

Awards will be based on percentage discount on the product group. For ease of use by participants, vendors are asked to provide a discount for accessories and maintenance and/or service.

Vendors are asked, for each product they bid, if maintenance and/or services are offered.  
 If maintenance and/or services are offered, please indicate the discount for this service in the "% Discount for Maintenance/Service" column.

**No Remanufactured or Recertified equipment will be accepted. Bids are to be for new, unused equipment in original packaging.**

Item #	Manufacturer	Product Group	Awarded Vendor	% Discount off List Price	% Discount for Services, if available			
					Installation	Maintenance / Renewal	Support	Professional Engineering
1	ALGO	SIP Emergency Devices (Including Audio Alerters, Strobe Lights, Panic Buttons)	CDW Government LLC	41.7%	2%	2%	2%	2%
2	APC	Bulk Ethernet/Copper Cable	CDW Government LLC	41.7%	2%	2%	2%	2%
3	APC	Bulk Fiber Cable	CDW Government LLC	41.7%	2%	2%	2%	2%
4	APC	Data Center - Cooling (InfraStruxure)	CDW Government LLC	41.7%	2%	2%	2%	2%
5	APC	Data Center - Power (InfraStruxure)	CDW Government LLC	41.7%	2%	2%	2%	2%
6	APC	Datacom Equipment/Server Mounting Racks	CDW Government LLC	41.7%	2%	2%	2%	2%
7	APC	KVM Switch	CDW Government LLC	41.7%	2%	2%	2%	2%
8	APC	Line Monitor Equipment	CDW Government LLC	41.7%	2%	2%	2%	2%
9	APC	Management and Monitoring Software - StruxureWare	CDW Government LLC	41.7%	2%	2%	2%	2%
10	APC	Patch Cable/Fiber	CDW Government LLC	41.7%	2%	2%	2%	2%
11	APC	Patch Cables - Ethernet	CDW Government LLC	41.7%	2%	2%	2%	2%
12	APC	Rack Mount PDUs	CDW Government LLC	41.7%	2%	2%	2%	2%
13	APC	Racks (InfraStruxure)	CDW Government LLC	41.7%	2%	2%	2%	2%
14	APC	Security and Environmental Monitoring - NetBotz	CDW Government LLC	41.7%	2%	2%	2%	2%
15	APC	UPS	CDW Government LLC	41.7%	2%	2%	2%	2%
16	APC	UPS - Battery	CDW Government LLC	41.7%	2%	2%	2%	2%
17	APC	UPS - Modules	CDW Government LLC	41.7%	2%	2%	2%	2%

Item #	Manufacturer	Product Group	Awarded Vendor	% Discount off List Price	% Discount for Services, if available			
					Installation	Maintenance / Renewal	Support	Professional Engineering
18	Arista	Routers	2uTEC	49.0%	50.0%	11%-37%	11%-37%	16.0%
19	Arista	Routers - Software	2uTEC	49.0%	50.0%	11%-37%	11%-37%	16.0%
20	Arista	Switches	2uTEC	49.0%	50.0%	11%-37%	11%-37%	16.0%
21	Arista	Switches - Software	2uTEC	49.0%	50.0%	11%-37%	11%-37%	16.0%
22	Arista	Transceivers	2uTEC	56.0%	50.0%	11%-37%	11%-37%	16.0%
23	Arista	Wireless Access Point	2uTEC	49.0%	50%	11%-37%	11%-37%	16%
24	Arista	Wireless Access Point - Software	2uTEC	49.0%	50%	11%-37%	11%-37%	16%
25	AT&T Cellular	Broadband Access Points	No Award					
26	Avaya	Unified Communications (Covers all hardware, licenses, and collaboration)	Northland Communications	42.5%	5%	5%	5%	Hourly Rate
27	Avaya	Wireless Access Point	Northland Communications	2.1%	2%	2%	2%	Hourly Rate
28	Avaya	Wireless Access Point - Software	Northland Communications	2.1%	2%	2%	2%	Hourly Rate
29	Avaya	Wireless NIC	Northland Communications	2.1%	2%	2%	2%	Hourly Rate
30	Barracuda	Spam Firewall Products	CDW Government LLC	11.3%	2%	2%	2%	2%
31	Barracuda	Web Application Controller Products	CDW Government LLC	11.3%	2%	2%	2%	2%
32	Barracuda	Web Filtering Products	CDW Government LLC	11.3%	2%	2%	2%	2%
33	Belkin	Bulk Ethernet/Copper Cable	CDW Government LLC	18.6%	2%	2%	2%	2%
34	Belkin	Bulk Fiber Cable	CDW Government LLC	18.6%	2%	2%	2%	2%
35	Belkin	Cooling	CDW Government LLC	20.2%	2%	2%	2%	2%
36	Belkin	Datacom Equipment/Server Mounting Racks	CDW Government LLC	15.2%	2%	2%	2%	2%
37	Belkin	Datacom Equipment/Server Mounting Racks - Accessories	CDW Government LLC	15.2%	2%	2%	2%	2%
38	Belkin	KVM Switch	CDW Government LLC	10.7%	2%	2%	2%	2%
39	Belkin	Patch Cable/Fiber	CDW Government LLC	49.2%	2%	2%	2%	2%
40	Belkin	Patch Cables - Ethernet	CDW Government LLC	49.2%	2%	2%	2%	2%

