



SHI Response to The City of Columbus

CloudFlare

February 23, 2022



SHI International Corp.

290 Davidson Avenue

Somerset, NJ 08873

888-764-8888

SHI.com

February 23, 2022

Vendor Services

<http://vendors.columbus.gov/sites/public>

Dear Vendor Services:

SHI is pleased to provide the following proposal to **The City of Columbus** in response to your request for proposal for **CloudFlare**. The intent of our proposal is to illustrate why we are best qualified to meet the needs of City of Columbus, providing evidence of our ability to deliver the highest quality solutions at the best possible cost.

SHI International Corp. requests the ability to review and negotiate the terms of any contract resulting from this RFP, if awarded

Over the past 31 years, SHI has transformed from a \$1 million "software-only" regional reseller into a leading global provider of technology services and solutions. We have over 5,000 employees worldwide and we are the largest Minority and Woman Owned Business Enterprise (MWBE) in the U.S. In 2020, SHI reported earnings of \$10.7B. Our Public Sector business represents \$3B of that overall number.

We believe our growth stems from several key factors:

- Our commitment to the Public Sector, with over 190 dedicated Public Sector sales representatives based within their State or region.
- Our ability to help our customers streamline and improve the management of their technology procurement, deployment, and recovery.
- Our extensive catalog and the ease with which we can expand our offerings to include new and emerging technology or partners that have a traditional direct to customer sales model.
- Our commitment to putting our customers' needs first, with a specific focus on cost savings for every eligible contract user and every purchase.

We are confident that we are uniquely positioned to help City of Columbus continue to focus on meeting their IT needs. Should you have any questions regarding our response, please contact your SHI Account Executive, **Lynn Tumen at lynn_tumen@shi.com or 15137087707**. Thank you for your consideration, and we look forward to working with City of Columbus on this project!

Respectfully,

Lynn Tumen

PubSec Account Executive

**City of Columbus, Department of Technology
Detailed Specifications
CloudFlare**

1.0 SCOPE AND CLASSIFICATION

- 1.1 **Scope:** It is the intent of the City of Columbus, Department of Technology ("DoT") to enter into contract for management services of the City's DNS, Enterprise Domains, Custom Certificates and additional security configuration and performance configurations as outlined in Attachment A of the bid specification.
- 1.2 **Classification:** The contract resulting from this bid proposal will provide for the purchase renewal of the DoT's CloudFlare contract. Only bidders who are authorized CloudFlare resellers/dealers may respond to this solicitation. Proof of relationship shall be required prior to award. The services shall be invoiced on monthly fixed and firm pricing.
- 1.3 **Specification Questions:** Questions regarding this bid must be submitted on the Vendor Services portal by 5:00 PM on Friday, February 11, 2022. Responses will be posted on the RFQ on Vendor Services no later than Tuesday, February 16, 2022 by 5:00 PM
- 1.4 For additional information concerning this bid, including procedures on how to submit a proposal, you must go to the City of Columbus Vendor Services web site at <http://vendors.columbus.gov/sites/public> and view this bid number.

2.0 APPLICABLE PUBLICATIONS AND STANDARDS

- 2.1 N/A

3.0 REQUIREMENTS

3.1 General Information:

- 3.1.1 **Term:** The contract awarded as a result of this bid shall be from 4/1/2022 through 3/31/2023. This contract is not subject to automatic renewal, however upon mutual agreement and authorized appropriation may be renewed for 3-additional one-year terms.
- 3.1.2 **Pricing:** Bidders are to bid firm or fixed prices, FOB Destination, Freight Prepaid and Allowed. All pricing must include manufacturer warranty. All manufacturer warranties will be passed on to the City of Columbus.
- 3.2 **Bidder Requirements:** The City will use the requirements of this section to determine if each bidder meets the minimum standards to be considered a responsible bidder. **Please print, complete and attach** documentation of relationship as an authorized Dealer/Reseller. **For instructions on how to attach a document to your bid, go to page 15 of the Vendor Services User Guide.**
- 3.2.1 **Specification Questions:** Questions regarding this bid including any exceptions and/or suggested changes to the requirements must be submitted on the vendor services portal

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CloudFlare

by 5:00 PM on Friday, February 11, 2022. Responses will be posted on the RFQ on Vendor Services no later than Tuesday, February 16, 2022 by 5:00 PM. City strongly encourages bidders to submit exceptions and/or changes during this stage of the process. Bidders submitting exceptions and/or changes before this date will greatly reduce the likelihood of their bid being rejected as non-responsive to the specifications. Bidders who have not registered and created a new user on the City's portal <http://vendors.columbus.gov/sites/public> are strongly encouraged to do so. Notice of any pre-bid notes and addenda will only be sent to Bidders who have registered at the site.

