</u>	NN Tax	<u>\$ 12,039.84</u>
Account: <u>K211517 -</u>		
Account: <u>K211517 - 6540</u>	Consulting-Expenses	<u>\$ 9,742.50</u>
	Total:	<u>\$ 788,471.51</u>

TOTAL PAYMENTS ON THIS CONTRACT NOT TO EXCEED:
 UNDER THE TERMS AND CONDITIONS OUTLINED IN:

- ATTACHMENT A – Mutual Promises and Agreements
 ATTACHMENT B – Scope of Work
- EXHIBITS:
 EXHIBIT A – Accounting Codes and Budget
 EXHIBIT B – Consultant Credentials
 EXHIBIT C – Certificate of Insurance

Employer's Identification No.: or 95-3825596

this number must match Form W-9

Consultant's Social Security No.: _____

SERVICES CONTRACT

ATTACHMENT A- Mutual Promises and Agreements

This Services Contract ("Contract") is made and entered into by and between the Navajo Nation, hereinafter called the "NATION" and PC Specialists Inc. Technology Integration Group (TIG), hereinafter called the "CONSULTANT." Collectively, the NATION and the CONSULTANT are the "PARTIES." The PARTIES agree as follows:

1. **Contract Term.** The NATION agrees to use the non-exclusive services of the CONSULTANT beginning March 22, 2022, and ending December 31, 2026.
2. **Scope of Work.** The CONSULTANT agrees to perform the services described in ATTACHMENT B - Scope of Work ("Scope of Work"). Any changes to the Scope of Work must be agreed to by the PARTIES through a formal Modification of the Contract pursuant to Paragraph 13 below.
3. **Compensation.** The NATION agrees to compensate the CONSULTANT for services performed under this Contract by paying a sum not to exceed \$ \$ 788,471.51, as per EXHIBIT A – Accounting Codes and Budget, to include the Navajo Nation and local government sales tax amounts described in Paragraph 18, below, for work performed within the territorial jurisdiction of the NATION.
4. **Authorized Representative.** The CONSULTANT shall work with the Dept. of Information Technology (Contracting Program), and its Authorized Representative, Alex Largie, in the performance of work or services under this Contract. No payment shall be made unless said Authorized Representative approves the work performed or services provided under this Contract and has approved the invoice(s) submitted by the CONSULTANT. Only the Authorized Representative or someone formally delegated by the Authorized Representative may assign tasks under the Scope of Work. All invoiced expenditures must be supported by receipts.
5. **Contract Number.** Contract Number C-_____ shall cover this Contract, and reference to this number shall be made on all invoices submitted by the CONSULTANT to the NATION for payment.
6. **Availability of Funds.** The liability of the NATION under this Contract is contingent upon the availability of funds. Pursuant to 2 N.N.C. §223(B), all contracts shall have sufficient funds available to perform the services under the Contract.
7. **Travel Expenses.** The PARTIES recognize that the CONSULTANT may incur reasonable travel expenses in connection with providing services to the NATION. For said travel expenses to be eligible for reimbursement hereunder, the Authorized Representative must approve the travel in writing before said expenses are incurred.
8. **Consultant is an Independent Contractor.** Neither CONSULTANT nor its employees are, or shall be deemed, NATION employees. In its capacity as an independent contractor, CONSULTANT agrees and represents, and the NATION agrees, that CONSULTANT: (a) has the sole right to control and direct the means, manner, and method by which the services will be performed; (b) shall utilize its own employees, facilities, equipment, tools, and supplies in performing the services; (c) is not eligible to participate in, and is not eligible for coverage under any NATION employee benefit plans or offerings; and (d) is free to make its services available to third parties. Nothing in this Contract shall be construed to create any agency or employment relationship between CONSULTANT or any of its employees and the NATION. Neither Party shall have any right, power, or authority to assume, create, or incur any expense, liability, or obligation, express or implied, on behalf of the other. The

CONSULTANT is responsible for payment of all taxes related to this Contract, and except as otherwise provided in Section 18 below, the NATION is not responsible for withholding, and shall not withhold, income taxes, FICA, unemployment taxes, or other taxes of any kind from any payment it owes to CONSULTANT, nor shall the NATION be responsible for remitting the employer's share of employment taxes to federal or state governments.

9. **The Nation's Ownership of Work Product.** The product(s) and title of the CONSULTANT'S work and services under this Contract shall be and will remain the property of the NATION. The NATION may use the work product for any purpose without prior approval or additional payment.
10. **The Nation's Right to Inspect Place of Business and to Inspect and Audit Books and Records.** The CONSULTANT agrees that the NATION may, at reasonable times, inspect the part of the plant or place of business of the CONSULTANT that is related to the performance of this Contract; and CONSULTANT further agrees that the NATION may, at reasonable times and places, inspect and audit the CONSULTANT'S books and records to the extent that such books and records relate to the performance of this Contract. The CONSULTANT shall maintain such books and records, and such books and records of any Subcontractor, for at least five (5) years from the date of final payment under this Contract. Further, CONSULTANT agrees to include in any Subcontractor agreement related to this Contract, provisions that the Subcontractor agrees (a) that the NATION may, at reasonable times, inspect the part of the plant or place of business of the Subcontractor that is related to the performance of this Contract; (b) that the NATION may, at reasonable times and places, inspect and audit the Subcontractor's books and records to the extent that such books and records relate to the performance of this Contract; and (c) that the Subcontractor shall maintain its books and records related to the performance of this Contract for at least five (5) years from the date of the CONSULTANT'S final payment under this Contract.
11. **Contact Information; Final Invoice.** Copies of all correspondence, reports, and invoices under this Contract shall be furnished to:

Insert the NATION'S and the CONSULTANT'S contact and contact information:

Alex Largie, Network Manager
Department of Information Technology
PO Box 5970
Window Rock, AZ 86515
(928)871-6520

PC Specialists Inc. Technology Integration Group (TI)
Tom Janecek, Chief Executive Office
10620 Treena Street, Suite 300
San Diego, CA 92131
(858)556-1900

NOTE: The final invoice will be due within thirty (30) days after the Contract ends.

12. **Indemnification.** The CONSULTANT agrees to hold harmless and indemnify the NATION against any and all losses, costs, damages, claims, accident or injury to person or property including death, attorneys' fees, expenses, and other liability whatsoever (collectively, "Claims"), arising under, related to, or in connection with this Contract, except to the extent such Claims are directly caused by the gross negligence or wanton and willful conduct of the NATION or to the extent they result from the negligence of NATION officials or employees as provided for and in accordance with 1 N.N.C. §§551 *et seq.*
13. **Modifications.** Any modifications to this Contract shall be made only by written amendment, signed and executed by all parties to this Contract. If a cost-based selection method, such as the submission and evaluation of bids, was used to procure this Contract, any amendment to increase this Contract that exceeds twenty percent (20%) of the original accepted bid amount shall be handled pursuant to 2 N.N.C. §223(F).

