

Hewlett Packard Enterprise Company
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July 06, 2018

Solomon Kingston, State Contract Analyst
State of Utah
Division of Purchasing
skingston@utah.gov

Reference: NASPO ValuePoint Master Agreement for Cloud Solutions, RFP #SK18008

Chris Backs
Sr. Contract Negotiator,
State and Local Govt.
Tel.: +1-970-898-5613
Chris.backs@hpe.com

Dear Mr. Kingston:

Hewlett Packard Enterprise Company (HPE) appreciates the opportunity to present our Response to the State of Utah and the NASPO ValuePoint Cooperative Purchasing Program for Cloud Solutions. HPE recognizes and appreciates the value NASPO ValuePoint Cooperative Procurement Program brings to its partners, and we realize the magnitude of this effort. With that in mind, HPE stands ready to assist NASPO ValuePoint with this RFP and the future contract.

HPE and its affiliates have had a successful relationship with NASPO ValuePoint contracts for many years, with over \$1.5 billion of products and services having been ordered, delivered, installed, and in use. Participating governments and Purchasing Entities have realized a large amount of savings, allowing them to get updated technology into the hands of State and Local government as well as educational entities. In responding to this RFP, HPE commits to leverage our talents, resources and experience for the success of NASPO ValuePoint and its Participating Entities.

As required by the RFP:

- HPE understands we may be required to negotiate additional terms and conditions, including additional administrative fees, with Participating Entities when executing a Participating Addendum.
- HPE is the author responsible for this written proposal.
- HPE is not currently suspended, debarred or otherwise excluded from federal or state procurement and non-procurement programs.
- HPE acknowledges that a 0.25% NASPO ValuePoint Administrative Fee and any Participating Entity Administrative fee will apply to total net sales for the Master Agreement(s) awarded from the RFP.
- HPE is proposing service models SaaS for public deployment, IaaS for private, hybrid and public deployment and PaaS for private, hybrid and public deployment.
- HPE is capable of storing and securing low risk data, moderate risk data and high risk data for all service models.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chris Backs", written over a blue circular stamp or seal.

Chris Backs
Sr. Contract Negotiator, State and Local Govt.
Authorized Signatory for HPE