- 3.2.1.1 For further instructions on how to submit "Vendor Questions" through the Vendor Portal, please see Section "Add Vendor Questions" provided on page 16 of the City of Columbus Vendor Services User Guide.
- 3.2.1.2 The City has instructional videos to assist bidders at the portal. Tutorial videos are available to be viewed through YouTube or by clicking the following link:

https://www.youtube.com/channel/UCTIkkGNM7GHITzoqQVNJIA/videos?shelf_id=0&view=0&sort=dd

3.3 Product Requirement Specifications:

- 3.3.1 CloudFlare part renewal details. Please see Attachment A.

- 3.3.1.1 **Alternates:** Shall not be considered.

4.0 SAMPLING, INSPECTION AND TEST PROCEDURES

- 4.1 **Demonstration:** N/A
- 4.2 **Inspection:** N/A

5.0 ORDERING, DELIVERY and INVOICING

- 5.1 **Ordering Procedure:** A written purchase order will be established by the Director of the Department of Technology. The Purchase Order will have the delivery information and invoice information.
- 5.2 **Delivery days after Order:** Bidder shall insert in the "Discount" tab of the bid the Lead Time expressed as the number of calendar days after receipt of order that delivery will be made. Vendors shall state actual delivery time in calendar days in the space provided under Delivery/Payment Terms. Delivery time may be a factor in determining award of bid. Failure to deliver in the days proposed may lead the City to consider the contract holder in partial or full breach of the contract. In the case of such breach, the City reserves the right to pursue all remedies and actions available under this contract and relevant law.

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- 5.2 **Packaging:** All items must be packaged in the minimum standard packing material designed to protect against damage during shipment. Note the use of Environmentally Friendly materials is encouraged.
- 5.3 **Invoicing:** Each invoice shall show the City Purchase Order number, a brief description identifying the item, the unit price, and the total amount. The invoice amount must exactly match the purchase order amount in accordance with the bid proposal. All Invoices should be mailed to the following address to ensure proper payment:

City of Columbus
Department of Technology
Attn: Accounts Payable
PO Box 2949
Columbus, OH 43216-2949
Or
DOTINVOICES@COLUMBUS.GOV

6.0 **NOTES**

- 6.1 **Online Bidding Instructions:** Bidders are requested to quote firm or fixed prices on the corresponding line item(s) only. Within the "Comment" section of each line bidders are requested to provide the make, model and manufactured year of the unit quoted. It is understood that all parts that may not be specifically mentioned must be included to make the unit operational and complete.
- 6.1.1 **Alternates:** Bids will be considered on units complying with the specifications. All alternates must be detailed in an attached letter to bid. Explanations must fully state what is to be furnished. All alternates must exceed specifications. The City of Columbus reserves the right to determine whether any proposed alternates are within the specifications.
- 6.1.1.1 **Attachments:** For instruction on attaching documents to online quotes, please see page 15 of the "City of Columbus Vendor Services User Guide", made available through the Vendor Portal.
- 6.2 **Warranty:** The software specified herein shall be covered by the manufacturer's warranty at no additional charge. Bidders shall submit warranty on a separate sheet attached to the bid proposal.
- 6.2.1 **Warranty Period:** The warranty period shall be a minimum of 12 months at no additional charge. Bidders shall submit copies of the warranty as an attachment with the bid proposal.
- 6.2.2 **Delayed Warranty:** Bidder shall submit on a separate sheet attached to the bid a procedure for delayed warranty for starting dates to cover the interval between time of delivery of the complete vehicle and the actual date that the equipment is placed in service by the City. This delayed time period will cover inspection, operator and mechanic training, etc.

