

|                                                        |                                                                  |
|--------------------------------------------------------|------------------------------------------------------------------|
| PC Specialists, Inc., dba Technology Integration Group | TIPS Contract 200105 Technology Solutions, Products and Services |
| Section A - pricing option                             |                                                                  |
| GOODS PRICING                                          |                                                                  |

In section "A", Vendors may insert line items, if they choose to, in the top section under "EQUIPMENT/GOODS" or vendors may choose to bypass the section "A" and put only a discount off catalog in section "B" below. YOU MAY ADD ADDITIONAL LINES AS REQUIRED

**Alternate method for Section "A"** - In Section "A", vendor may choose not to list line items because of the number of items available. As an alternative, the vendor may list lines of goods or manufacturers with a minimum discount off that line of goods. An example of each is

| EQUIPMENT/GOODS by line          | Description                                  | MSRP     | % Discount |
|----------------------------------|----------------------------------------------|----------|------------|
| Product/Manufacturer             | All Acme products available from our company |          | 10.00%     |
| Example 1: All Acme product line | gadget part                                  | \$100.00 | 15.00%     |
| Example 2: Acme                  |                                              |          |            |
| Insert below this line only      |                                              |          |            |
| 3M                               | All products available from TIG              |          | 2.00%      |
| AccelTex Solutions               | All products available from TIG              |          | 8.00%      |
| Acer                             | All products available from TIG              |          | 2.00%      |
| Acronis                          | All products available from TIG              |          | 8.00%      |
| ACTIONTEC ScreenBeam Inc.        | All products available from TIG              |          | 2.00%      |
| Adobe                            | All products available from TIG              |          | 2.00%      |
| Anywhere Cart                    | All products available from TIG              |          | 8.00%      |
| APC                              | All products available from TIG              |          | 2.00%      |
| Apple                            | All products available from TIG              |          | 2.00%      |
| Arclyte Technologies, Inc.       | All products available from TIG              |          | 8.00%      |
| Arctic Wolf Networks Inc.        | All products available from TIG              |          | 2.00%      |
| Aruba                            | All products available from TIG              |          | 8.00%      |
| ASUS                             | All products available from TIG              |          | 8.00%      |
| Audinate                         | All products available from TIG              |          | 8.00%      |
| Autodesk                         | All products available from TIG              |          | 8.00%      |
| Aver                             | All products available from TIG              |          | 5.00%      |
| AVID Products Inc.               | All products available from TIG              |          | 2.00%      |
| Axiom                            | All products available from TIG              |          | 8.00%      |
| Axis                             | All products available from TIG              |          | 8.00%      |
| Barracuda Networks               | All products available from TIG              |          | 8.00%      |
| BCDVideo                         | All products available from TIG              |          | 2.00%      |
| Belkin                           | All products available from TIG              |          | 8.00%      |
| BenQ Corporation                 | All products available from TIG              |          | 2.00%      |
| Black Box                        | All products available from TIG              |          | 8.00%      |
| Bogan                            | All products available from TIG              |          | 8.00%      |
| Bosch                            | All products available from TIG              |          | 2.00%      |
| Brother                          | All products available from TIG              |          | 8.00%      |
| C2G                              | All products available from TIG              |          | 8.00%      |
| Canon                            | All products available from TIG              |          | 8.00%      |
| Carbon Black                     | All products available from TIG              |          | 8.00%      |
| Chatsworth Products              | All products available from TIG              |          | 2.00%      |
| Check Point                      | All products available from TIG              |          | 8.00%      |
| Chief                            | All products available from TIG              |          | 8.00%      |
| Cisco                            | All products available from TIG              |          | 5.00%      |
| Citrix                           | All products available from TIG              |          | 2.00%      |
| Code                             | All products available from TIG              |          | 8.00%      |
| Commvault                        | All products available from TIG              |          | 8.00%      |