14. **Disputes; No Waiver of Sovereign Immunity.** Any and all disputes arising under, related to, or in connection with this Contract will be resolved first through negotiation between the PARTIES under the laws of the NATION. If negotiation does not resolve the dispute, the NATION may pursue legal action. Nothing herein shall be construed as a waiver of the NATION'S sovereign immunity.
15. **Termination.** The NATION may terminate this Contract at any time upon ten (10) days advance written notice to the CONSULTANT, in the event that: (a) the NATION, in its sole discretion, determines the CONSULTANT'S work or services provided are not satisfactory; (b) the CONSULTANT fails to submit reports and other documents as requested by the NATION within defined time schedules to the satisfaction of the NATION; (c) the CONSULTANT fails to submit verification of invoices to the NATION for payment to the satisfaction of the NATION; (d) the CONSULTANT is in breach of any material term or condition of this Contract; or (e) funds are not appropriated or otherwise made available to support continuation of this Contract.
16. **Applicable Law and Jurisdiction.** The CONSULTANT shall comply with all Navajo Nation laws, as they may be amended from time to time, including, but not limited to, the Navajo Business and Procurement Act, 12 N.N.C. §§1501 *et seq.*, the Navajo Preference in Employment Act, 15 N.N.C. §§601 *et seq.*, the Navajo Nation Business Opportunity Act, 5 N.N.C. §§201 *et seq.*, the Navajo Nation Corporation Act, 5 N.N.C. §§3101 *et seq.*, the Navajo Nation Limited Liability Company Act, 5 N.N.C. §§3600 *et seq.*, and the Navajo Uniform Commercial Code, 5A N.N.C. §§1-101 *et seq.*, and applicable regulations. The CONSULTANT agrees to be subject to the jurisdiction of Navajo Nation courts and tribunals.
17. **Pre-Contract Costs.** Costs incurred before the finalization of this Contract deemed reasonable, allowable, and allocable to performance of the Contract as agreed to by the PARTIES may be paid under this Contract.
18. **Navajo Nation Taxes.** The CONSULTANT shall comply with all applicable Navajo Nation tax laws under Title 24 of the Navajo Nation Code and corresponding regulations. The CONSULTANT is subject to and shall be liable for payment of the Navajo Nation Sales Tax, at the prevailing rate, on gross receipts for all work performed within the territorial jurisdiction of the Navajo Nation pursuant to 24 N.N.C. §§601 *et seq.*, and the Navajo Nation Sales Tax Regulations §§6.101 *et seq.*, as amended from time to time, except that work performed within the To'Nanees'Dizi Local Government ("Tuba City Chapter") or the Kayenta Township is subject to their respective local sales taxes as amended from time to time. In addition to being subject to Navajo Nation Sales Tax, the CONSULTANT is subject to local sales tax on gross receipts for all work performed within a governance-certified chapter that imposes a local sales tax pursuant to a duly enacted local tax ordinance and the Uniform Local Tax Code, 24 N.N.C. §§150 *et seq.*

The CONSULTANT shall segregate, on each invoice, the work performed within and outside the territorial jurisdiction of the Navajo Nation, and within and outside the jurisdictions of governance-certified chapters that impose a local sales tax. The NATION shall withhold from each payment to the CONSULTANT the applicable Navajo Nation Sales Tax and/or local sales tax due from the total invoice amount associated with work performed within the Navajo Nation and/or within governance-certified chapters that impose a local sales tax (excluding Tuba City Chapter and Kayenta Township). The amount withheld reflects the Navajo Nation Sales Tax and/or local sales tax due on such invoice amounts. The NATION shall transfer the withheld amount to the Office of the Navajo Tax Commission as payment of the Navajo Nation Sales Tax and/or local sales tax on behalf of the CONSULTANT. The CONSULTANT will then indicate on the quarterly tax return or returns required for the Navajo Nation Sales Tax and/or local sales tax that this amount

has been previously withheld and paid to the Office of the Navajo Tax Commission. It is hereby acknowledged that the NATION withholding amounts pursuant to this section in no way removes responsibility from the CONSULTANT as a taxpayer for timely filing of tax returns and timely payment of any other amounts, which may be owed for taxes.

The CONSULTANT is subject to the Tuba City Chapter Sales Tax on gross receipts for all work performed within the Tuba City Chapter pursuant to the To’Nanees’Dizi Local Government Tax Code, as may be amended from time to time, and shall pay the sales tax directly to the Tuba City Chapter. The CONSULTANT is subject to the Kayenta Township Sales Tax on gross receipts for all work performed within the Kayenta Township pursuant to the Kayenta Township Tax Ordinances, as may be amended from time to time, and shall pay the sales tax directly to the Kayenta Township. The NATION shall not withhold this portion of the tax that is directly payable to Tuba City Chapter or Kayenta Township.

The CONSULTANT is solely responsible for the payment of all applicable taxes.

- 19. **Consultant Debarment; Suspension.** If the CONSULTANT in its present form or any other identifiable capacity as an individual, business corporation, partnership or other entity is deemed ineligible, debarred, or suspended pursuant to the Navajo Business and Procurement Act, 12 N.N.C. §§1501, *et seq.* or the Navajo Nation Procurement Act, 12 N.N.C. §§301, *et seq.*, the CONSULTANT is not legally able to enter into this Contract, and this Contract shall be null and void unless the factors that warranted the ineligibility, debarment or suspension have been sufficiently addressed as provided by applicable Navajo Nation laws.
- 20. **Insurance Coverage.** The CONSULTANT shall obtain and maintain adequate insurance coverage as recommended and verified by the Navajo Nation Risk Management Program (“RMP”) for the entire term of the Contract. The insurance coverage shall name the NATION as an additional insured as specified by the RMP, and the CONSULTANT shall notify the contracting program and the RMP, c/o The Navajo Nation, P.O. Box 1690, Window Rock, Arizona 86515 within five days of any change in the insurance policy. Proof of such insurance is attached as **Exhibit C – Certificate of Insurance**, which is made part of this Contract. The failure to fully comply with this provision shall render this Contract null and void.
- 21. **Conflicting and Additional Terms.** Any additional terms and conditions of the CONSULTANT are attached hereto and incorporated into this Contract, provided however that in the event of any conflict between the terms and conditions of this Contract and any of the CONSULTANT’S additional terms and conditions, the terms and conditions of this Contract shall control and govern. Any additional terms and conditions not attached to this Contract shall have no force or effect.

SIGNATURES OF THE CONTRACT

For the Consultant:

Tom Janeczek 3/16/2022
AE08034E385F401
 Tom Janeczek, Chief Executive Office Date
 PC Specialists Inc. Technology Integration Group (TIG
 10620 Treena Street, Suite 300
 San Diego, CA 92131

For The Navajo Nation:

[Signature] 04.26.2022
 Branch Chief Date
 The Navajo Nation
 Post Office Box 9000
 Window Rock, Arizona 86515

SERVICES CONTRACT

ATTACHMENT B – Scope of Work (include timeframe)

FIRM NAME	<u>PC Specialists Inc. Technology Integration Group (TIG)</u>
ADDRESS	<u>10620 Treena Street, Suite 300</u>
	<u>San Diego, CA 92131</u>
TELEPHONE NO.	<u>(858)556-1900</u>

NNDIT Scope of Work

Provision and implement six DELL EMC VxRail Hyper-Converged Infrastructure appliances with a high availability DR site and two Dell EMC switches. This includes Recover Point (Data Protection), Consultation Services for provisioning and implementing the VxRail HCI, moving existing VM host to new HCI appliance, and testing the DR site.