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6.2.3 **Fully Franchised:** The bidder shall contract with a warranty service provider whose primary business is the sale and/or repair of the equipment proposed in this bid proposal. Warranty service must be performed by a franchised OEM dealer that is authorized by the manufacturer(s) to perform warranty service. The warranty work shall be the responsibility of the successful bidder and the successful bidder shall coordinate all warranty work. Any defects shall be corrected and the equipment returned to the City within ten (10) days of written (mail, email or fax) notification of the service need. Any defects shall be corrected without cost to the City of Columbus. Under no circumstances shall the "out of operation" time of the equipment exceed ninety (90) days. Warranty work is not deemed complete until Fleet Management has accepted work as satisfactory.

6.2.4 **Warranty Service Logistics:** Cost of transport of equipment for warranty purposes shall be the responsibility of the successful bidder. The successful bidder will be required to pick-up the equipment and transport it to the warranty service location. At the successful bidder's discretion, the equipment may be transported (not towed) to a location within Franklin or contiguous counties. For a warranty service location outside of a contiguous county, the equipment must be transported (not towed).

6.3 **Literature:**

6.3.1 To aid in the evaluation of bids, all bidders are to furnish with this bid current published literature and Dealer's specifications that best explains the unit offered, model and identification of the options that meet or exceed the specifications. Published literature shall include pictures and complete descriptive matter.

6.3.2 Bidders shall submit a copy of dealer's build sheets with bid.

6.4 **Manuals:**

6.5 **Correspondences:** During the bidding and evaluation process Offerors are strictly prohibited from communicating with any City employees or officers regarding the solicitation. Any communication from the vendor to the City should be limited to only the contact(s) listed in the RFQ and/or below. A violation of this section on the part of the Offeror may lead to disqualification.

All correspondences regarding this bid should be sent via email to
vendorservices@columbus.gov

ATTACHMENT A

Manufacturer Part No	Description	Unit of Measure per Month	Quantity	Contract Term
Content Delivery Network (CF-CDN)	Global coverage with over 200 points of presence including high-demand countries (China, Indonesia, Thailand, Vietnam)Content Delivery Network (CDN)	TB	3	4/1/022 -3/31/2023
Content Delivery Network (CF-CDN)		MM Request s	80	4/1/022 -3/31/2023
Distributed Denial-of-Service attack protection and mitigation (CF-DDOS)	51 Tbps network capacity defends against volumetric attacks and provides 16x greater protection than the largest DDoS attack ever recorded.	Included		4/1/022 -3/31/2023
Web Application Firewall (CF-WAF)	Automatic protection from diverse threats with Layer 7 rules, fully integrated with DDoS mitigation. Recognized by Gartner Magic Quadrant and Forrester.	Included		4/1/022 -3/31/2023
Managed DNS (CF-DNS)	Enterprise authoritative DNS for domains	MM Queries	35	4/1/022 -3/31/2023
Enterprise Domains - Primary (CF-ENT)	Provision Enterprise services to domains	Zones	5	4/1/022 -3/31/2023
Enterprise Domains - Secondary (CF-ENTS)	Provision Enterprise services to domains, less than 50 Gigabytes (GB) of data transfer per month	Zones	60	4/1/022 -3/31/2023
Advanced Certificate Manager (CF-ACM)	Cloudflare provided certificates	Accounts	65	4/1/022 -3/31/2023
Custom certificates (CF-SSL)	Customer provided certificates uploaded to Cloudflare	Certificates	5	4/1/022 -3/31/2023
At Cost Registrar (CF-REGISTRAR)	Registrar	Domains	65	4/1/022 -3/31/2023
Premium Success (CF-PREM-SUCCESS)	Designated team of Customer Success Manager, Customer Solutions Engineer, guided onboarding, expert tuning workshops, security configuration, performance configurations, enhanced Support SLAs	Included		4/1/022 -3/31/2023



Pricing Proposal
Quotation #: 21638898
Created On: 2/21/2022
Valid Until: 3/31/2022

CITY OF COLUMBUS

Richard Wagner

1111 EAST BROAD STREET
ROOM 303, DOT/FISCAL OFFICE
ATTN: ACCOUNTS PAYABLE
COLUMBUS, OH 43205
United States
Phone: 6146452816
Fax:
Email: riwagner@columbus.gov