|                                  |                                 |  |       |
|----------------------------------|---------------------------------|--|-------|
| Cradlepoint                      | All products available from TIG |  | 2.00% |
| CrowdStrike                      | All products available from TIG |  | 8.00% |
| Cyber Acoustics                  | All products available from TIG |  | 2.00% |
| CyberPower                       | All products available from TIG |  | 8.00% |
| Cylance                          | All products available from TIG |  | 8.00% |
| DataDirect Networks              | All products available from TIG |  | 8.00% |
| Dell EMC                         | All products available from TIG |  | 2.00% |
| Digi International               | All products available from TIG |  | 2.00% |
| Eaton                            | All products available from TIG |  | 8.00% |
| Elmo USA Corp.                   | All products available from TIG |  | 8.00% |
| Empowered Digital                | All products available from TIG |  | 2.00% |
| Epson                            | All products available from TIG |  | 5.00% |
| Ergotron                         | All products available from TIG |  | 8.00% |
| ESET                             | All products available from TIG |  | 2.00% |
| Extreme Networks                 | All products available from TIG |  | 8.00% |
| Extron                           | All products available from TIG |  | 8.00% |
| F5 Networks                      | All products available from TIG |  | 8.00% |
| FireEye                          | All products available from TIG |  | 8.00% |
| Forcepoint                       | All products available from TIG |  | 8.00% |
| Formax                           | All products available from TIG |  | 8.00% |
| Fortinet                         | All products available from TIG |  | 8.00% |
| Fujitsu                          | All products available from TIG |  | 5.00% |
| Google                           | All products available from TIG |  | 2.00% |
| Griffin                          | All products available from TIG |  | 8.00% |
| Gumdrop                          | All products available from TIG |  | 2.00% |
| Hewlett Packard Enterprise (HPE) | All products available from TIG |  | 8.00% |
| Hikvision                        | All products available from TIG |  | 8.00% |
| Honeywell                        | All products available from TIG |  | 8.00% |
| HP Inc. (HPI)                    | All products available from TIG |  | 2.00% |
| Humanscale                       | All products available from TIG |  | 8.00% |
| IBM                              | All products available from TIG |  | 8.00% |
| iland                            | All products available from TIG |  | 2.00% |
| InFocus                          | All products available from TIG |  | 8.00% |
| Intel                            | All products available from TIG |  | 8.00% |
| IPVideo                          | All products available from TIG |  | 8.00% |
| ivanti                           | All products available from TIG |  | 8.00% |
| Jabra                            | All products available from TIG |  | 8.00% |
| Jar Systems, LLC                 | All products available from TIG |  | 2.00% |
| Jive Software                    | All products available from TIG |  | 2.00% |
| Juniper Networks                 | All products available from TIG |  | 5.00% |
| Kensington                       | All products available from TIG |  | 8.00% |
| Kingston                         | All products available from TIG |  | 8.00% |
| KnowBe4                          | All products available from TIG |  | 8.00% |
| Laird Connectivity, Inc.         | All products available from TIG |  | 2.00% |
| Legrand                          | All products available from TIG |  | 2.00% |
| Lenovo                           | All products available from TIG |  | 2.00% |
| Lexmark                          | All products available from TIG |  | 8.00% |
| LG                               | All products available from TIG |  | 8.00% |
| Lifesize                         | All products available from TIG |  | 8.00% |
| Lockncharge                      | All products available from TIG |  | 5.00% |
| Logitech                         | All products available from TIG |  | 8.00% |
| LogMeIn                          | All products available from TIG |  | 2.00% |
| Lumens Integration Inc.          | All products available from TIG |  | 8.00% |
| Luxor                            | All products available from TIG |  | 2.00% |
| Makerbot                         | All products available from TIG |  | 2.00% |
| March Networks                   | All products available from TIG |  | 8.00% |
| McAfee                           | All products available from TIG |  | 8.00% |
| Micron                           | All products available from TIG |  | 8.00% |
| Microsoft Inc.                   | All products available from TIG |  | 2.00% |