1. A detailed Project timeline will provide tasks below, including but not limited to:
 - a. Kick-off meeting with review and approved scope of work. Propose timelines for high-level project milestones. Project activity timeline and diagram method, schedule on-site resources based on hardware delivery.
 - b. Prepared to ensure all site preparation requirements are addressed, provide a pre-installed checklist, and hardware will be deployed as a best practice environment.
 - c. Work with DIT on any changes or any changes that will affect how the new setup will affect the production environment. "no downtime, authorizing, approving, scheduling, and implementing any changes".
 - d. A diagram of the installed equipment and label all-new environment readable identities tags
 - e. Knowledge transfer and shadowing for DIT IT on install and setup

2. DELL equipment installation and implementation including but not limited to:
 - a. Setup, install provision six DELL EMC VxRail appliances, two DELL Switch S5248F, and UPS unit
 - b. To include the following scope tasks:
 - Perform pre-deployment validation
 - Perform physical installation of appliances (six VxRail, two Switches, UPS unit) including racking, cabling, labeling tags,
 - Deploy and configure the VxRail cluster, DELL Switches, UPS unit per requirements
 - Enables Data-At-Rest-Encryption (DARE) on the vSan datastores if required
 - Verify modes are added to the VxRail cluster
 - Perform secure remote support client setup and verify connectivity
 - Complete deployment verification and register customers to receive product alerts.
 - Conduct Knowledge Transfer on setup and provisioning
 - c. Provision of the new VxRail cluster secondary site to work with the existing VxRail Primary site and test the failover to the secondary site and back to the primary site.
 - d. Prepare the environment and ensure that it meets the system requirement
 - e. Update to the latest stable version firmware, BIOS, a plug-in on VxRail appliance, DELL Switches, and UPS software
 - f. The provision, setup, and installation of the appliances to work with core other unforeseen provisions, (cabling items, etc)

Remote Consultant for Hyperconverged Systems will work for DIT team on the remote daily operation of the new DELL VxRail environment:

Six new DELL EMC VxRail environment and current primary system daily tasks for 30 day

- Integrates and extends hyper-converged systems into the current VMware IT Infrastructure environment (vCenter)
 - Daily system operation management of new systems and the current system
 - Find-tune the new system whereas needed, to resolve the issue that needs attention
 - Report on utilize of the virtual system, set up and automate daily, weekly and monthly reports for DIT on the system performance
 - Move the whole environment to the secondary site, let it run there for 10 days
 - system hardening the VxRail environment
 - analyze the current environment and adjust system resources for ultimate performance
 - setup VM's hosts, to boot up in prioritized order (AD server, exchange, etc)
 - setup the SSL encryption login for the VxRail environment
 - daily report on tasks performed on the systems
- Creates data replication and disaster recovery configurations
- Administers virtual machines migrations
- Conducts storage provisioning upgrades
- Optimizes vCenter helping to manage infrastructure environment
- Helps manage day-to-day operations for hyper-converged systems

Data Protection

- Back-Up Recovery Solutions & Recover Point for Virtual Machines
 - Assist and show the team how to backup recovery & recover points on VMs
- Typical activities include but are not limited to:
 - Plans and configures backup schema with DIT
 - Conducts integration for Data Domain system enhancements
 - Configures Data Protection Advisor reporting based on extensive Dell EMC report library on the system
 - Transitions legacy backup data to Dell EMC product solution
 - Fine-tune each performance expectations
 - Monitors deduplication for load balancing
 - Works with customer's staff to conduct backup and restore testing

Install timeline:

- Resources will be based on hardware delivery and scheduling with 2 weeks of hardware arrival onsite
- VxRail appliance will take one week for installation at the Secondary site
- Switches will take three days for installation at the secondary site

LaTonia Johnson

From: Alex Largie <alexl@navajo-nsn.gov>
Sent: Monday, April 18, 2022 1:05 PM
To: LaTonia Johnson
Cc: Royetta Woodie
Subject: FW: NNDIT Draft SOW TIG DR site contract sow 41822
Attachments: NNDIT SOW TIG DR site contract sow 41822.pdf

Good afternoon LaTonia, here is the amended DIT SOW for DR Site Hyperconverged Infrastructure contract CO#18257. I had TIG and DELL approve the change. Thank

From: Brenda Underwood <Brenda.Underwood@tig.com>
Sent: Monday, April 18, 2022 11:54 AM
To: Alex Largie <alexl@navajo-nsn.gov>
Subject: RE: NNDIT Draft SOW TIG DR site contract sow 41822

Alex we confirm this SOW. The Dell team has approved it as well

Sent from my T-Mobile 5G Device

----- Original message -----

From: Alex Largie <alexl@navajo-nsn.gov>
Date: 4/18/22 11:32 AM (GMT-07:00)
To: Brenda Underwood <Brenda.Underwood@tig.com>
Subject: NNDIT Draft SOW TIG DR site contract sow 41822

Good morning Brenda, can your team concur on the amended SOW. Let me asap. Need an email that you concur. thanks
WARNING: External email. Please verify sender before opening attachments or clicking on links.

SERVICES CONTRACT

EXHIBIT A – Accounting Codes and Budget

FIRM NAME PC Specialists Inc. Technology Integration Group (TIG)
 ADDRESS 10620 Treena Street, Suite 300
San Diego, CA 92131
 TELEPHONE NO. (858)556-1900

ACCOUNTING CODES

<u>Account Number</u>	<u>Account Name</u>	<u>Item Totals</u>
<u>K211517 - 4210</u>	<u>Non-Cap Equipment</u>	<u>\$ 33,996.21</u>
<u>K211517 - 4210</u>	<u>NN Tax</u>	<u>\$ 2,039.77</u>
<u>K211517 - 6530</u>	<u>Consulting Fee</u>	<u>\$ 140,508.64</u>
<u>K211517 - 6530</u>	<u>NN Tax</u>	<u>\$ 8,430.52</u>
<u>K211517 - 6320</u>	<u>Software Support</u>	<u>\$ 338,932.16</u>
<u>K211517 - 6320</u>	<u>NN Tax</u>	<u>\$ 20,335.93</u>
<u>K211517 - 7520</u>	<u>Training</u>	<u>\$ 20,549.00</u>
<u>K211517 - 7520</u>	<u>NN Tax</u>	<u>\$ 1,232.94</u>
<u>K211517 - 9142</u>	<u>Equipment</u>	<u>\$ 200,664.00</u>
<u>K211517 - 9142</u>	<u>NN Tax</u>	<u>\$ 12,039.84</u>
<u>K211517 -</u>	<u></u>	<u></u>
<u>K211517 - 6540</u>	<u>Consulting-Expenses</u>	<u>\$ 9,742.50</u>
TOTAL CONSULTANT FEES AND EXPENSES:		<u>\$ 788,471.51</u>

ATTACH A DETAILED BUDGET TO THIS EXHIBIT A USING THE FORMULAS BELOW.

The detailed budget total must match the totals above and the totals on Page 1 of the Contract.