Inside Account Manager

Ashlee Warren

290 Davidson Ave
Somerset, NJ 08873
Phone: 732-868-5886
Fax:
Email: ashlee_warren@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Cloudflare Core Services and Renewal for one year CLOUDFLARE INC. - Part#: CF-ENT Contract Name: Sourcewell- Technology Catalog Solutions Contract #: 081419-SHI Coverage Term: 4/1/2022 – 3/31/2023	1	\$53,932.58	\$53,932.58
Total			\$53,932.58

Additional Comments

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Item 1 1 yr Term Core Services & Renewal for 1 Yr Term includes:

- Renewal for 1 year for existing services for 4/1/22 to 3/31/23 renewal
- Cloudflare Core Enterprise - DDos L7 protection, DNS, CDN, WAF with the following limits:
- Enterprise Primary Domains - 5
- Enterprise Secondary Domains - 60
- DNS - DNS Queries up to 35 MM permonth
- CDN - CDN requests up to 80 MM requests per month, up to 3 TB per month
- At Cost Registrar for 65 domains (5 primary, 60 secondary)
- Advanced Certificate Manager for 65 domains (5 primary, 60 secondary)
- Custom SSL Certificates for 5 primary domains
- Premium Success Offering
- Enterprise Support

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.

EQUAL OPPORTUNITY CLAUSE

- (1) The contractor/vendor/bidder will not discriminate against any employee or applicant for employment because of race, sex, sexual orientation, gender identity or expression, color, religion, ancestry, national origin, age, disability, familial status or military status. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, sex, sexual orientation, gender identity or expression, color, religion, ancestry, national origin, age, disability, familial status or military status. Such action shall include, but not be limited to, the following: employment up-grading, demotion, or termination; rates of pay or other forms of compensation; and selection for training. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices summarizing the provisions of this Equal Opportunity Clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that the contractor is an equal opportunity employer.
- (3) It is the policy of the City of Columbus that business concerns owned and operated by M/WBEs shall have the maximum practicable opportunity to participate in the performance of contracts awarded by the city.
- (4) The contractor shall permit access to any relevant and pertinent reports and documents by the ODI director for the sole purpose of verifying compliance with this Title and ODI regulations. All such materials provided to the ODI director by the contractor shall be considered confidential.
- (5) The contractor will not obstruct or hinder the ODI director or his/her deputies, staff and assistants in the fulfillment of the duties and responsibilities imposed by Title 39 of the Columbus City Codes.
- (6) The contractor and each subcontractor will include a summary of this Equal Opportunity Clause in every subcontract. The contractor will take such action with respect to any subcontractor as is necessary as a means of enforcing the provisions of the Equal Opportunity Clause.
- (7) The contractor agrees to refrain from subcontracting any part of this contract or contract modification thereto to a contractor not holding a valid certification number as provided for in Title 39.
- (8) Failure or refusal of a contractor or subcontractor to comply with the provisions of Title 39 may result in cancellation of this contract.

**ALL CONTRACTORS MUST HOLD A VALID CONTRACT COMPLIANCE CERTIFICATION
NUMBER ISSUED BY THE OFFICE OF DIVERSITY AND INCLUSION.**

***To obtain a Contract Compliance number register at the City of Columbus Vendor
Services website: <http://vendors.columbus.gov/sites/public>***

1. Login to the City of Columbus Vendor Services Site and register with the city of Columbus. Once that is completed and approved by the purchasing office, log back in and do the following:
2. Select **Questionnaires** from the Common menu located on the left navigation bar.
3. Next select EBO Quest. (this is the contract compliance application)
4. Question 1 will be displayed; Answer question 1 and select **Forward**.
5. Proceed through the questionnaire answering each question and selecting **Forward** to continue. Once you have reached and answered the last question select **End** to submit.
6. Then the questionnaire will be received by the ODI Office, reviewed and process within 2 business days or less. For additional questions regarding this process, contact the Office of Diversity Inclusion at 614-645-4764.

City of Columbus Home Page: www.columbus.gov

INFORMATION FOR BIDDERS

SPECIAL CONDITIONS

Special conditions included in the specifications, if inconsistent with provisions included in "Information for Bidders", shall take precedence over any provisions in "Information for Bidders" to the extent inconsistent.