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					Installation	Maintenance / Renewal	Support	Professional Engineering
41	Belkin	Routers	No Award					
42	Belkin	Transceivers	No Award					
43	Bertek	Cabling	No Award					
44	Black Box	Bulk Ethernet/Copper Cable	No Award					
45	Black Box	Bulk Fiber Cable	No Award					
46	Black Box	Datacom Equipment/Server Mounting Racks	No Award					
47	Black Box	Firewall Hardware	No Award					
48	Black Box	KVM Switch	No Award					
49	Black Box	Line Monitor Equipment	No Award					
50	Black Box	Patch Cable/Fiber	No Award					
51	Black Box	Patch Cables - Ethernet	No Award					
52	Black Box	Print Servers	No Award					
53	Black Box	Routers	No Award					
54	Black Box	Switches	No Award					
55	Black Box	Transceivers	No Award					
56	Black Box	Wireless Access Point	No Award					
57	Black Box	Wireless NIC	No Award					
58	Bogan	Paging	Northland Communications	18.1%	5.0%	5.0%	5.0%	Hourly Rate
59	C2G	Bulk Ethernet/Copper Cable	CDW Government LLC	40.4%	2.0%	2.0%	2.0%	2.0%
60	C2G	Bulk Fiber Cable	CDW Government LLC	26.1%	2.0%	2.0%	2.0%	2.0%
61	C2G	Cooling	CDW Government LLC	29.2%	2.0%	2.0%	2.0%	2.0%
62	C2G	Datacom Equipment/Server Mounting Racks	CDW Government LLC	28.2%	2.0%	2.0%	2.0%	2.0%
63	C2G	Datacom Equipment/Server Mounting Racks - Accessories	CDW Government LLC	28.2%	2.0%	2.0%	2.0%	2.0%

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					Installation	Maintenance / Renewal	Support	Professional Engineering
64	C2G	Patch Cable/Fiber	CDW Government LLC	39.3%	2.0%	2.0%	2.0%	2.0%
65	C2G	Patch Cables - Ethernet	ABRZ International Ltd dba Atlaz	55.1%				
66	C2G	Transceivers	ABRZ International Ltd dba Atlaz	36.0%				
67	Checkpoint	Firewall Hardware	No Award					
68	Checkpoint	Firewall Software	No Award					
69	Checkpoint	Firewall Software Service	No Award					
70	Cisco	Controllers	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
71	Cisco	Controllers - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
72	Cisco	Firewall - Software for above	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
73	Cisco	Firewall Hardware	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
74	Cisco	Print Servers	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
75	Cisco	Routers	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
76	Cisco	Routers - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
77	Cisco	Server	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
78	Cisco	Storage Devices (Including HyperFlex)	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
79	Cisco	Switches	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
80	Cisco	Switches - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
81	Cisco	Transceivers	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
82	Cisco	Unified Communications (Covers all hardware, licenses, and collaboration)	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
83	Cisco	VM	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
84	Cisco	Wireless Access Point	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
85	Cisco	Wireless Access Point - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
86	Cisco	Wireless NIC	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%