\$ 140,508.64 -Cost Estimate-Fees

<u>\$ 334.54 per day or per hour x 356.00 work days or work hours outside the Navajo Nation:</u>	<u>\$</u>	<u>\$ 119,096.24</u>
<u>\$ 334.54 per day or per hour x 64.00 work days or work hours within the Navajo Nation:</u>	<u>\$</u>	<u>\$ 21,410.56</u>
<u>.06% Navajo Nation tax on fees for work within the Navajo Nation:</u>	<u>\$</u>	<u>\$ 8,430.52</u>
Total Fees:	<u>\$</u>	<u>\$ 148,937.32</u>

\$ 9,742.50 -Cost Estimate-Expenses

<u>Car rental & gas :</u>	<u>\$</u>	<u>\$ 1,800.00</u>
<u>Meals (30 meals x \$ 25.00 per meal):</u>	<u>\$</u>	<u>\$ 750.00</u>
<u>Lodging (\$ 300.00 per night x 10 required overnight stays):</u>	<u>\$</u>	<u>\$ 3,000.00</u>
<u>Airfare (\$2,096.25 per trip x 2 trips):</u>	<u>\$</u>	<u>\$ 4,192.50</u>
<u>Materials, supplies, and goods (list each item and associated cost):</u>	<u>\$</u>	<u></u>
Total Expenses:	<u>\$</u>	<u>\$ 9,742.50</u>



Technology Integration Group

800.858.0549 | www.TIG.com

SYSTEM INTEGRATION THAT POWERS YOUR BUSINESS

RFP 22-01-2704LE DR Site Hyperconverged Infrastructure

Quote Information:

Quote #: 079382

Version: 2

Quote Date: 03/07/2022

Expiration Date: 04/29/2022

Prepared by:

TIG Albuquerque

Brenda Underwood

(505) 830-8280 ext 8291

Brenda.Underwood@tig.com

TIG Albuquerque

2731 Broadway St NE Ste F

Albuquerque, NM 87107

Bill To

NAVAJO NATION DEPT OF IT
ACCOUNTS PAYABLE SECTION
PO BOX 1660
WINDOW ROCK, AZ 86515
Alex Largie
(928) 871-6004
alexl@navajo-nsn.gov

Ship To

NAVAJO NATION DEPT OF IT
ACCOUNTS PAYABLE SECTION
PO BOX 1660
WINDOW ROCK, AZ 86515
Alex Largie
(928) 871-6004
alexl@navajo-nsn.gov

Payment Terms: NET 30

GROUP 1 758352825		Price	Qty	Ext. Price
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY	\$26,995.00	6	\$161,970.00
P570F Branding (325-BCVU)				Capital equipment -9142
PSNT Info (329-BDWH)				
Dell Hardware Limited Warranty 1 Year (819-0336)				
Keep your Hard Drive For Enterprise 5 Years (843-9366)				
vSAN Node (379-BENB)				
VxRail VMware, vSAN Enterprise, 5 Years (634-BSLD)				
VxRail VMware vSphere Enterprise Plus for 1 processor, 5 Years (634-BRKL)				
Series-P/V, All-Flash, Add-On Support, 5 Years (819-0617)				
VxRail HCI System Software, Capacity Drive 3.84TB SAS, SSD (634-BRIL)				
VxRail HCI System Software, All-Flash, E (634-BSKH)				
VxRail P/V/S 570 Shipping (340-BYVH)				
PowerEdge R740 CE, CCC, BIS Marking (389-DSWP)				
Riser Config 1, 4 x8 slots (330-BBKC)				
Broadcom 57414 Dual Port 10/25GbE SFP28 Adapter, PCIe Full Height (540-BBUJ)				
Broadcom 57414 Dual Port 10/25GbE SFP28, rNDC (540-BBUM)				
iDRAC9, Enterprise (385-BBKT)				
Chassis with Up to 24 x 2.5 Hard Drives for 1CPU Configuration (321-BCPX)				
4 Standard Fans for R740/740XD (384-BBQB)				
VxRail P/V/S 570 Bezel (350-BBNR)				
UEFI BIOS Boot Mode with GPT Partition (800-BBDM)				



Technology Integration Group

800.858.0549 | www.TIG.com

SYSTEM INTEGRATION THAT POWERS YOUR BUSINESS

GROUP 1 758352825		Price	Qty	Ext. Price
No Energy Star (387-BBEY) VxRail P570F Luggage Tag(350-BBNT) PowerEdge R740/R740XD Motherboard (329-BEIK) No RAID for P/V570 (780-BCJC) HBA330 Controller, 12Gbps Mini card(405-AANV) IDSDM and Combo Card Reader (385-BBLE) Intel Xeon Gold 6258R 2.7G, 28C/56T, 10.4GT/s, 38.5M Cache, Turbo, HT (205W) DDR4-2933 (338-BVKG) No Additional Processor (374-BBBX) 64GB RDIMM, 3200MT/s, Dual Rank (370-AEVP) 3200MT/s RDIMMs (370-AEVR) Performance Optimized (370-AAIP) 800GB SSD SAS ISE Write Intensive 12Gbps 512e 2.5in Hot-plug AG Drive, 10 DWPD, (400-AZJR) 3.84TB SSD SAS ISE Read Intensive 12Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD, (400-AXPE) Trusted Platform Module 2.0 V3 (461-AAIM) VxRail Small Form Factor Pluggable Cable Kit (470-ACPE) No Systems Documentation, No OpenManage DVD Kit (631-AACK) ReadyRails SlidingRails With Cable Management Arm (770-BBBR) Dual, Hot-plug, Redundant Power Supply (1+1), 1100W (450-ADWM) Power Cord - C13, 3M, 125V, 15A (North America, Guam, North Marianas, Philippines, Samoa, Vietnam) (450-AALV) C13 to C14, PDU Style, 12 AMP, 6.5 Feet (2m) Power Cord, North America (492-BBDI) Redundant SD Cards Enabled (385-BBCF) 64GB microSDHC/SDXC Card (385-BBKI) 64GB microSDHC/SDXC Card (385-BBKI) VxRail E560/F/N PV570/F S570 Firmware Lock (384-BCZT) VxRail Software 7.0.240 Factory Install (634-BYVQ) HClA RecoverPoint for VMWare for 1 node VT (634-BWRZ) DHCP with Zero Touch Configuration (379-BCRB) PowerEdge R740 Shipping Material (343-BBFG) iDRAC Group Manager, Disabled (379-BCQY) iDRAC,Legacy Password(379-BCRF) No Quick Sync (350-BBJV) BOSS controller card + with 2 M.2 Sticks 240G (RAID 1),LP (403-BCHI) Blank for 1CPU Configuration (370-ADPF) Standard 2U Heatsink (412-AAIR)				
Repairs & Maintenance - 6140				
819-0420	ProSupport Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 4 Years Extended (819-0420)	\$257,034.76	1	\$257,034.76
ProSupport Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 1 Year (819-0421) ProSupport 7x24 HW Tech Support and Assistance, 5 Years (819-0435) Dell Limited Hardware Warranty Extended Year(s) (975-3461)				