SUBMISSION OF PROPOSAL

Responses must be entered and submitted electronically in the body of the RFQ. Some RFQs require pricing lists or additional documents to be attached to the RFQ response electronically. In rare instances documents require submission via regular mail delivery. Refer to the "Proposal Information" section of the specifications for instructions for submission. Any unauthorized conditions, limitations or provisions attached to the proposal may render the bid nonresponsive and result in its rejection.

ACCEPTANCE AND REJECTION

This proposal submitted by the bidder to the City of Columbus will be accepted or rejected within a period of 180 days from bid opening date. The City reserves the right to waive technicalities, and to request a rebid on the required material. If more than one item, prices shall be quoted on the units requested. However, each item shall be considered a separate bid and the City reserves the right to award a contract on each item separately or on all items as a whole or any combination thereof. Bidders whose proposal is made on an "All or None" basis must clearly state such fact in the proposals.

Each RFQ issued by the City shall state that the RFQ may be cancelled and that any RFQ response may be rejected in whole or in part when it is for good cause and in the best interests of the City.

WITHDRAWAL OF PROPOSALS

Bidders may withdraw their RFQ response at any time prior to the time specified in the advertisement as the closing time for the receipt of bids. However, no bidder shall withdraw or cancel his response for a period of 180 calendar days after said advertised closing time for the receipt of proposals.

DEFAULT PROVISION

In case of default by the bidder or the contractor, the City of Columbus may terminate and may procure the articles or services from other sources and hold the bidder or contractor responsible for any excess costs occasioned or incurred thereby.

SIGNATURE REQUIRED

By submitting this response electronically, bidder/proposer is affixing an electronic signature as defined by the Ohio Uniform Transactions Act. Said signature represents that he/she has the authority to bind the entity to the terms and conditions contained herein.

APPLICABLE LAWS

The Revised Code of the State of Ohio, the Charter of the City of Columbus, and all City ordinances insofar as they apply to the laws of competitive bidding, contracts, and purchases, and wage theft prevention, are made a part hereof.

PRICING

Bidders are to quote firm or fixed prices for the duration of any contract which may be a result of this proposal unless otherwise noted in the specifications. In case of discrepancy in computing the amount of the bid, the **UNIT PRICE** quoted will govern.

Quotations are requested F.O.B. destination. If quoted F.O.B. Shipping Point include freight estimate and full value insurance cost.

CONTRACT AND BOND

The bidder to whom an award is made will be required to execute a written contract with the City of Columbus, Ohio within ten days after receiving such contract for execution, and if specified in the legal notice, furnish a good and approved bond conditioned upon the faithful performance of the same. The proposal, contract, proposal bond, (if applicable), and performance bond (if applicable) shall be in the form herein specified.

If, at any time during the continuance of the Contract, any surety shall, in the opinion of the Finance & Management Director, become irresponsible, then said Director shall have the right to require additional and sufficient surety or sureties. The Contractor shall furnish the surety

or sureties to the satisfaction of the said Director, within ten (10) days after notice. In default thereof the default provision herein shall apply.

LIABILITY, INSURANCE, LICENSES AND PERMITS

Where bidders are required to enter or go onto City of Columbus property to deliver materials or perform work or services as a result of bid award, the bidder will assume full duty, obligation and expense of obtaining all necessary licenses, permits, and insurance when required. The bidder shall be liable for any damages or loss to the City occasioned by negligence of the bidder (or his agent) or any person the bidder has designated in the completion of his contract as a result of his bid.

Particular attention is directed to the statutory requirements of the State of Ohio relative to the licensing of corporation organized under the Laws of any other State.

TAXES

Federal and/or State Taxes are not to be included in prices quoted. The successful bidder will be furnished an exemption certificate if needed.

SAMPLES

Samples, when requested, must be furnished free of expense to the City and if not destroyed, will upon request be returned at the bidder's expense.

DELIVERY

Time will be of the essence for any orders placed as a result of this bid. Purchaser reserves the right to cancel such orders or any part thereof, without obligations if delivery is not made within the time(s) specified. Delivery shall be made during normal working hours and to the destination shown on the proposal.

QUALITY

Unless otherwise stated by the bidder, the RFQ response will be considered as being in strict accordance with the specifications outlined in the Bid Document.

References to a particular trade, manufacturer's catalog or model number are made for descriptive purposes to guide the bidder in interpreting the requirements of the City. They should not be construed as excluding proposals on other types of materials, equipment and supplies. However, the bidder, if awarded the contract, will be required to furnish the particular item referred to in the specifications or description unless a departure or substitution is clearly noted and described in the proposal.