|                           |                                 |  |       |
|---------------------------|---------------------------------|--|-------|
| Middle Atlantic           | All products available from TIG |  | 8.00% |
| Milestone Systems         | All products available from TIG |  | 2.00% |
| Mimecast                  | All products available from TIG |  | 8.00% |
| Mitel                     | All products available from TIG |  | 8.00% |
| Moxa                      | All products available from TIG |  | 2.00% |
| NEC                       | All products available from TIG |  | 5.00% |
| NetApp                    | All products available from TIG |  | 8.00% |
| NETGEAR                   | All products available from TIG |  | 8.00% |
| Neverware                 | All products available from TIG |  | 2.00% |
| Nutanix                   | All products available from TIG |  | 8.00% |
| Optoma Technology         | All products available from TIG |  | 2.00% |
| Oracle                    | All products available from TIG |  | 8.00% |
| OtterBox                  | All products available from TIG |  | 8.00% |
| Palo Alto Networks        | All products available from TIG |  | 8.00% |
| Panasonic                 | All products available from TIG |  | 2.00% |
| Panorama Antennas         | All products available from TIG |  | 2.00% |
| PaperCut Software         | All products available from TIG |  | 8.00% |
| Peerless Industries, Inc. | All products available from TIG |  | 2.00% |
| Planar                    | All products available from TIG |  | 8.00% |
| Plantronics               | All products available from TIG |  | 8.00% |
| Polycom                   | All products available from TIG |  | 8.00% |
| Limited                   | All products available from TIG |  | 2.00% |
| Proofpoint                | All products available from TIG |  | 8.00% |
| Qlik Technonlogies Inc.   | All products available from TIG |  | 5.00% |
| Red Hat                   | All products available from TIG |  | 8.00% |
| Ricoh                     | All products available from TIG |  | 8.00% |
| Riverbed                  | All products available from TIG |  | 8.00% |
| RSA                       | All products available from TIG |  | 8.00% |
| Ruckus Wireless           | All products available from TIG |  | 8.00% |
| Safeware                  | All products available from TIG |  | 2.00% |
| Samsung                   | All products available from TIG |  | 2.00% |
| Schneider Electric (APC)  | All products available from TIG |  | 2.00% |
| Sergeant Laboratories     | All products available from TIG |  | 2.00% |
| Sharp                     | All products available from TIG |  | 8.00% |
| Shure                     | All products available from TIG |  | 8.00% |
| Softer Technologies LLC   | All products available from TIG |  | 8.00% |
| SolarWinds Inc.           | All products available from TIG |  | 2.00% |
| SonicWALL                 | All products available from TIG |  | 5.00% |
| Sony                      | All products available from TIG |  | 8.00% |
| SoundTrap                 | All products available from TIG |  | 2.00% |
| Sophos                    | All products available from TIG |  | 8.00% |
| Spectrum Industries       | All products available from TIG |  | 8.00% |
| StarTech.com              | All products available from TIG |  | 8.00% |
| StorageCraft              | All products available from TIG |  | 8.00% |
| SuperMicro                | All products available from TIG |  | 2.00% |
| Symantec                  | All products available from TIG |  | 2.00% |
| Synology                  | All products available from TIG |  | 2.00% |
| Targus                    | All products available from TIG |  | 8.00% |
| Tenable                   | All products available from TIG |  | 8.00% |
| Texas Instruments         | All products available from TIG |  | 2.00% |
| Topaz Systems             | All products available from TIG |  | 8.00% |
| Toshiba                   | All products available from TIG |  | 2.00% |
| Trend Micro               | All products available from TIG |  | 8.00% |
| Tripp Lite                | All products available from TIG |  | 8.00% |
| Ubiquiti, Inc.            | All products available from TIG |  | 8.00% |
| Unitrends                 | All products available from TIG |  | 8.00% |
| Urban Armor Gear          | All products available from TIG |  | 5.00% |
| V7                        | All products available from TIG |  | 8.00% |
| VanDyke Software          | All products available from TIG |  | 2.00% |

|                    |                                 |  |       |
|--------------------|---------------------------------|--|-------|
| Varidesk           | All products available from TIG |  | 8.00% |
| Veeam              | All products available from TIG |  | 8.00% |
| Veritas            | All products available from TIG |  | 8.00% |
| Vertiv             | All products available from TIG |  | 8.00% |
| ViewSonic          | All products available from TIG |  | 8.00% |
| Visio              | All products available from TIG |  | 8.00% |
| Vivotek USA, Inc.  | All products available from TIG |  | 2.00% |
| VMware             | All products available from TIG |  | 2.00% |
| WatchGuard         | All products available from TIG |  | 8.00% |
| Western Digital    | All products available from TIG |  | 8.00% |
| WilsonPRO          | All products available from TIG |  | 2.00% |
| Worth Avenue Group | All products available from TIG |  | 2.00% |
| Xerox              | All products available from TIG |  | 8.00% |
| XMedius            | All products available from TIG |  | 8.00% |
| Zebra              | All products available from TIG |  | 8.00% |
|                    |                                 |  |       |