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					Installation	Maintenance / Renewal	Support	Professional Engineering
87	Cisco (Meraki)	Controllers	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
88	Cisco (Meraki)	Controllers - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
89	Cisco (Meraki)	Switches	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
90	Cisco (Meraki)	Switches - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
91	Cisco (Meraki)	Wireless Access Point	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
92	Cisco (Meraki)	Wireless Access Point - Software	ConvergeOne Inc (C1)	55.7%	3%	32%	3%	3%
93	Cradlepoint	Routers	COMSOURCE Inc.	3.0%	1.00%	1.00%	1.00%	1.00%
94	Cyberpower	UPS	ABRZ International Ltd dba Atlaz	4.1%				
95	Cyberpower	UPS - Battery	ABRZ International Ltd dba Atlaz	4.1%				
96	Cyberpower	UPS - Modules	ABRZ International Ltd dba Atlaz	4.1%				
97	Dell	Campus Switches	Lyon Micro LLC	45.8%	5.00%	5.00%	5.00%	5.00%
98	Dell	Data Center Switches	Lyon Micro LLC	45.8%	5.00%	5.00%	5.00%	5.00%
99	Dell	Datacom Equipment/Server Mounting Racks	COMSOURCE Inc.	20.0%	2%	2%	2%	2%
100	Dell	Datacom Equipment/Server Mounting Racks - Accessories	COMSOURCE Inc.	20.0%	2%	2%	2%	2%
101	Dell	KVM	COMSOURCE Inc.	20.0%	2%	2%	2%	2%
102	Dell	Transceivers	Lyon Micro LLC	45.8%	5.00%	5.00%	5.00%	5.00%
103	Dell	Twinax Cables	Lyon Micro LLC	45.8%	5.00%	5.00%	5.00%	5.00%
104	Dell	Wireless Access Point	Lyon Micro LLC	18.0%	2.00%	2.00%	2.00%	2.00%
105	Dell	Wireless Controller	Lyon Micro LLC	18.5%	2.00%	2.00%	2.00%	2.00%
106	Dell	Wireless Controller - Software	Lyon Micro LLC	18.5%	2.00%	2.00%	2.00%	2.00%
107	Dell	Wireless NIC	Lyon Micro LLC	18.5%	2.00%	2.00%	2.00%	2.00%
108	Dell - Sonicwall	Firewall Hardware	ABRZ International Ltd dba Atlaz	24.2%		25%		
109	Dell - Sonicwall	Firewall Software	ABRZ International Ltd dba Atlaz	24.2%		25%		

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					Installation	Maintenance / Renewal	Support	Professional Engineering
110	D-Link	Firewall Hardware	No Award					
111	D-Link	Routers	No Award					
112	D-Link	Switches	No Award					
113	D-Link	Transceivers	No Award					
114	D-Link	Wireless Access Point	No Award					
115	D-Link	Wireless NIC	No Award					
116	Eaton Tripp Lite	Bulk Ethernet/Copper Cable	CDW Government LLC	52.8%	2%	2%	2%	2%
117	Eaton Tripp Lite	Bulk Fiber Cable	CDW Government LLC	34.2%	2%	2%	2%	2%
118	Eaton Tripp Lite	Cooling	ABRZ International Ltd dba Atlaz	36.5%				
119	Eaton Tripp Lite	Datacom Equipment/Server Mounting Racks	CDW Government LLC	36.3%	2%	2%	2%	2%
120	Eaton Tripp Lite	Firewall Hardware	CDW Government LLC	40.3%	2%	2%	2%	2%
121	Eaton Tripp Lite	KVM Switch	CDW Government LLC	43.5%	2%	2%	2%	2%
122	Eaton Tripp Lite	Line Monitor Equipment	CDW Government LLC	43.5%	2%	2%	2%	2%
123	Eaton Tripp Lite	Patch Cable - Fiber	CDW Government LLC	45.3%	2%	2%	2%	2%
124	Eaton Tripp Lite	Patch Cables - Ethernet	ABRZ International Ltd dba Atlaz	55.9%				
125	Eaton Tripp Lite	Print Servers	CDW Government LLC	42.3%	2%	2%	2%	2%
126	Eaton Tripp Lite	Routers	CDW Government LLC	42.3%	2%	2%	2%	2%
127	Eaton Tripp Lite	Routers - Software	CDW Government LLC	42.3%	2%	2%	2%	2%
128	Eaton Tripp Lite	Switches	CDW Government LLC	42.3%	2%	2%	2%	2%
129	Eaton Tripp Lite	Switches - Software	CDW Government LLC	42.3%	2%	2%	2%	2%
130	Eaton Tripp Lite	Transceivers	CDW Government LLC	42.3%	2%	2%	2%	2%
131	Eaton Tripp Lite	Transceivers/SFP/QSFP	CDW Government LLC	42.3%	2%	2%	2%	2%
132	Eaton Tripp Lite	UPS	CDW Government LLC	42.5%	2%	2%	2%	2%