CHANGES AND ADDENDA TO BID DOCUMENTS

Each change or addenda issued in relation to this bid document will be published on the City's Vendor Services website no less than five (5) working days prior to the scheduled bid opening date. In addition, to the extent possible, notice will be e-mailed to each person registered as having interest in the commodities selected for this bid. Total bid inquiry or specific item cancellations may be issued later than that time specified above.

WITHHOLDING OF INCOME TAX

All bidders are advised that in order for a contract to bind the City, each contract must contain the provisions found in Chapter 362 C.C.C. with regard to income taxes due or payable to the City of Columbus for wages, salaries and commissions paid to the contractor's employees as well as requiring those contractors to ensure that subcontractors withhold in a like manner.

CAMPAIGN CONTRIBUTIONS

Contractor hereby certifies the following: that it is familiar with Ohio Revised Code ("O.R.C.") Section 3517.13; that all applicable parties listed in Subsection (I) or (J) of O.R.C. Section 3517.13 are in full compliance with Subsection (I) and (J) of that Section; that it is eligible for this contract under the law and will remain in compliance with O.R.C. Section 3517.13 for the duration of this contract and for one year thereafter.

PUBLIC RECORDS REQUESTS

The City of Columbus, as a political subdivision of the State of Ohio, is subject to Ohio Revised Code Chapter 149, known as the Ohio Public Records Law. Consequently, the Offeror understands that ALL documents submitted in response to this solicitation are considered public records and WILL be released when a public records request is

(INFORMATION FOR BIDDERS continued)

INFORMATION FOR BIDDERS

made by news media, competitors, or other interested parties, in accordance with the law. If you contend that certain CLEARLY MARKED portions of your response constitute an exception to Ohio's public records law, you MUST submit your legal basis in support of that assertion with your response.

If a public records request is made for any portion of the documents that you have submitted and you have NOT clearly marked such documents as information constituting an exception to Ohio's public records law, your information will be released immediately.

If a public records request is made for such information and you HAVE clearly marked portions of your response as information constituting an exception to Ohio's public records law, AND you have submitted the legal basis supporting such claim, the City will release a redacted version of your information to the requestor and notify you that a request was made and that a redacted version of your response was released. Should the requestor indicate that the redacted version is not sufficient for their purposes, you then will be IMMEDIATELY responsible for obtaining an order from a Court of competent jurisdiction in Franklin County, Ohio enjoining release of your clearly marked information constituting an exception to Ohio's public records law.

If a public records request is made for such information and you HAVE clearly marked portions of your response as information constituting an exception to Ohio's public records law, but you have NOT submitted the legal basis supporting such claim, the City WILL RELEASE your information to the requestor and notify you that a request was made and that your response was released.

DO NOT mark your entire response/submittal as information constituting an exception to Ohio's public records law. If your entire response/submittal is so marked, the City of Columbus will not consider your offer.

INFORMATION FOR BIDDERS (Continued)