\*\* Insert more records as

Last Update was on 9/21/21

|                                                            |                                                                                                                       |
|------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
|                                                            | ENTER BELOW THE MINIMUM %<br>DISCOUNT OFF OF ALL GOODS IN YOUR<br>"CATALOG" AS DEFINED IN THE RFP.<br>*REQUIRED FIELD |
| Section B - Pricing Option -<br>Discount off catalog price | 2.00%                                                                                                                 |

Please provide the minimum percent discount off you will offer to our members for the catalogue, list, shelf, web or other published pricing that is not listed above in Section "A" or not currently available and may be added during the life of the award. Fixed minimum discount offered to TIPS or TIPS member for items offered by vendor, but not itemized in this proposal. Additional deeper discounts may be negotiated by TIPS or TIPS member with awarded vendor at time of purchase depending on item and volume of purchase. **If no percentage is inserted to the cell to the right, TIPS assumes and records a zero percentage discount off catalog pricing. If you disagree or wish to enter a percentage greater than zero, please note in the cell to the right**

*In order to add products to your proposal after you have been awarded a contract, you MUST add a discount off for the catalogue section above. To see a more thorough definition of "Catalog" refer to the RFP document.*

**PC Specialists, Inc., dba Technology Integration Group****Contract 200105 Technology Solutions, Products and Services****SERVICES PRICING**

| Service or Travel type or service component name - SKU | Description                                                                          | PLEASE SPECIFY UNIT PRICED-(eg. Hour, day, per person, etc) | Year 1 Unit Cost - Not to Exceed | % Discount | TIPS Price - Not to Exceed | What is the maximum price increase for the above services in percentage from year one to year two and form year two to year three? Insert percentage in cell(s) below. |
|--------------------------------------------------------|--------------------------------------------------------------------------------------|-------------------------------------------------------------|----------------------------------|------------|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Senior Engineer                                        | On-site service. T&E may apply depending on location                                 | Daily Rate / Hourly Rate                                    | \$1960.00 / \$245.00             | 8.00%      | \$1803.20 / \$225.40       | 5%, 5%                                                                                                                                                                 |
| Engineer                                               | On-site service. T&E may apply depending on location                                 | Daily Rate / Hourly Rate                                    | \$1560.00 / \$195                | 8.00%      | \$1435.20 / \$179.40       | 5%, 5%                                                                                                                                                                 |
| Network Technician                                     | On-site service. T&E may apply depending on location                                 | Daily Rate / Hourly Rate                                    | \$1120.00 / \$140.00             | 8.00%      | \$1030.40/ \$128.80        | 5%, 5%                                                                                                                                                                 |
| Technician                                             | On-site service. T&E may apply depending on location                                 | Daily Rate / Hourly Rate                                    | \$800.00 / \$100.00              | 8.00%      | \$736.00 / \$92.00         | 5%, 5%                                                                                                                                                                 |
| Project Manager                                        | On-site service. T&E may apply depending on location                                 | Daily Rate / Hourly Rate                                    | \$1280.00 / \$160.00             | 8.00%      | \$1177.60/ \$147.20        | 5%, 5%                                                                                                                                                                 |
| Trip Charge - Onsite Work                              | On-site service trip charge.                                                         | Per Trip                                                    | \$150.00                         | 8.00%      | \$138.00                   | 5%, 5%                                                                                                                                                                 |
| Asset Tagging- Metal Tags*                             | Generate unique asset tag and affix to device                                        | per device                                                  | \$8.00                           | 8.00%      | \$7.36                     | 5%, 5%                                                                                                                                                                 |
| Asset Tagging-Mylar or Customer Provided Tags*         | Generate unique asset tag and affix to device                                        | per device                                                  | \$8.00                           | 8.00%      | \$7.36                     | 5%, 5%                                                                                                                                                                 |
| Bag Distribution with Device*                          | Bagging and/or Casing devices that TIG has imaged or enrolled, prior to distribution | per device                                                  | \$3.00                           | 8.00%      | \$2.76                     | 5%, 5%                                                                                                                                                                 |
| Base Fee (Monthly) Local Depot                         | Local depot per device                                                               | per device                                                  | \$20.00                          | 8.00%      | \$18.40                    | 5%, 5%                                                                                                                                                                 |
| Base Fee (Monthly) Mail-in Depot                       | Mail-in depot per device                                                             | per device                                                  | \$35.00                          | 8.00%      | \$32.20                    | 5%, 5%                                                                                                                                                                 |
| Cart Wiring                                            | cart                                                                                 | per device                                                  | \$3.00                           | 8.00%      | \$2.76                     | 5%, 5%                                                                                                                                                                 |

