



VCU Procurement Services

July 11, 2022

Omatic Software
Michelle Manning
3200 North Carolina Avenue
North Charleston, SC 29405
michelle.manning@omaticsoftware.com

RE: Contract #: 8067797BA-03
Renewal No.: 4 of 4

To Whom It May Concern:

Omatic Software's contract with Virginia Commonwealth University (VCU) for Blackbaud CRM Customization and Configuration expires on 9/30/2022 VCU intends to exercise the renewal of this contract in accordance with the terms of contract #: 8067797BA-03.

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

OPTIONAL USE CONTRACT:

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Services shall be provided in accordance with the contract for the renewal period: 10/1/2022 through 9/30/2023.

☐ Pricing remains the same as the previous contract period.

☒ Attached is the revised pricing in accordance with the contract terms.

☒ By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, P.O. Box 843040, Richmond, VA.

Please return this document to me as soon as possible. Your response may be emailed to me at baugustine@vcu.edu

Sincerely,

Brandon C. Augustine
Brandon C. Augustine
Category Manager

Contract #: 8067797BA-03

RESPONSE:

Omatic Software

Name of Firm



Signature

Murrell Timmons

Name Printed

Controller

Title

July 11, 2022

Date

Omatic Rates:

Basic Rate = \$250/hr

Rate for Complex engagements = \$350/hr

Note: 50 hour and 100 hour discount rates remain unchanged



VCU Procurement Services

September 9, 2021

Omatic Software
Mike Frenzel
3200 North Carolina Avenue
North Charleston, SC 29405
mike.frenzel@omaticsoftware.com

RE: Contract #: 8067797BA-03
Renewal No.: 3 of 4

To Whom It May Concern:

Omatic Software's contract with Virginia Commonwealth University (VCU) for Blackbaud CRM Customization and Configuration expires on 9/30/2021 VCU intends to exercise the renewal of this contract in accordance with the terms of contract #: 8067797BA-03.

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

OPTIONAL USE CONTRACT:

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Services shall be provided in accordance with the contract for the renewal period: 10/1/2021 through 9/30/2022.

- ☒ Pricing remains the same as the previous contract period.
- ☐ Attached is the revised pricing in accordance with the contract terms.
- ☒ By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, P.O. Box 843040, Richmond, VA.

Please return this document to me as soon as possible. Your response may be emailed to me at baugustine@vcu.edu

Sincerely,

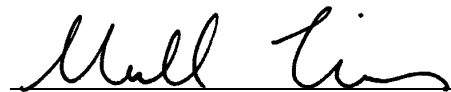
Brandon C. Augustine
Brandon C. Augustine
Category Manager

Contract #: 8067797BA-03

RESPONSE:

Omatic Software

Name of Firm



Signature

Murrell Timmons

Name Printed

Controller

Title

October 4, 2021

Date



VCU Procurement Services

September 2, 2020

Omatic Software
Mike Frenzel
3200 North Carolina Avenue
North Charleston, SC 29405
mike.frenzel@omaticsoftware.com

RE: Contract #: 8067797BA-03
Renewal No.: 2 of 4

To Whom It May Concern:

Omatic Software's contract with Virginia Commonwealth University (VCU) for Blackbaud CRM Customization and Configuration expires on 9/30/2020 VCU intends to exercise the renewal of this contract in accordance with the terms of contract #: 8067797BA-03.

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

OPTIONAL USE CONTRACT:

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Services shall be provided in accordance with the contract for the renewal period: 10/1/2020 through 9/30/2021.

- ☒ Pricing remains the same as the previous contract period.
- ☐ Attached is the revised pricing in accordance with the contract terms.
- ☒ By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, P.O. Box 843040, Richmond, VA.