IN THE EVENT OF A CONTRACT

1. Where applicable according to the specifications successful seller shall transfer and deliver to City goods which conform to the specifications.
2. The City shall accept from seller goods that conform to the specifications, and shall pay for the goods in accordance with the terms of an agreement, which may result from this proposal.
3. The risk of loss from any causality to the goods regardless of the cause of the casualty shall be on seller until the goods have been delivered at the address designated in the order and are approved after inspection by the City.
4. Seller warrants and represents that seller has absolute and good title to and full right to dispose of the goods, and that there are no liens, claims, or encumbrances of any kind against the goods, and at the time of delivery shall be free from any security interests or other lien or encumbrance.
5. If there is a breach by seller of the warranty against encumbrances granted by seller in an agreement, which may result from this proposal, the City shall have the option to cancel an agreement, which may result from this proposal.
6. Seller shall defend any action brought against the City so far as the action is based on a claim that the goods, or any part of the goods, furnished under an agreement which may result from this proposal constitutes an infringement of any patent of the United States or a trademark. Seller shall be notified promptly in writing of the action and be given authority, information, and assistance, at the expense of seller, for the defense of the action. Seller shall pay all damages and costs awarded in the action. In case the goods or a part thereof are held to constitute infringement and the use of the goods or part thereof is enjoined, seller shall, at the expense of the seller, either procure for the City the rights to continue using the goods, replace the goods or a part hereof with non-infringing goods of equal or better quality, modify the goods so that the goods become non-infringing while continuing to meet or exceed the original specifications, or retake the goods and refund the purchase prices and the transportation and installation costs of the goods at the option of the City.
7. Seller warrants that (1) the goods to be supplied pursuant to an agreement which result from this proposal are fit and sufficient for the purpose intended, (2) the goods are merchantable, of a good quality, and free from defects, whether patent or latent, in material or workmanship and (3) the goods sold to the City pursuant to an agreement which may result from this proposal conform to the specifications. The particular purpose of which the goods are required may be set forth in the specifications.
8. The benefit of any warranty made in an agreement which may result from this proposal by seller shall extend to the City and to the employees of the City, any employee of the City may bring an action directly against seller for damages or injuries sustained by the employee resulting from any breach of warranty by seller.
9. All goods ordered shall be subject to final inspection and approval at the facility of the City designated for delivery. Any goods, which do not conform to the order of the City, may be rejected by the City. The City may hold any goods rejected pending instructions from the seller or the City may return goods to seller at seller's expense.
10. If any tender or delivery by seller is rejected by the City for nonconformity, no notice of intention to cure can be effective unless it is received by the City agency within five (5) days after notice of rejection is sent to seller.
11. The liability of the City for either non-acceptance of conforming goods or repudiation of the agreement which might result from this proposal shall be limited to the difference between the market price at the time and place for tender of the goods and the unpaid sales price together with any incidental damages, but less expenses paid in consequence of the breach by the City.
12. An agreement which may result from this proposal shall not be modified or altered by any subsequent course of performance between parties or by additional terms contained in any subsequent documents unless said additional or differing terms are incorporated by contract modification authorized to be entered into by ordinance.
13. Contractor shall protect, indemnify and save the City harmless from and against any damage, cost, or liability, including reasonable attorneys' fees, resulting from claims for any or all injuries to persons or damage to property arising from intentional,

willful or negligent acts or omissions of Contractor, its officers, employees, agents, or Subcontractors.

14. The City will not indemnify the contractor and is prohibited from doing so.
15. This Contract may not be assigned or otherwise transferred to others by the Contractor without the prior written consent of the City. If this Contract is so assigned, it shall inure to the benefit of and be binding upon any respective successors and assigns (including successive, as well as immediate, successors and assignees) of the Contractor.
16. The signatories to this Contract represent that they have the authority to bind themselves and their respective organizations to this Contract.
17. In the event either party is unable to perform its obligations under the terms of this Agreement because of acts of God, strikes, equipment or transmission failure or damage reasonably beyond its control, epidemics, pandemics, or other causes reasonably beyond its control, such party shall not be liable for damages to the other for any damages resulting from such failure to perform or otherwise from such causes.

LOCAL CREDIT

Pursuant to City of Columbus Ordinance # 2607-2012, in determining the lowest bid for a contract the local bidder credit will not be applied.

WAGE THEFT PREVENTION

Chapter 377 of the Columbus City Codes is hereby incorporated into the contract and seller is required to comply with said chapter. This includes, but is not limited to reporting requirements and the obligation to review the commission list of contractors and subcontractors that received an adverse determination. Penalties for failure to comply with the wage theft prevention code include suspension for three years, up to permanent disbarment.

CERTIFICATE OF TITLE ON EQUIPMENT

If applicable to this purchase, all documents required to obtain a State of Ohio Certificate of Title **must** be delivered to:

**Fleet Management Administrator
City of Columbus/Fleet Management Div.
4211 Groves Road
Columbus, Ohio 43232**

After signature by the Fleet Management Administrator, an original title is to be delivered to the above address within three (3) days. No payment for vehicles requiring a title will be authorized by the Fleet Management Administrator until a valid title is received.

REMEDIES

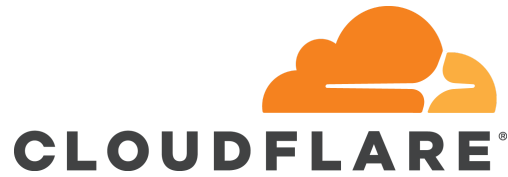
All claims, counterclaims, disputes and other matters in question between the City, its agents and employees, and the Contractor arising out of or relating to this agreement or its breach will be decided in a court of competent jurisdiction within the County of Franklin, State of Ohio.