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GROUP 1 758352825		Price	Qty	Ext. Price					
Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800-945-3355 (989-3439) US Order (332-1286) No Transformational License Agreement (379-BDYQ) 5 Years ProSupport Mission Critical vSphere Ent Plus for 1 Proc Sftwr Spt-Contract (863-2093) ProSupport Mission Critical, vSphere Enterprise Plus, 1 Processor, 5 Years (819-6380) Keep your Hard Drive For Enterprise 5 Years (843-9366) vSAN Node (379-BENB)									
Repairs & Maintenance - 6140									
210-ARZC	Recover Point for Virtual Machine	\$60,505.00	1	\$60,505.00					
5 Years ProSupport Mission Critical RecoverPoint for Virtual Machines Sftwr Spt-Contract (865-3520)									
Storage Software Info (626-BBBG)									
ProDeploy Dell EMC RecoverPoint for Virtual Machines (823-8983)									
ProDeploy Dell EMC RecoverPoint for Virtual Machines Deployment Verification (823-8984)									
RecoverPoint for VMs Tier 1=IB (142-BBCG)									
Informational Purposes Only (800-BBQV)									
Professional Services - 6510									
812-4011	ProDeploy Plus Dell EMC VxRail Deployment	\$25,625.00	1	\$25,625.00					
ProDeploy Plus Dell EMC VxRail Deployment (819-2575)									
ProDeploy Plus Dell EMC VxRail Deployment Verification (819-2576)									
ProSupport Mission Critical, vSAN, Enterprise, 1 Processor, 5 Years (823-4117)									
Subtotal				\$505,134.76					
Software & Accessories 758352825		Price	Qty	Ext. Price					
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY Dell Networking, Cable, SFP28 to SFP28, 25GbE, Passive 24 Copper Twinax Direct Attach, 3M, Cust Kit (470-ACEU) <u>non-TAA</u>	\$99.73	24	\$2,393.52					
Non-Cap equipment 4210									
Subtotal				\$2,393.52					
Training		Price	Qty	Ext. Price					
848-9014	Remote Residency for Data Protection, 5 Days for 1 Week	\$9,475.16	4	\$37,900.64					
812-4031	Education Training Credits 10 - Redeem at education.dellemc.com Expires 1 YR from order date Training - 7520	\$20,549.00	1	\$20,549.00					
848-9020	Remote Residency for Hyper Converged Infrastructure 20 days	\$64,708.00	1	\$64,708.00					
Subtotal				\$123,157.64					
DELL WARRANTY Extension		Price	Qty	Ext. Price					
DELL WARRANTY Dell Warranty Extension		\$12,997.40	1	\$12,997.40					
Repairs & Maintenance - 6140									
Asset	Service Tag #	SKU #	Model	Service Contract Type	Service Contract Expiration	Service Contract Type	Service Contract Description	New Contract End Date	Quantity



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DELL WARRANTY Extension						Price	Qty	Ext. Price	
Service Tag	BP7YNK2	815-1528	Dell Networking S4128, S4148/U Upgrades and Extensions	ND	4/23/2022	ND	ProSupport:Next Business Day Onsite Service After Problem Diagnosis	4/23/2026	1
Service Tag	BP7YNK2	815-1615	Dell Networking S4128, S4148/U Upgrades and Extensions	ND	4/23/2022	SV	ProSupport:7x24 HW/SW Technical Support and Assistance	4/23/2026	1
Service Tag	2P7YNK2	815-1528	Dell Networking S4128, S4148/U Upgrades and Extensions	ND	4/23/2022	ND	ProSupport:Next Business Day Onsite Service After Problem Diagnosis	4/23/2026	1
Service Tag	2P7YNK2	815-1615	Dell Networking S4128, S4148/U Upgrades and Extensions	ND	4/23/2022	SV	ProSupport:7x24 HW/SW Technical Support and Assistance	4/23/2026	1
Subtotal								\$12,997.40	

GROUP: 1 DELL EMC S5248F 758352844		Price	Qty	Ext. Price
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY	\$16,485.71	2	\$32,971.42
Dell EMC S5248F-ON Switch,48x25GbE SFP28,4x100GbE QSFP28,2x100GbE QSFP-DD, PSU to IO, 2xPSU,OS10 (210-APFC)				
VLT Tech Sheet Document (343-BBRX) Capital Equipment - 9142				
Dell Hardware Limited Warranty 1 Year (818-4856)				
Dell EMC S52XX-ON Series User Guide (343-BBLP)				
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13 (450-AAFH)				
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13 (450-AAFH)				
OS10 Enterprise, S5248F-ON (634-BRUN)				
818-4869	ProSupport:Next Business Day Onsite Service After Problem Diagnosis, 1 Year Repairs & Maintenance - 6140	\$8,395.00	1	\$8,395.00
ProSupport:Next Business Day Onsite Service After Problem Diagnosis, 2 Years Extended (818-4870)				
ProSupport:7x24 HW/SW Technical Support and Assistance, 3 Years (818-4888)				
Dell Limited Hardware Warranty Extended Year(s) (975-3461)				
Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800- 945-3355 (989-3439)				
Info 3rd Party Software Warranty provided by Vendor (997-6306)				
804-2152	ProDeploy Plus Dell Networking S Series 5XXX Switch - Deployment	\$18,517.50	1	\$18,517.50 Professional Services - 6510
ProDeploy Plus Dell Networking S Series 5XXX Switch - Deployment Verification (804-2153)				
ProDeploy Plus Training 500 (812-4037)				
3 Years ProSupport OS10 Enterprise Software Support-Maintenance (848-8532)				



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GROUP: 1 DELL EMC S5248F 758352844		Price	Qty	Ext. Price
		Subtotal		\$59,883.92

GROUP: 2 758352844		Price	Qty	Ext. Price
407-BBEE	Dell Networking, Transceiver, SFP+, 10GbE, LR, 1310nm Wavelength, 10km Reach	\$2,083.50	2	\$4,167.00
407-BBEF	Dell Networking, Transceiver, SFP+, 10GbE, SR, 850nm Wavelength, 300m Reach	\$628.00	10	\$6,280.00
407-BBBY	Dell Networking, Transceiver, 40GbE QSFP+, SR4, 850nm, MPO, 100-150m Reach on OM3/OM4, MMF	\$1,675.00	4	\$6,700.00
470-ABOU	Dell Networking Cable, 100GbE QSFP28 to QSFP28, Passive Copper Direct Attach Cable, 0.5 Meter	\$260.01	2	\$520.02
		Non-Cap equipment 4210	Subtotal	\$17,667.02

SOFTWARE & ACCESSORIES 758352844		Price	Qty	Ext. Price
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY	\$518.57	20	\$10,371.40
Dell Networking Transceiver, SFP+ 10GBASE-T, 30m reach on CAT6a/7, Customer Kit (407-BBWL) non-TAA			20	
				Non-Cap equipment 4210
		Subtotal		\$10,371.40

UPS 758352901		Price	Qty	Ext. Price
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY Dell SmartUPS 5000VA 208V - Rack/Tower (A8572199) non-TAA	\$5,722.58	1	\$5,722.58
				Capital Equipment - 9142
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY APC - Battery enclosure (rack-mountable) (A8553218) non-TAA	\$1,516.95	1	\$1,516.95
				Non-Cap equipment 4210
996Y	FEDERAL STORAGE CTO (EMC) MEM FOR QUOTING ONLY APC Metered Rack PDU AP8841 - 0U - 208V NEMA L6-30 Input / (36) C13 & am (A7284209) non-TAA	\$1,023.66	2	\$2,047.32
				Non-Cap equipment 4210
		Subtotal		\$9,286.85

Project Management		Price	Qty	Ext. Price
TIGPROFESSIONALSERVICES TIG PROJECT MANAGEMENT		\$3,500.00	1	\$3,500.00
		Subtotal		\$3,500.00

Professional Services - 6510





Technology Integration Group.