Please return this document to me as soon as possible. Your response may be emailed to me at baugustine@vcu.edu

Sincerely,

Brandon C. Augustine
Brandon C. Augustine
Category Manager

Contract #: 8067797BA-03

RESPONSE:

Omatic Software

Name of Firm



Signature

Murrell Timmons

Name Printed

Controller

Title

September 2, 2020

Date



VCU

Procurement Services

COMMONWEALTH OF VIRGINIA STANDARD CONTRACT

Contract Number: 8067797BA-03

This contract entered into date by Omatic Software, hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Commonwealth University, called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

PERIOD OF THE PERFORMANCE: From October 1, 2018 through September 30, 2019 with the option to renew for four (4) additional one (1) year terms upon mutual written agreement of both parties.

SCOPE OF CONTRACT: The Contractor shall provide the goods to the Purchasing Agency as set forth in the Contract Documents.

The contract documents shall consist of:

- (1) This signed form
- (2) Contract Appendix A
- (3) The Request for Proposal (RFP) # 8067797BA, dated June 11, 2018
- (4) The Contractor's Proposal dated July 9, 2018

All documents are incorporated herein by reference. Any conflict or inconsistency between the incorporated documents shall be resolved by giving precedence in the following order:

- (1) This signed form
- (2) Contract Appendix A
- (3) The Request for Proposal (RFP) # 8067797BA, dated June 11, 2018
- (4) The Contractor's Proposal dated July 9, 2018

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

Omatic Software

By: [Signature]

Name Printed: William B. Desaiak

Date: 9/24/18

Title: V.P. OF SALES

PURCHASING AGENCY:

Virginia Commonwealth University

By: [Signature]

Name Printed: Karol Kain Gray

Date: 9-27-18

Title: VP for Finance and Budget



VCU

Procurement Services

APPENDIX A

CONTRACT #: 8067797BA-03

NEGOTIATED CLARIFICATIONS, MODIFICATIONS, AND ADDITIONS TO CONTRACT

Purchasing Agency and Contractor agree as follows:

Contractor's proposed pricing shall be modified to read as follows:

Hourly Rate:

- Basic Rate: \$175/ hour*
- Rate for Complex engagements: \$195/hour*

* Any reimbursement for travel, meals, or lodging, etc., shall only be reimbursed upon submittal of receipts and in accordance with VCU travel rules and allowable cost policies.

Note: 50 hour and 100 hour discount rates remain unchanged.

All other pricing found within Contractor's proposal remains unchanged.



3200 North Carolina Avenue
North Charleston | SC | 29405 | USA
Toll-free | 888.662.8426
omaticsoftware.com

To:

VCU Procurement Services

Proposal Processing 912 W. Grace Street, 5th Floor

Richmond, VA 23284

From:

Omatic Software

3200 North Carolina Avenue

North Charleston, SC 29405

Due Date: July 11, 2018

RFP No.: **8067797BA**

RFP Title: **Blackbaud CRM Customization and Configuration**

VIRGINIA COMMONWEALTH UNIVERSITY

REQUEST FOR PROPOSALS (RFP)

Blackbaud CRM Customization and Configuration

8067797BA

OFFER FORM

In compliance with this request for proposals and to all conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the services described herein in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation. Furthermore, the undersigned agrees not to start any work relative to this particular solicitation until a resulting formal signed Purchase Order is received by the Contractor from University Purchasing. Any work relative to this solicitation performed by the Contractor prior to receiving a formal signed Purchase Order shall be at the Contractor's own risk and shall not be subject to reimbursement by the University. **Signature below constitutes acknowledgement of all information contained through links referenced herein.**

A. GENERAL INFORMATION:

Name & Address of Firm:

Omatic Software
3200 North Carolina Ave
North Charleston, SC 29401

Date: 7/9/18

By (Signature in ink)



Name Typed: Michael Frenzel

E-Mail Address: info@omaticsoftware.com

Title: Enterprise Business Manager

Telephone: (888) 662-8426

Fax Number: 843 252 -4682

Toll free, if available

Toll free, if available

DUNS NO.: _____

FEI/FIN NO.: 35-2526976

B. SMALL, MINORITY & WOMAN OWNED BUSINESS INFORMATION

MINORITY-OWNED BUSINESS: () YES (x) NO WOMEN-OWNED: () YES (x) NO
NO REGISTERED WITH eVA: () YES (x) NO SMALL BUSINESS: () YES (x) NO
NO VIRGINIA DSBSD CERTIFIED: () YES (x) NO VIRGINIA DSBSD CERTIFICATION#: _____

C. PROPRIETARY OR CONFIDENTIAL INFORMATION

<input type="checkbox"/>	Check the box to the left "if" your proposal contains proprietary or confidential information. If so, add an attachment sheet to this form with details.	See Paragraph X for more information
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D. ACKNOWLEDGEMENT OF ADDENDA: Acknowledge your receipt of any addenda that may have been issued under this solicitation.

