



Response For:
WSCA Software Value Added Reseller
Solicitation# ADSPO11-00000358
Response Due: April 15, 2011

Submitted To:
Maureen L. McGovern
Senior Procurement Specialist
State of Arizona Department of Administration
State Procurement Office
100 North 15th Avenue, Suite 201
Phoenix, Arizona 85007

Submitted On:
April 11, 2011

Submitted By:
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April 11, 2011



Maureen L. McGovern
Senior Procurement Specialist
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100 North 15th Avenue, Suite 201
Phoenix, Arizona 85007

Subject: Response to RFP titled "WSCA Software Value-Added Reseller" due April 15, 2011.

Onix Networking Corporation is very pleased to submit this response to the Arizona Department of Administration State Procurement Office's RFP titled, "WSCA Software Value-Added Reseller." Our offer is valid for 180 days from the date of receipt of proposal or from receipt of the best and final offer and contains all requested terms, pricing, and technical details. We fully accept all of the terms, conditions, and provisions that are included in the solicitation and addendum and we understand that the contractor shall only tender for acceptance those items that conform to the requirements of this contract. We hold all of the required insurance policies and the appropriate values for this contract.

Onix Networking has taken a non-conventional approach to this opportunity as we strongly feel that a leading industry vendor is missing from the Key Itemized and/or Other Itemized Publishers List. We are a Google Enterprise Partner and can ensure you that a majority of the states and their respective agencies participating in the WSCA have either recently procured Google Software (within the past 3 years) or have been long standing Google customers. Many of these were rather large and or statewide deployments, which may have benefited from a contract through WSCA rather than completing their own solitary procurements.

Alaska	State of Alaska- Google Search Customer 9 Years
Arizona	Mesa Unified School District- July 2008- Google Apps Software, Google Search Maricopa Community College- January 2011- Google Message Discovery Software
California	City of Los Angeles- (October 2009) 30,000 Users Google Apps Software, Google Maps Software, Google Search University of Southern California- Google Apps Software El Dorado County Sherriff's Office- Google Apps Software Amador County- Google Software California Department of Justice- Google Maps Software California Department of Motor Vehicles- Google Earth Software County of Orange California- Google Site Search California State Monterey Bay- Google Software County of Los Angeles- Google Search Metropolitan Water District- Google Search



	California Department of Rehabilitation- Google Search California Public Utilities- Google Search
Colorado	State of Colorado- Google Apps Software Larimer County- Google Software Colorado Department of Transportation- Google Maps Software Lower Colorado River Authority (LCRA)- Google Earth Software
Hawaii	State of Hawaii- Google Earth
Idaho	Idaho National Labs- Google Software
Minnesota	Minnesota Department of Revenue- Google Search
Montana	Montanaview- Uses Google Earth in their education exercises: http://montanaview.org/%5Cresources/GoogleEarthExercise.pdf Montana State University- Google Apps Software
Nevada	Clark County- Google Search
New Mexico	New Mexico Attorney General- Google Apps and Message Discovery Software New Mexico Department of Information Technology- Google Search
Oregon	Multhomah County- Google Software Department of Business & Consumer Services- Google Search Oregon DHS OIS Administration- Google Maps State of Oregon- Google Search
South Dakota	South Dakota- Google Earth Water boundaries project http://sd.water.usgs.gov/projects/GoogleHuc/GoogleHUC.html
Utah	Utah State University- Google Apps Software
Washington	City of Seattle- Google Apps Software and Google Search City of Issaquah- Google SketchUp Software Washington Department of Revenue- Google Search Washington Secretary of State- Google Search City of Redmond- Google SketchUp Software
Wyoming	State of Wyoming- October 2010- 10,000 Users Google Apps Software

Onix Networking has been a Google Enterprise Partner since 2002, and was the first Google partner to hold a GSA Schedule. Onix was one of the first Google partners invited to the initial Google Apps Partner Advisory Board, and is the only partner to sell and support the entire spectrum of Google products, including Google Earth and Maps, Google Sketchup, Google Search, Google Apps, Postini and Google Message Encryption. Onix Networking has built a business around Google Enterprise Solutions that is unmatched in the market. We have the depth of knowledge, resources and relationships to help every one of our Google clients succeed in delivering Google Enterprise solutions to their users. As demonstrated by our satisfied and repeat clients, Onix Networking is able to provide the highest quality and value products and services.



We have included the following completed offer forms for your review:

- Offer Form 1 – Offeror Questionnaire - Qualifications
- Offer Form 1A – Offeror Qualifications, Attachment – Represented Publishers, certifications
- Offer Form 2 – Offeror Questionnaire – Methodology
- Offer and Acceptance Form
- Offeror - Exceptions
- Offeror - Pricing
- Reseller Certifications: Google, Rhiza, Genesys
- Sample Invoices: Services and Product

WSCA's strategic goals are what drive advancement and development which will drive us as well. It is our goal to provide the best quality service and technology to meet these goals in the most effective manner possible. We hope you consider our proposal in addition to adding Google as one of your Itemized Publishers, as this would allow for cost saving solutions and a high level of customer satisfaction as many of the states are currently choosing to move to Google yet are not able to use this contract given that Google is not available through it.

If you have any questions regarding this response, please feel free to contact me at timn@onixnet.com or 800-664-9638. Thank you for your time, consideration, and the opportunity to respond.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Needles".

Tim Needles
CEO and President, Onix Networking Corp.