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SYSTEM INTEGRATION THAT POWERS YOUR BUSINESS

Quote Summary	Amount
GROUP 1 758352825	\$505,134.76
Software & Accessories 758352825	\$2,393.52
Remote Residency	\$123,157.64
DELL WARRANTY Extension	\$12,997.40
GROUP: 1 DELL EMC S5248F 758352844	\$59,883.92
GROUP: 2 758352844	\$17,667.02
SOFTWARE & ACCESSORIES 758352844	\$10,371.40
UPS 758352901	\$9,286.85
Project Management	\$3,500.00
Subtotal:	\$744,392.51
Estimated Tax:	\$44,663.55
Total:	\$789,056.06



SERVICES CONTRACT

EXHIBIT B - Consultant Credentials

FIRM NAME	<u>PC Specialists Inc. Technology Integration Group (TIG)</u>
ADDRESS	<u>10620 Treena Street, Suite 300</u>
	<u>San Diego, CA 92131</u>
TELEPHONE NO.	<u>(858)556-1900</u>

FOR INTERNAL GUIDANCE ONLY - Include in this section:

1. Consultant's current resume. If Consultant is a firm, use the resume of the primary responsible party,
2. Signed Navajo Nation Certification Regarding Debarment and Suspension,
3. Completed and signed W-9 Form, and
4. Any other credentials that are relevant to the work in this contract.



LETTER OF TRANSMITTAL

Each bid must be accompanied by a letter of transmittal. The letter of transmittal must:

QUALIFICATIONS

1. Provide Statements of Qualifications

Our Mission: *“TIG will earn its place as a trusted partner to our clients, providing only the highest level of service, value and advanced technology to power their strategic business goals.”*

TIG is a financially stable, ISO 9001:2015 Certified Technology Integrator and Solutions Provider. We provide a wide range of enterprise class technology products and services. We are proud to maintain close, strategic partnerships with Tier-One manufacturers such as Dell EMC, Hewlett Packard, Aruba, IBM, Apple, Microsoft and Cisco. Our line card includes over 280,000 products from over 1,800 manufacturers. Moreover, TIG combines expertise to deliver value-added solutions that address real world customer challenges – a “whole solution.” Our commitment to being the leader is challenging and futuristic, but grounded in the reality that we currently have one of the best portfolios of products, technologies and professional services in the industry. Please see **ATTACHMENT 1** of this response for TIG’s complete Corporate History. Followed by **ATTACHMENT 2** of this response for Wells Fargo Financial Letter of Reference, which demonstrates our financial strength.

TIG is a certified Dell Technologies Titanium Partner with deep expertise in Virtualization, Servers, Storage and Hyper converged Infrastructure. The TIG team holds more than 60 Dell Technologies certifications, including 4 VxRail certified engineers. Our certifications, combined with our Engagement methodology and Project Management oversight, ensure that our customers receive the utmost satisfaction in working with our team.

Please see **ATTACHMENT 3** of this response for TIG’s Titanium Partner certificate and TIG/Dell resume, which demonstrates TIG’s strong relationship with Dell.

POINTS OF CONTACT

2. Identify the name of the person responding to the RFP

The single point of contact and responder for The Navajo Nation Department of Information Technology’s NNDIT is TIG Account Executive, Brenda Underwood.

TIG AUTHORIZED NEGOTIATORS

3. Identify the name, title, and telephone numbers of person authorized to negotiate on behalf of the organization

Tom Janecek, TIG Chief Executive Office & TIG Chief Financial Officer (Authorized Signatory)
(858) 566-1900 x 3500

Vince Lamb, TIG President (Authorized Signatory)
(858) 566-1900 x 3300

Regina Syktich, TIG Controller (Authorized Signatory)
(800) 858-0549 x 3550



ATTACHMENT 1 – TIG CORPORATE HISTORY

In 1981, Technology Integration Group founder, Bruce Geier, recognized the potential of computers to improve the way the world did business and founded PC Specialists, Inc. The goal was to provide small and medium businesses with the products and expert service they needed to compete in the new and growing economy. Since then, PC Specialists Inc., dba Technology Integration Group (TIG) has been providing professionals with a comprehensive range of products and services to optimize business performance.

TIG Mission Statement

"TIG will earn its place as a trusted partner to our clients, providing only the highest level of service, value and advanced technology to power their strategic business goals."

TIG is proud to maintain close, strategic partnerships with Tier-One manufacturers such as, Dell Technologies, Microsoft, Hewlett Packard Enterprise (HPE), Hewlett Packard Inc. (HPI), IBM, Apple, Lenovo, and Cisco. Our line card includes over 280,000 products from over 1,800 manufacturers. Moreover, TIG combines expertise to deliver value-added solutions that address real world customer challenges – a "whole solution." Our commitment to being the leader is challenging and futuristic, but grounded in the reality that we currently have one of the best portfolios of products, technologies and professional services in the industry. In fact we technically support many of our Tier-One partners, as well as, some of our competitors.

Why TIG?

Successful Small Business

Certified By and Trusted Partner to Industry Leaders including Dell Technologies, HPE, HPI, VMware, Lenovo, Cisco, Microsoft, Palo Alto & many more

With approximately 230 employees, TIG is one of the largest privately held integrators in the Western United States. Despite current economic trends, TIG is financially strong, further solidifying its position as a leading national computer system integrator. TIG's robust end-to-end solutions and professional services

offerings allow us to assist Clients in lowering costs, increasing revenues, and improving business performance.

TIG Offers

- 22 regional offices in the United States, 1 office Shanghai, China and 2 offices in Canada.
- 10 Warehouses located strategically throughout the US.
- 280,000+ products from over 1,800 manufacturers
- 145+ Certified technical professionals
- ISO 9001:2015 and TL 9000:2016-HS (R6)/5.5 Certified Quality Management System
- SO/IEC 20243:2018 Certified by Open Trusted Technology Provider Standard (O-TTPS)

GLOBAL FOOTPRINT





TIG FINANCIAL PROFILE

TIG has been in business for over 40 years. Please see the attached Letter of Reference from Wells Fargo in regards to our financial stability. In these uncertain financial times it is important that your organization select a company that has sufficient resources to deliver projects on time and within budget. Please see **ATTACHMENT 2** of this response for our letter from Wells Fargo.

Financial Growth Highlights:

- Growth of Revenues from \$60M to \$308M in the last 19 years
- \$40 million Line of Credit with Wells Fargo Commercial Distribution Finance with an available uplift of \$60 million
- 100% of company owned by active employees
- Annual financial statements audited by RSM US LLP

SMALL BUSINESS

Under certain NAICS codes, TIG qualifies under the Small Business Agency's (SBA) guidelines as a small business. TIG believes in success through partnerships and diversity. TIG works hard at developing strong, enduring relationships with clients and establishing strategic partnerships with leading manufacturers and local service providers to deliver multi-vendor and multi-service solutions.