See Paragraph VIII for more information

Addendum #	Addendum #
Addendum Date	Addendum Date
Addendum #	Addendum #
Addendum Date	Addendum Date

Affix this Form as the FIRST PAGE of your proposal.

Introduction:

Omatic Software is grateful for the opportunity to respond to the recent RFP for Consulting Services from Virginia Commonwealth University (VCU). Omatic was founded in 2002, specifically to provide integration services to Blackbaud customers. In 2004, Omatic became Blackbaud's first technology partner, and we continue to have a very close relationship with Blackbaud today, as one of their largest partners.

We are an LLC based in Charleston, SC. Our focus remains on integration and increased efficiency with Blackbaud solutions, and colleges and universities are Omatic's largest client base. We currently provide solutions to several Virginia Association of State College & University Purchasing Professionals (VASCUPP) including Longwood University, Radford University, Virginia Military Institute, and William and Mary (Raymond Mason School of Business)

Qualifications of Omatic:

Beyond the integration experience with other Blackbaud solutions noted above, Omatic has been providing BBCRM services since 2012. Our first project was with Boys Town, who was already a long time Omatic client. Boys Town retained Omatic during their conversion and implementation to CRM, and we provided support and maintenance to them throughout the project.

Our standing as Blackbaud's oldest technology partner has been beneficial in our CRM projects, as well as our background in data integration with other Blackbaud solutions. We've capitalized on our proprietary duplicate scoring algorithm and data validation tools for our CRM projects, as well as relying on our vast array of Partner Relationships. We have longstanding relationships with Classy, MailChimp, Microsoft, Salesforce, RNL and other providers, including a deep knowledge of the APIs of typical integration solutions.

Omatic employs over 60 full-time staff, including software development, Product Management, Customizations, Consulting and Support. Our clients current number over 2,800.

Our typical BBCRM projects extend from Professional services offerings such as SDK training for CRM (recent projects include Davidson University and the University of Cincinnati) to project planning for Organizations and Universities moving to BBCRM (including Partners Healthcare and the University of Miami)

Our core competency remains building custom integrations the 3rd party leveraging our Omatic integration platform as a service. Recent integrations include Mavro, BBIS, Luminate, Classy, Moneris, Custom Web Portals and posting to General Ledgers.

Our other BBCRM clients include:

- United Way of Toronto/York (Customizations, Training and Consulting)
- University of Illinois Foundation (SDK Training)
- Shriners Hospitals for Children (Integrations and Customizations)
- Boston University (SDK Training)
- University of Connecticut (Retained Services, Customization, Support, Integrations)
- Arthritis Foundation (Integration Services)
- University of Cincinnati (SDK Training)
- Spectrum Health (Cleanup, Reporting, Training)
- University of British Columbia (Multiple Integration Projects, SDK Training)
- Catholic Health Initiatives (Migration Audit Project)
- Canadian Red Cross (Data Migration Analysis, Consulting)
- Jews for Jesus (SDK Training, Integration planning)
- Southern Poverty Law Center

We have extensive knowledge and experience in SKD Development and customization, Data Warehouse Development, Upgrade Support and Custom Reporting.