|                                                  |                                                                                                                                                                                                                                                                  |            |          |       |          |        |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------|-------|----------|--------|
| Computer Cart Refurbishment                      | Refurbishment including cleaning, unwiring and rewiring of a computer cart. Minimum of 20 devices per cart. Labor only (replacement parts and/or new cables additional at cost plus 20% markup. T & E may apply depending on locations.                          | per device | \$8.00   | 8.00% | \$7.36   | 5%, 5% |
| Computer Cart and/or Cabinet Delivery Deployment | Cabinet delivery. May include: Receiving/unpalletizing/unboxing of equipment. Disposal of trash/recycling. Installation. Inside delivery specifications.                                                                                                         | per device | \$50.00  | 8.00% | \$46.00  | 5%, 5% |
| Computer Logistics and Redeployment              | Project managed Pickup, Storage and Redeployment of Computer Devices                                                                                                                                                                                             | per device | \$125.00 | 8.00% | \$115.00 | 5%, 5% |
| Chromebook White Glove Enrollment                | Enroll / Update Chromebook device with delivery                                                                                                                                                                                                                  | per device | \$25.00  | 8.00% | \$23.00  | 5%, 5% |
| Chromebook Summer Refresh                        | Refresh and Clean per device                                                                                                                                                                                                                                     | per device | \$20.00  | 8.00% | \$18.40  | 5%, 5% |
| Etching                                          | Professional etching                                                                                                                                                                                                                                             | per device | \$20.00  | 8.00% | \$18.40  | 5%, 5% |
| Tablet Config. & Deploy. Service                 | Configuration and /or Deployment of iPad or Android Tablet Device. May include: Jamf - MDM enrollment, asset tagging, installment in protective case, registration, receiving/unpalletizing/unboxing of equipment, disposal of trash/recycling, inside delivery. | per device | \$47.50  | 8.00% | \$43.70  | 5%, 5% |
| Windows Desktop Imaging                          | Imaging of Windows desktop                                                                                                                                                                                                                                       | per device | \$45.00  | 8.00% | \$41.40  | 5%, 5% |
| Windows Laptop/Notebook Imaging                  | Imaging of Windows laptop                                                                                                                                                                                                                                        | per device | \$30.00  | 8.00% | \$27.60  | 5%, 5% |
| Windows Laptop Summer Refresh                    | Refresh and Clean per device                                                                                                                                                                                                                                     | per device | \$35.00  | 8.00% | \$32.20  | 5%, 5% |
| Reclamation - Chromebooks                        | Retirement services for chromebooks                                                                                                                                                                                                                              | per device | \$10.00  | 8.00% | \$9.20   | 5%, 5% |

|                                                            |                                                                                                                                                                                                                                                                                                                      |            |                                               |       |                                              |        |
|------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----------------------------------------------|-------|----------------------------------------------|--------|
| Reclamation - Laptops                                      | Retirement services for laptops                                                                                                                                                                                                                                                                                      | per device | \$15.00                                       | 8.00% | \$13.80                                      | 5%, 5% |
| Additional Storage Fees                                    | Per each additional 30 days storage of a device                                                                                                                                                                                                                                                                      | per device | \$8.00                                        | 8.00% | \$7.36                                       | 5%, 5% |
| Out-of-Warranty / Time and Materials Support               | Service or Diagnostic Fee plus cost of parts (plus 20% markup)**                                                                                                                                                                                                                                                     | per device | \$100 fee + (cost of parts with a 20% markup) | 8.00% | \$92 fee + (cost of parts with a 20% markup) | 5%, 5% |
| Extended 4 year warranty with unlimited accidental damage. | For years 2-4 extends Dell, HP, Lenovo and Apple warranty for devices valued between \$200 - \$400 / unit                                                                                                                                                                                                            | per device | \$135.00                                      | 8.00% | \$124.20                                     | 5%, 5% |
| 8-Pack Box                                                 | Box for devices                                                                                                                                                                                                                                                                                                      | each       | \$20.00                                       | 8.00% | \$18.40                                      | 5%, 5% |
| 10-Pack Box                                                | Box for devices                                                                                                                                                                                                                                                                                                      | each       | \$20.00                                       | 8.00% | \$18.40                                      | 5%, 5% |
| Basic Management Bundle                                    | Typically under 10 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement. | Month      | \$2,000.00                                    | 8.00% | \$1,840.00                                   | 5%, 5% |
| Mid Range Management Bundle                                | Typically under 20 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement. | Month      | \$5,000.00                                    | 8.00% | \$4,600.00                                   | 5%, 5% |