TIG ALLIANCE PARTNER PROGRAM (TAPP)

TIG is very aware of the importance of supporting other small and minority businesses. The computer industry is limited in the number of minority businesses that supply computers and related products. We have a history of success of both identifying and cultivating compelling partnerships and teaming agreements that advance our capability and the ability to impact Federal and State agency IT missions. Teaming partners are carefully selected using the Awareness/Participation /Diversity/Compliance (APDC) criteria that have been in place for several years. The key components that the TAPP administrator and our quality team use to evaluate the onboarding of new TAPP members are:

- Awareness of corporate supplier small business goals and objectives
- Participation with diverse small business suppliers in bidding opportunities
- Subcontracting of diverse small business suppliers in actual procurement transactions
- Compliance with awarded subcontracting dollars to diverse small business suppliers as a percentage of annual TIG procurement commitment

TIG QUALITY PROGRAM

Certified by National Quality Assurance, U.S.A.

- TIG is ISO 9001:2015 - Certificate No. 18491
 - Provisioning Technology Hardware, Software, and Accessories;
 - Integrating Value Added and Other Professional Services, including Design Services for the Enterprise and End-User IT Environments
- TL9000:2016 (Telecommunications) – Certificate No. TL18499
 - Procurement Services



Quality Control

Key component of our ISO Certified Quality Management System

- Quality checks throughout the lifecycle process regardless of the model chosen
 - Ordering/Purchasing
 - Receiving and Shipping
 - Configuration
 - Installation
 - Repair incidents and Refurbishment
 - Disposal

Follow up on all aberrations or Customer Impact Events by Quality Manager and Quality Action Committee Executive Steering Committee is actively involved in QMS.



Additionally to assure our Federal customers of the integrity of Commercial Off-The-Shelf (COTS) products offered by TIG, we maintain a Supply Chain Risk Management Plan (SCRM) and maintain a certification by Open Trusted Technology Provider Standard (O-TTPS):

- ISO/IEC 20243:2018



ATTACHMENT 2 – FINANCIAL LETTER OF REFERENCE



**Commercial Distribution Finance,
LLC.**

MAC G0189-160
1100 Abernathy Rd NE, Suite
1600
Atlanta, GA. 30328
Tel 470-307-3705
Cell 404-904-4666

March 30, 2021

Subject: Credit Reference

To whom it may concern

Our customer, PC Specialists, Inc. dba Technology Integration Group has requested that Wells Fargo Commercial Distribution Finance, LLC ("Wells Fargo") supply you with information regarding their credit relationship with Wells Fargo. PC Specialists, Inc. dba Technology Integration Group currently has in place a \$40,000,000 line of credit with Wells Fargo, a relationship that has been in existence since 2003, and is reviewed annually, and is currently in good standing.

This letter only pertains to the existence of such line of credit, should not be relied upon for general purposes. You shall conduct your own independent investigation and due diligence. This letter is confidential and may not be shared with any party, unless you are required to do so by law or with Wells Fargo's prior written consent. Wells Fargo does not undertake any duty to update you in the event that the relationship between PC Specialists, Inc. dba Technology Integration Group and Wells Fargo should change.

Sincerely,

Jane Schwarze
ABL Relationship Manager
Commercial Distribution Finance



ATTACHMENT 3 – DELL TITANIUM PARTNER CERTIFICATION & RESUME



Technology Integration Group

HAS MET THE PROGRAM PREREQUISITES AND BUSINESS REQUIREMENTS TO QUALIFY
AS A DELL TECHNOLOGIES PARTNER PROGRAM TITANIUM SOLUTION PROVIDER

Rola Dagher
Global Channel Chief,
Dell Technologies

February 2021 to January 2022





TIG PARTNER TIERS
 GCC Titanium Partner
 Federal Titanium Partner
 OEM Gold Partner
 Dell Canada Gold Partner



MARKETS

- Commercial
- Enterprise
- Education
- Healthcare & Life Sciences
- State & Local Government
- International

TECHNOLOGY CREDENTIALS

- Client Data Security
- Client Services (ProDeploy)
- Converged Infrastructure
- Converged Infrastructure Services (VX Rail Deployment)
- Core Client Solutions
- Data Protection Services (Avamar & Data Domain Deployment)
- Federal GSA Partner
- Hybrid Cloud
- Managed Service Provider
- Networking
- Networking Services (ProDeploy)
- Server
- Software Defined Infrastructure
- Storage Service (SC Series Deployment)
- Workstation

PROFESSIONAL SERVICES

- Managed Service Provider
- Cloud Solutions | Cloud Services
- Converged Network Infrastructure Implementation
- partner Managed Print Services
- Managed Services
- Security
- Wireless
- Server | Storage
- Supplies | Media
- Unified Communications
- Virtualization



"TIG is one of our strongest national partners. TIG understands Dell Technologies and has proven their value add over and over again in many strategic accounts."

- Wade McFarland, Vice President NA Global Commercial Channels

As one of Dell EMC's top go to partners, TIG continually proves its commitment with annual sales upwards of \$90M. TIG has grown by building strong relationships with Dell EMC executives, sales, engineers, and our customers. Deploying hundreds of sales representatives and technical resources from 22 US regional offices and international offices in China and Canada, TIG helps to provide the Dell EMC sales organization with more feet on the street locally, nationally and globally! TIG works with every business segment and understands the importance of discovering and driving net new business as well as maintaining and growing current business. Proactive and continuous engagement and communication is the key to our success as we seek to expand business with Dell EMC to go deeper and wider.

Why TIG

- Dell EMC Titanium Partner – LVAR
- \$90M in Dell EMC Sales Annually
- Dell EMC Certified Deployment Professional for Client & Networking- TIG can resell and co-deliver Dell EMC ProDeploy Services
- Dell EMC Canada GEO Partner
- Top Partner from beginning of the Dell Channel Partner - Program 20 US Offices | 1 China Office | 2 Canada Offices
- 12 Warehouse & Integration Centers | Global Distribution
- TIG supports and manages large contracts, T's & C's and reporting
- TIG holds 200+ deal registrations and engages with Dell Channel and direct teams to drive closures
- Live demo on Dell EMC solutions from TIG San Diego lab
- Intricate knowledge and understanding of deal registration, pipeline management & sales cycle processes

As a VMware Premier Partner, TIG holds 11 Solution Competencies and the Master Services Competency (MSC) in Data Center Virtualization. TIG has the ability to cross-sell and deliver comprehensive VMware software licensing agreements in addition to complex Dell Technologies data center infrastructure.

By partnering with VMware, AWS and Azure, TIG is able to support our client's multi cloud and on premises/off premises strategy and vision by providing assessment, planning, design and migration solutions.

- 40+ Engineers, Solution Architects and Technical resources across the country with a number of those Certified in Dell EMC Technical & Services Competencies.

As a MyRewards partner, TIG understands and leverages the programs available to help drive our Dell Technologies engagement and business.