Omatic Differentiators:

- **Omatic's Platform** – Omatic has a proprietary toolset built upon a code-base which allows third-party or 'point' systems to be easily integrated with BBCRM as VCU determines to use them. This allows for vast efficiencies and faster deployment, and allows VCU to switch third party platforms with less time and expense. Our toolset includes an iPaaS (integrations platform as a service) and a core codebase, providing flexibility for VCU.
- **Batch Free** – While Blackbaud and other vendors rely on CRM's bulky batch process, Omatic has developed a unique custom staging and processing logic. This allows for much faster and more accurate processing, with automated data matching and validation. If a batch process is preferred, Omatic can build around batch.
- **Contemporary** - Provides a degree of 'futureproofing' by limiting the number of integration points with standard BBCRM features
- **Upgrade Friendly** -Avoiding the need to upgrade custom batches, batch extensions, or batch-related customization components

- **Support-** As a software company, Omatic has almost twenty years of experience supporting the products that we build. As opposed to a boutique consulting firm that just provides custom projects, our clients enjoy the documentation, support and easier upgrades that only Omatic can offer.

Omatic Methodology:

Omatic's project management process is organized and formulated based on the project and the needs of the client. Our initial phase is **discovery**, gathering project requirements; synthesizing and outlining project scope; and determining cost, duration, and complexity of the project. Once discovery is completed, a **solution** scope is developed and vetted with client. Omatic utilizes an **agile** development approach. We follow PMI standards for Project Management, and we have a formal process for change orders. We provide frequent delivery of functioning solution components and identify course corrections early in the process. Our shared progress chart provides transparency and collaboration.

Omatic Rate:

We would propose a rate card structure for VCU projects that would include rates for standard and complex work, and would be eligible for discount depending upon the specific project.

- Basic Rate = \$175
- Rate for Complex engagements = \$195
- Projects of more than 50 hours qualify for a 5% discount
- Projects of more than 100 hours qualify for a 10% discount

Omatic References:

Jason Metcalfe
Associate Director of Program Management | Development & Alumni Engagement
The University of British Columbia
Vancouver, BC V6T1Z3
Phone 604.822.5306
Email jason.metcalfe@ubc.ca

Lisa Hukill
Associate VP of Development
Boys Town
Boys Town, NE 68010
800-448-3000 Ext 1095
Email
Case Study available: <https://omaticsoftware.com/case-study/boys-town>

Colin Budd
Director of Programming and Information Services
UConn Foundation
Storrs, CT 06269
Phone (860) 486-1181
Email cbudd@foundation.uconn.edu

Other Assumptions:

Omatic will help VCU's technical team in developing business rules and applying them to the software. Omatic provides assistance with testing the configurations and customizations prior to delivery and during installation. Omatic will ensure confidentiality of VCU and affiliated foundation owned data through a formal agreement

Omatic provides remote support throughout the duration of each project, and can provide onsite support, when necessary. Omatic provides a service plan to ensure continued functionality through BBCRM upgrades. Omatic agrees to clearly state what source code is not provided before a project is kicked off. We do typically share code as long as it is not promulgated outside of the client organization.

Sample Scope

Please see Attachment A for a sample Omatic BBCRM integration scope of work.

Sample Project Plan

The following project plan is typical for a BBCRM integration project:

Staff Bios and Qualifications

Omatic has a staff of over 60 full-time employees, in product development, support, product management, customizations, consulting services and other areas. Omatic staff pertinent to this response include:



Olivia Baldwin, PMP - Project Manager Profile

Olivia is the Operations Manager for the Professional Services Team at Omatic Software, where her specialties include resource management and project management for enterprise-level engagements. Olivia has worked for Omatic since 2012, and prior to joining Omatic, Olivia managed the reunion campaign program for The Citadel Foundation, an organization that supports The Citadel Military College of South Carolina. Like most nonprofit professionals, she wore many hats including fundraising performance reporting, direct mail and volunteer coordination, event planning, and website content management. Olivia has six years of

nonprofit experience and twelve years of Raiser's Edge experience. She also holds a bachelor's degree in communication from the College of Charleston and is a PMI-certified Project Management Professional.

Steve Brewer - Consultant Profile

Steve is a Technical Consultant on the Professional Services team at Omatic Software, where he helps clients find solutions to a wide range of data and process related challenges as well as assists clients with customization programming. Steve brings over 19 years' experience working on a broad range of Blackbaud platform's including The Raiser's Edge, The Financial Edge, and Blackbaud CRM.