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133	Eaton Tripp Lite	UPS - Battery	CDW Government LLC	42.8%	2%	2%	2%	2%
134	Eaton Tripp Lite	UPS - Modules	CDW Government LLC	42.8%	2%	2%	2%	2%
135	Eaton Tripp Lite	Wireless Access Point	CDW Government LLC	42.3%	2%	2%	2%	2%
136	Eaton Tripp Lite	Wireless NIC	ABRZ International Ltd dba Atlaz	15.0%				
137	Engenius	Hardware	Northland Communications	6.0%	5%	5%	5%	Hourly Rate
138	Extreme Networks	Routers	Lyon Micro LLC	62.3%	3%	5%	5%	3%
139	Extreme Networks	Switches	Lyon Micro LLC	62.3%	3%	5%	5%	3%
140	Extreme Networks	Transceivers	Lyon Micro LLC	62.3%	3%	5%	5%	3%
141	Extreme Networks	Wireless Access Point	Lyon Micro LLC	62.3%	3%	5%	5%	3%
142	F5	Cables	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
143	F5	Firewall	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
144	F5	Load Balancer	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
145	F5	Racks/Enclosures	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
146	F5	Security Threat Monitoring	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
147	F5	Transceivers	COMSOURCE Inc.	3.0%	2%	2%	2%	2%
148	FIS Fiber Instruments	Fiber Products	COMSOURCE Inc.	1.0%	2%	2%	2%	2%
149	Fluke	Line Monitor Equipment	ABRZ International Ltd dba Atlaz	9.5%				
150	Fortinet	Spam/Mail Filtering/Firewall Solutions	M. A. Polce Consulting Inc	37.0%	5%	5%	5%	5%
151	Fortinet (Meru)	Wireless Access Points	M. A. Polce Consulting Inc	37.0%	5%	5%	5%	5%
152	Granite	Cellular Routers	COMSOURCE Inc.	5.0%	2%	2%	2%	2%
153	HPE (Aruba)	Controllers	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
154	HPE (Aruba)	Switches	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
155	HPE (Aruba)	Wireless Access Point	COMSOURCE Inc.	53.0%	3%	3%	3%	3%

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					Installation	Maintenance / Renewal	Support	Professional Engineering
156	HPE (Aruba)	Wireless NIC	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
157	HPE (Network Equipment)	Controllers	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
158	HPE (Network Equipment)	Controllers - Software	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
159	HPE (Network Equipment)	Cooling	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
160	HPE (Network Equipment)	Datacom Equipment/Server Mounting Racks	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
161	HPE (Network Equipment)	Firewall Hardware	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
162	HPE (Network Equipment)	KVM Switch	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
163	HPE (Network Equipment)	Line Monitor Equipment	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
164	HPE (Network Equipment)	Patch Cable/Fiber	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
165	HPE (Network Equipment)	Patch Cables - Ethernet	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
166	HPE (Network Equipment)	Print Servers	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
167	HPE (Network Equipment)	Routers	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
168	HPE (Network Equipment)	Routers - Software	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
169	HPE (Network Equipment)	Switches	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
170	HPE (Network Equipment)	Switches - Software	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
171	HPE (Network Equipment)	Transceivers	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
172	HPE (Network Equipment)	UPS	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
173	HPE (Network Equipment)	UPS - Battery	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
174	HPE (Network Equipment)	UPS - Modules	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
175	HPE (Network Equipment)	Wireless Access Point	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
176	HPE (Network Equipment)	Wireless Access Point - Software	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
177	HPE (Network Equipment)	Wireless NIC	COMSOURCE Inc.	53.0%	3%	3%	3%	3%
178	Imagicle	UC Application Suite	CDW Government LLC	40.0%	2%	2%	2%	2%