OFFERORS TERMS AND CONDITIONS

Terms and conditions, submitted with this proposal, which are contrary to City Code or Charter shall be disregarded for the purpose of any subsequent contract. The successful bidder shall be notified as to which terms and conditions, if any, have been deleted.

PUBLICATIONS

The Contractor agrees to submit to the City's Contract Administrator all advertising, sales promotion, and other publicity matters relating to this Contract wherein the City's name is mentioned or language used from which the connection of the City's name therewith may, in the City's judgment, be inferred or implied. The Contractor further agrees not to publish, or use such advertising, sales promotion, or publicity matter without the prior written consent of the City except that may be required under law.



January 10, 2022

SHI Corp
290 Davidson Ave,
Somerset, NJ 08873

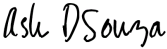
To whom it may concern,

Thank you for being part of the Cloudflare partner program. This letter of authorization confirms that SHI Corp a New Jersey corporation, with a place of business located at, 290 Davidson Ave, Somerset, NJ 08873 is authorized by Cloudflare, Inc. (“**Cloudflare**”) to resell Cloudflare’s products and services within North America to end-users, including through Requests for Proposals (RFP) and Requests for Information (RFI), subject to the terms of your agreement with Cloudflare.

Again, thank you for helping us build a better internet.

For any questions or further verification, please contact us at Partners@cloudflare.com

Sincerely,

DocuSigned by:

1F3DA801C0AB487...

Global Partner operations & Strategy

Partner Program Team
[Cloudflare Partner Program](#)



1/10/2022


**Signature Authorization**

Effective immediately, the following individuals are authorized to sign such contractual documents for SHI International Corp. as are specified below and on page 2 of this Authorization, and their respective signatures in such capacities shall bind SHI International Corp. to the signed document.

Level 1	Level 2	Level 3
Aimee Ballenger, Proposal Capture and Content Specialist	Anna Smith, Lead Contracts Specialist	Cassie Skelton, Sr. Manager - Contracts
Aimee Cantrell, Senior Proposal Specialist	Erin Rose, Contracts Specialist	Darek Awas, Sr. Lead Contracts Specialist
Alicia Jones, Senior Proposal Specialist		Elisabeth Arnold, Lead Contracts Specialist
Arianne Mount, Manager – Proposal Operations		Jenna Watson, Associate General Counsel
Corey Moss, Proposal Specialist		Kevin McCann, General Counsel
Dan Calabrese, Proposal Specialist		Kristina Mann, Manager - Contracts
Laura Pollington, Senior Proposal Specialist		Natalie Castagno, Director – Proposal Management
Joanna York, Lead Contracts Specialist - Operations		Thomas Nestor, Director of Contracts
Marc Poole, Manager – Proposals		
Maya Oliver, Proposal Specialist		
Meghan Flisakowski, Manager - Proposals		
Morgan Agesen, Proposal Specialist		
Rachel Mamola, Senior Proposal Specialist		
Tim Porcelli, Manager – Proposal Content and Capture		
Victoria Pubyliksi, Senior Proposal Specialist		
Yazmina Hernandez, Senior Proposal Specialist		

This authorization shall be in effect until rescinded. All previous signature authorizations are hereby rescinded.

SHI International Corp.



Signature
Thai Lee

Name
President & CEO

Title
07/15/2021

Date



Levels of Signature Authorization:

Level 1	Level 2	Level 3
Responses to Customer Requests for Proposal, Quote, Information (RFP, RFQ, RFI)	Customer Forms	Responses to Customer Requests for Proposal, Quote, Information (RFP, RFQ, RFI)
Customer Forms	Non-Disclosure Agreements	Customer Forms
Non-Disclosure Agreements	Vendor Forms	Non-Disclosure Agreements
Vendor Forms	Vendor Contracts	Vendor Forms
	Credit Reference Requests	Vendor Contracts
	Trade Reference Requests	Credit Reference Requests
		Trade Reference Requests
		US Customs and Border Protection Power of Attorney Forms
		Customer Contracts