Prior to joining Omatic in 2012, Steve worked for several nonprofits, consulting firms, and other industries including the financial services and biotech sectors. Steve got his start in technology at Blackbaud on The Raiser's Edge 7 development team. With his many years of experience working with nonprofit organizations and Blackbaud products, as well as building custom data solutions, he continues to help organizations improve their data management processes by tailoring Omatic products to their exact needs.

Steve graduated from the University of North Carolina in Charlotte and holds a Bachelor of Arts degree in History.

Chuck Harkins - Consultant Profile



Chuck is a Senior Technical Consultant for Omatic Software on the Professional Services team. Chuck specializes in working with Blackbaud CRM and other products developed on the Blackbaud Infinity platform and has delivered solutions for a wide variety of clients spanning across all non-profit vertical markets.

Before joining Omatic in 2017, Chuck spent over 10 years at Blackbaud as a customization developer where he gained significant knowledge and experience developing solutions for Blackbaud CRM, Internet Services, Data Warehouse, Raiser's Edge and other products. Prior to that, Chuck spent several years developing web based solutions for companies in the pharmaceutical and biomedical sectors and has a total of 17 years experience in the software industry.

Chuck has a Bachelor of Science in Bioresource Engineering from Rutgers University and a degree in Information Technology from the Memorial University of Newfoundland, where he finished with the highest GPA in the class. He also holds numerous certificates from Microsoft. Chuck is based in Charleston, SC.

Matt Hall - Consultant Profile



Matt is a Senior Technical Consultant for Omatic Software on the Professional Services team. He works with clients to dismantle complex business problems and develop tailored software solutions. Matt specializes in working with Blackbaud CRM and other products developed on the Blackbaud Infinity platform. Prior to joining Omatic in 2015, Matt spent 8 years in the higher education nonprofit arena, working for both the Georgia Tech Alumni Association and the University of Connecticut Foundation. Matt also spent four years at Blackbaud as part of the original enterprise solutions team. He was responsible for implementing and customizing Blackbaud CRM for enterprise nonprofits. Matt has also worked as a software developer at IBM Internet Security Systems and Kaplan IT Certification. Matt graduated from the Georgia Institute of Technology with a degree in Computer Science. In his free time, Matt volunteers for various organizations around his current hometown of Alpharetta, Georgia.

Stu Manewith - Director of Professional Services



Stuart ('Stu') Manewith joined the Omatic Software team in January as the Director of Professional Services. He is a veteran in the field of development and fundraising as well as nonprofit financial management and technology consulting. Before joining Omatic in 2015, Stu worked for 13 years at Blackbaud, focusing on delivering The Raiser's Edge, Financial Edge, and Blackbaud CRM implementations to large human services, faith-based, federated (chapterbased), and community-focused organizations. Prior to his time at Blackbaud, Stu served in senior fundraising, program management, and financial management positions at two St. Louis-based non-profits. His professional areas of expertise include nonprofit business process improvement and effectively integrating development office and finance office operations. Stu has a Master of Arts in Business Administration from the University of Wisconsin and a Bachelor of Science in Business Administration from Washington University. A Chicago native, he resides in St. Louis, Missouri.

Mike Frenzel - Higher Education Business Manager



Mike Frenzel is an Enterprise Account Executive for Omatic Software. Mike has worked in nonprofit technology for over 16 years and spent six years at Blackbaud prior to joining Omatic in 2014. He has extensive experience with Higher Education institutions and primarily works with colleges and universities. Mike holds the bCRE-Pro designation, and has worked with Raiser's Edge, Financial Edge, Education Edge and BBCRM.

Mike also served for four years as a board member with the American College of Building Arts. Mike continues to be heavily involved in the local nonprofit sector, volunteering for organizations like Lowcountry Land Trust. He holds a Bachelor

of Arts in History from Wake Forest University.

Jamie McDaniel - Consultant Profile



Jamie is a Technical Consultant for Omatic Software on the Professional Services team, where he specializes in working with Blackbaud CRM along with other products developed across different platforms. Before joining Omatic in 2017, Jamie spent 6 years with Blackbaud as a Support Analyst, Implementation Consultant, and Conversions Analyst.

