



MANUFACTURER'S AUTHORIZATION FORM

Date: April 7, 2011

To: Arizona Department of Administration – State Procurement Office
ADOA Building
100 N. 15th Ave., Suite 201
Phoenix, AZ 85007

Subject: Solicitation No: ADSP011-00000358 – WSCA Software Value-Added Reseller

Cisco Systems, Inc. ("Cisco") hereby confirms that, as of the date of this letter, Dell Marketing is a Gold certified Cisco channel partner and that Cisco and Dell Marketing have entered into an agreement for the purchase and resale of Cisco Products and/or Services ("Agreement").

This means that Dell Marketing has complied with the Cisco certification procedure and is duly authorized to purchase and resell Cisco products as well as negotiate the terms and conditions of support and maintenance services on Cisco products, including warranties, in accordance with the terms and conditions of such Agreement.

Furthermore, Dell Marketing is specialized in the following Cisco Software categories:

- Cisco WebEx

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

This Authorization shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact me at mslafka@cisco.com or at (703) 484-0071.

Sincerely,

A handwritten signature in blue ink, appearing to read "M.C. Slafka".

Mark C. Slafka
Cisco Systems, Inc.