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					Installation	Maintenance / Renewal	Support	Professional Engineering
179	Jabra	Headsets	ABRZ International Ltd dba Atlaz	32.5%				
180	Juniper	Firewall Hardware	CDW Government LLC	40.0%	2%	2%	2%	2%
181	Juniper	Routers	CDW Government LLC	40.0%	2%	2%	2%	2%
182	Juniper	Switches	CDW Government LLC	40.0%	2%	2%	2%	2%
183	Kajeet	Mobile Wi-Fi Broadband	COMSOURCE Inc.	6.0%	2%	2%	2%	2%
184	Leviton	Cable	No Award					
185	Lightspeed	Mobile Device Manager (Cloud Based Manager)	Bluum USA Inc	19.0%	2.50%	2.50%	2.50%	2.50%
186	Lightspeed	Relay - Cloud Based Internet Filter	Bluum USA Inc	19.0%	2.50%	2.50%	2.50%	2.50%
187	Net Scout	Testing and Measurement Tools	No Award					
188	Oberon	Access Point Protective Covers	No Award					
189	Oberon	Access Point Protective Covers, Waterproof	No Award					
190	Palo Alto	Firewall - Hardware	CDW Government LLC	30.0%	2.00%	2.00%	2.00%	2.00%
191	Plantronics	Headsets	ABRZ International Ltd dba Atlaz	37.6%				
192	Precision Optical Transceivers	Attenuators	Lyon Micro LLC	22.0%	2%	2%	2%	2%
193	Precision Optical Transceivers	Demultiplexers	Lyon Micro LLC	22.0%	2%	2%	2%	2%
194	Precision Optical Transceivers	Network Amplifiers	Lyon Micro LLC	22.0%	2%	2%	2%	2%
195	Precision Optical Transceivers	Network Multiplexers	Lyon Micro LLC	22.0%	2%	2%	2%	2%
196	Precision Optical Transceivers	Transceivers (SFPs)	Lyon Micro LLC	22.0%	2%	2%	2%	2%
197	RSI - Resource Software International	911 Alerting & Call Accounting Products	Northland Communications	26.0%	5%	5%	5%	Hourly Rate
198	Ruckus	Controllers	No Award					
199	Ruckus	Switches	CDW Government LLC	10.0%	2%	2%	2%	2%
200	Ruckus	Wireless Access Point	No Award					
201	Sonic Wall	Spam/Mail Filtering/Firewall Solutions - Software	ABRZ International Ltd dba Atlaz	24.2%				

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					Installation	Maintenance / Renewal	Support	Professional Engineering
202	Sonic Wall	Spam/Mail Filtering/Firewall Solutions - Hardware	ABRZ International Ltd dba Atlaz	24.2%				
203	Sophos	Firewall	CDW Government LLC	10.0%				
204	StarTech	Cables	ABRZ International Ltd dba Atlaz	30.2%				
205	StarTech	Component Video Switches	ABRZ International Ltd dba Atlaz	30.2%				
206	StarTech	Cooling	ABRZ International Ltd dba Atlaz	30.2%				
207	StarTech	Datacom Equipment/Server Mounting Racks	CDW Government LLC	15.8%	2%	2%	2%	2%
208	StarTech	Firewire	CDW Government LLC	35.4%	2%	2%	2%	2%
209	StarTech	Keyboard Mouse Adapters	CDW Government LLC	35.4%	2%	2%	2%	2%
210	StarTech	Splitters	CDW Government LLC	35.4%	2%	2%	2%	2%
211	TrendMicro	Security product such as TippingPoint	No Award					
212	TRENDnet	Network Adapters	ABRZ International Ltd dba Atlaz	5.5%				
213	Valcom	911 altering and safety	COMSOURCE Inc.	8.3%	2%	2%	2%	2%
214	Vertiv	Cooling	CDW Government LLC	43.9%	2%	2%	2%	2%
215	Vertiv	Datacom Equipment/Server Mounting Racks	CDW Government LLC	43.9%	2%	2%	2%	2%
216	Vertiv	KVM Switch	CDW Government LLC	43.9%	2%	2%	2%	2%
217	Vertiv	Line Monitor Equipment	CDW Government LLC	43.9%	2%	2%	2%	2%
218	Vertiv	UPS	CDW Government LLC	43.9%	2%	2%	2%	2%
219	Vertiv	UPS - Battery	CDW Government LLC	43.9%	2%	2%	2%	2%
220	Vertiv	UPS - Modules	CDW Government LLC	43.9%	2%	2%	2%	2%
221	Watchguard	Firewall Hardware	ABRZ International Ltd dba Atlaz	21.5%		21.50%		
222	XIMA	911 Alerting	Northland Communications	34.4%	5%	5%	5%	Hourly Rate
223	XIMA	Call Recording Server	Northland Communications	34.4%	5%	5%	5%	Hourly Rate
ADD	LENOVO	SERVERS/NETWORKING	Bluum USA Inc	10.0%				