Jamie has experience in The Raiser's Edge, Financial Edge, Luminate Online, and Blackbaud CRM. Prior to his tenure at Blackbaud, Jamie worked in the Finance Industry as a Financial Advisor. Jamie holds a Bachelor of Science in Business Administration from The Citadel as

well as a degree in Information Technology from Trident Technical College. In his free time, Jamie volunteers at his local church and enjoys spending time with his wife and two daughters. Jamie is based in Charleston, SC.

Payment Methods

1. **Electronically through a Wells Fargo Visa commercial card:** Payment will be made ten days (10) after receipt of a proper invoice for the amount of payment due, or ten (10) days after receipt of the goods or services, whichever is later.

It is the Contractor's responsibility to contact its banking institutions to determine any credit limit that may restrict the payment of invoices. It is the Contractor's responsibility to have its credit limit raised as necessary to facilitate the timely payment of all invoices. Invoices exceeding the Contractor's credit limit will be returned unpaid.

Failure to accept the commercial card after award of contract will be considered a contract compliance issue and will be addressed accordingly. In addition, invoices will be returned without payment until the Contractor can accept the payment through the commercial card.

Questions regarding this method of payment should be sent to commcard@vcu.edu.

2. **ACH:** Electronic payment via automated clearing house (ACH) to the vendor provided bank account of record. Payment is processed thirty (30) days after receipt of a proper invoice for the amount of payment due, or thirty (30) days after receipt of the goods or services, whichever is later. Additional information about ACH payments is available at:

<http://treasury.vcu.edu/banking/vendor-ach/>.

Contractor must indicate the method of payment selected:

_____ Commercial Card Payment (Wells Fargo)

X _____ Automated Clearing House (ACH)

Invoicing and Payment Method Acknowledgement:

Signature: _____

Name Printed: Michael Frenzel

Title: Enterprise Business Manager

Name of Firm: Omatic Software

Date: 7-9-18

PARTICIPATION BY SMALL BUSINESSES, BUSINESSES OWNED BY WOMEN

BUSINESSES OWNED BY MINORITIES

This appendix should only be completed by firms that are not Virginia Department of Small Business and Supplier Diversity (DSBSD) certified small businesses.

Offeror certifies that it will involve Small Businesses, Women-Owned Businesses, and/or Minority-Owned Businesses (SWaM) in the performance of this contract either as part of a joint venture, as a partnership, as Subcontractors or as suppliers.

VCU has an overall goal of 42% SWaM participation for all annual purchases and seeks the maximum level of participation possible from all its contractors.

SWaM Subcontracting Plan: In the space below, please describe the areas in which you plan to utilize SWaM-certified businesses as subcontractors. Please be specific as to what types of goods and/or services these subcontractors will provide during the performance of the contract. If currently known, please list the exact SWaM-certified subcontractors you plan to utilize.

Omatic does not plan on subcontracting any work for this project.

Commitment for utilization of DSBSD SWaM Businesses:

% of total contract amount that will be performed by DSBSD certified SWaM businesses.

Identify the individual responsible for submitting SWaM reporting information to VCU:

Name Printed: Michael Frenzel

Email: mikef@omaticsoftware.com

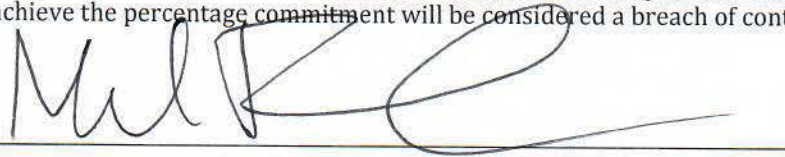
Phone: 843-628-5920

Firm: Omatic Software

Offeror understands and acknowledges that the subcontracting plan above represents a contractual commitment by the Offeror. Failure to achieve the percentage commitment will be considered a breach of contract and may result in contract default.

Acknowledged:

By (Signature):



Name Printed: Michael Frenzel

Title: Enterprise Business Manager

Attachment 1: Sample Scope of Work