Technology Focus

TIG's ISO 9001:2015 and ISO/IEC 20243:2015 (Self-Assessed Open Trusted Technology Provider™ V1.0-OTTPS) certifications confirm our secure supply chain and offers customers best practices approach to planning, design, and implementation of strategic datacenter solutions. Our approach employs TIG's Enterprise Roadmap methodology—which takes a holistic approach providing client with a complete view of their IT needs today and a confidence in scale for tomorrow. Core service offerings include virtualization, business analytics and big data, enterprise storage, networking, security, unified communications, and private and public cloud technologies. TIG maintains a highly trained team of certified subject matter consultants, focused and aligned to support these strategic technologies. TIG also offers nationwide and global IT managed services. This portfolio offering includes a full lifecycle of services ranging from managed deployments to fully managed or outsourced IT operations. TIG holds a Master Services Agreement with Dell EMC and is very well versed working as a subcontractor to Dell EMC providing full scale life cycle support solutions to project based staff augmentations services.

Technical Services

- MSA/MRA in place - 145+ Employed Technical Resources
- Dell EMC Canada GEO Partner
- Experienced working with Dell EMC PM and Services Management
- Complete Life Cycle Services – 85,000 Dell EMC Devices under contract
- High Volume Depot Services
- Proprietary Asset Management System—Tempest
- One to One Expertise and Consulting
- Chrome Solutions Expert
- Customer Appointed Service Provider
- Large Scale Expert Configuration, Deployment and Installation Services
- Warehousing and Logistics abilities in numerous geographic areas

What DELL EMC and TIG can accomplish separately is not even close to what we can accomplish TOGETHER!

Jennifer Avila, TIG Dell Technologies Partnership Manager | phone 858.586.1900 x2756 | e-mail jennifer.avila@tig.com | info@tig.com | www.tig.com

**NAVAJO NATION CERTIFICATION
Regarding Debarment and
Suspension**

Applicant acknowledges that to the best of his/her knowledge that their company and principal participants on this contract:

1. Are not debarred, suspended, or otherwise slated for debarment, ineligible and/or excluded from participation on Federal, State, and Tribal Government contracts etc.
2. Are not presently nor have been under criminal indictment or civilly charged by a governmental entity (Federal, State, and Tribal Government) for fraud, forgery, falsification, theft, bribery, destruction of records, receiving stolen property and other criminal offenses in the administration of a government contract.
3. Have not been terminated for cause or convenience by a governmental entity in the administration of a government contract (Federal, State, and Tribal Government).
4. If the Navajo Nation determines that the Certificate provided herein is not true, it will be grounds to terminate the contract and pursue other legal remedies.

Applicant's Address

PC Specialists Inc., DBA Technology

Integration Group (TIG)


10620 Treena St. STE 300

San Diego, CA 92131

Name & Signature of Applicant

Regina Syktich, Controller

Type or Print Name

 2/14/2022
Signature Date

SERVICES CONTRACT

EXHIBIT C - Certificate of Insurance

FIRM NAME	<u>PC Specialists Inc. Technology Integration Group (TIG)</u>
ADDRESS	<u>10620 Trenea Street, Suite 300</u>
	<u>San Diego, CA 92131</u>
TELEPHONE NO.	<u>(858)556-1900</u>

FOR INTERNAL GUIDANCE ONLY - Include in this section:

- 1. The Consultant's Certificate(s) of Insurance, and**
- 2. The Risk Management Program's (RMP) signed Memorandum which indicates that this particular Certificate of Insurance meets RMP's minimum insurance requirements.**

THE NAVAJO NATION



JONATHAN NEZ | PRESIDENT MYRON LIZER | VICE PRESIDENT

MEMORANDUM

TO Alex Largie, Network Manager
 Department of Information Technology (DIT)
 DIVISION OF GENERAL SERVICES

FROM 
 Shawnevan Dale, Program Supervisor II
 Risk Management Program

DATE March 7, 2022

SUBJECT **INSURANCE MINIMUMS – PSC2022 TIG (Technology Integration Group)**

Our office is in receipt of the above referenced document for review. Review focused primarily on the scope of work, Professional Services Contract and the Certificate of Insurance. After further review, the Risk Management Program has the following comments:

1. The Navajo Nation should require the following minimum insurance requirements:
 - a. Commercial General Liability coverage, ISO CG 0001 Form or equivalent with minimum limits of \$1,000,000 per occurrence, \$2,000,000 aggregate;
 - b. Auto Liability minimum limit of \$1,000,000 per accident and should include non-owned autos.
 - c. **The Navajo Nation shall be named as additional insured for general and auto liability coverages only.**
2. Additionally, the Navajo Nation should require the contractor to carry Network Security & Privacy coverage with limits no less than \$1,000,000 per claim, \$2,000,000 aggregate. This coverage should be on a claims made basis and the retro date should be no later than the start date of the project/agreement.
3. All coverages should include a waiver of subrogation. All coverages should be primary and the Navajo Nation's coverage non-contributory.
4. The contractor **has met** the recommended insurance minimums.
5. Please report any changes in contract terms or insurance coverage immediately to RMP for review and approval.

If you have any questions, please feel free to contact me at extension 6335.

cc: Arita M. Yazzie, Advocate, Department of Justice





ATTACHMENT 4 – CERTIFICATE OF LIABILITY INSURANCE



PCSPECI-02

LLOPEZ

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/1/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0757776 HUB International Insurance Services Inc. 1626 Faraday Avenue Suite 200 Carlsbad, CA 92008	CONTACT NAME: Lisa Lopez PHONE (A.C. No., Ext): (760) 707-5621 FAX (A.C. No.): E-MAIL ADDRESS: lisa.lopez@hubinternational.com
INSURED P.C. Specialists, Inc. DBA: Technology Integration Group 10240 Flanders Court San Diego, CA 92121	INSURER(S) AFFORDING COVERAGE INSURER A: Atlantic Specialty Ins. Co. NAIC # 27154 INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER	X	X	711008985-0015	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIREN AUTOS ONLY <input checked="" type="checkbox"/> COMP ACV/\$1,000 Ded <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> COLL ACV/\$1,000 Ded	X	X	711008985-0015	10/31/2021	10/31/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			711008985-0015	10/31/2021	10/31/2022	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	406038027-0010	10/31/2021	10/31/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Navajo Nation is named Additional Insured as specified by contract per VCG207 & VCA201 coverage is primary-non-contributory and waiver of subrogation applies to all coverages 90 days notice of cancellation/15 days for non-payment

CERTIFICATE HOLDER Navajo Nation - Department of Information Technology PO Box 5970 Window Rock, AZ 86515	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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ACORD 25 (2016/03)

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THE NAVAJO NATION



JONATHAN NEZ | PRESIDENT MYRON LIZER | VICE PRESIDENT

RFP DR Site Hyperconverged Infrastructure
Thursday, February 17, 2022
10:30 AM – 11:30 AM

Print Names	Signatures	Time In
Michael Tsosie	<i>Michael Tsosie</i>	10:20 AM
Lance DeGroat	<i>Lance DeGroat</i>	10:30 AM
Lorita Etsitty	<i>Lorita Etsitty</i>	10:40 AM
Alvin Wauneka	<i>Alvin Wauneka</i>	10:30 AM