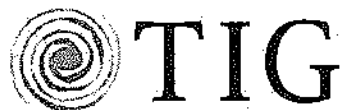
|                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                      |       |              |       |              |        |
|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|--------------|-------|--------------|--------|
| Advanced Management Bundle               | Typically under 50 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement.                                                                                                                 | Month | \$10,000.00  | 8.00% | \$9,200.00   | 5%, 5% |
| Professional Services - Project Standard | Standard: Includes Project Management and may include Net Techs, Engineers and Sr. Engineers. Normally would be less than 15 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement.                                   | Fixed | \$55,000.00  | 8.00% | \$50,600.00  | 5%, 5% |
| Professional Services - Project Advanced | Advanced: Includes Project Management and may include Net Techs, Engineers, Sr. Engineers, Solution Architects and Consultants. Normally would be less than 30 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement. | Fixed | \$110,000.00 | 8.00% | \$101,200.00 | 5%, 5% |

|                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                |             |              |       |              |        |
|---------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|--------------|-------|--------------|--------|
| Professional Services -<br>Project Premium              | Premium. Includes Project Management and may include Net Techs, Engineers, Sr. Engineers, Solution Architects and Consultants. Normally would be over 30 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement. | Fixed       | \$165,000.00 | 8.00% | \$151,800.00 | 5%, 5% |
| All OEM Services from all OEMs listed on Pricing Form 1 | All OEM Services available from TIG                                                                                                                                                                                                                                                                                                                                                                                            | per service |              | 2.00% |              |        |

\* Service is provided in conjunction with other services (such as imaging or enrollment).

\*\*Service/Diagnostic fee is discounted; parts + markup are a fixed price

Additional Note: Lower daily rates and/or flat rates may also be available depending on project type and duration.



Technology Integration Group.

November 1, 2021

Rob Masten  
IT Manager, County of Monterey – ITD  
1590 Moffett Street  
Salinas, CA 93901  
Phone: (831) 759-6918  
Email: [MastenR@co.monterey.ca.us](mailto:MastenR@co.monterey.ca.us)

RE: The Interlocal Purchasing System (TIPS) Technology Solutions Products and Services contract

Dear Mr. Masten,

PC Specialists, Inc dba Technology Integration Group (TIG) is pleased to offer the following terms to align with TIG's TIPS Technology Solutions Products and Services contract.

TIG will offer the County of Monterey all non-listed manufacturers products that TIG is authorized to sell a minimum of 2% off list until terminated.

In addition, there is a survival clause in the TIPS agreement. This clause allows TIG to ensure the County that any pricing discounts offered to the County of Monterey prior to the term of the TIPS contract shall remain valid as long as there is an existing agreement between TIG and the County of Monterey even after the term date of the TIPS contract. The County of Monterey may also add a cancelation clause to the agreement with TIG that allows either party to cancel the agreement with 30 days written notice.

**Survival Clause**

All applicable sales, leases, Supplemental Agreements, contracts, software license agreements, warranties or service agreements that were entered into between Vendor and TIPS or the TIPS Member Customer under the terms and conditions of this Agreement shall survive the expiration or termination of this Agreement. All Orders, Purchase Orders issued or contracts executed by TIPS or a TIPS Member and accepted by the Vendor prior to the expiration or termination of this agreement, shall survive expiration or termination of the Agreement, subject to previously agreed terms and conditions agreed by the parties or as otherwise specified herein relating to termination of this agreement.

Please let us know if there are any additional concerns, we can address.

Sincerely,

Tom Janecek  
Chief Executive Officer  
Technology Integration Group