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HUB Subcontracting Plan (HSP)

QUICK CHECKLIST

While this HSP Quick Checklist is being provided to merely assist you in readily identifying the sections of the HSP form that you will need to complete, it is very important that you adhere to the instructions in the HSP form and instructions provided by the contracting agency.

➤ **If you will be awarding all of the subcontracting work you have to offer under the contract to only Texas certified HUB vendors, complete:**

- ☐ Section 1 - Respondent and Requisition Information
- ☐ Section 2 a. - Yes, I will be subcontracting portions of the contract.
- ☐ Section 2 b. - List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors.
- ☐ Section 2 c. - Yes
- ☐ Section 4 - Affirmation
- ☐ GFE Method A (Attachment A) - Complete an Attachment A for each of the subcontracting opportunities you listed in Section 2 b.

➤ **If you will be subcontracting any portion of the contract to Texas certified HUB vendors and Non-HUB vendors, and the aggregate percentage of all the subcontracting work you will be awarding to the Texas certified HUB vendors with which you do not have a *continuous contract** in place for more than five (5) years *meets or exceeds* the HUB Goal the contracting agency identified in the "Agency Special Instructions/Additional Requirements", complete:**

- ☒ Section 1 - Respondent and Requisition Information
- ☒ Section 2 a. - Yes, I will be subcontracting portions of the contract.
- ☒ Section 2 b. - List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors and Non-HUB vendors.
- ☒ Section 2 c. - No
- ☒ Section 2 d. - Yes
- ☒ Section 4 - Affirmation
- ☒ GFE Method A (Attachment A) - Complete an Attachment A for each of the subcontracting opportunities you listed in Section 2 b.

➤ **If you will be subcontracting any portion of the contract to Texas certified HUB vendors and Non-HUB vendors or only to Non-HUB vendors, and the aggregate percentage of all the subcontracting work you will be awarding to the Texas certified HUB vendors with which you do not have a *continuous contract** in place for more than five (5) years *does not meet or exceed* the HUB Goal the contracting agency identified in the "Agency Special Instructions/Additional Requirements", complete:**

- ☐ Section 1 - Respondent and Requisition Information
- ☐ Section 2 a. - Yes, I will be subcontracting portions of the contract.
- ☐ Section 2 b. - List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors and Non-HUB vendors.
- ☐ Section 2 c. - No
- ☐ Section 2 d. - No
- ☐ Section 4 - Affirmation
- ☐ GFE Method B (Attachment B) - Complete an Attachment B for each of the subcontracting opportunities you listed in Section 2 b.

➤ **If you will not be subcontracting any portion of the contract and will be fulfilling the entire contract with your own resources (i.e., employees, supplies, materials and/or equipment, including transportation and delivery, complete:**

- ☐ Section 1 - Respondent and Requisition Information
- ☐ Section 2 a. - No, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources.
- ☐ Section 3 - Self Performing Justification
- ☐ Section 4 - Affirmation

***Continuous Contract**: Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service, to include transportation and delivery under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.*

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HUB Subcontracting Plan (HSP)

In accordance with Texas Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutilized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.13 are:

- ***11.2 percent for heavy construction other than building contracts,***
- ***21.1 percent for all building construction, including general contractors and operative builders' contracts,***
- ***32.9 percent for all special trade construction contracts,***
- ***23.7 percent for professional services contracts,***
- ***26.0 percent for all other services contracts, and***
- ***21.1 percent for commodities contracts.***

- - Agency Special Instructions/Additional Requirements - -

In accordance with 34 TAC §20.14(d)(1)(D)(iii), a respondent (prime contractor) may demonstrate good faith effort to utilize Texas certified HUBs for its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to satisfy this requirement, only the aggregate percentage of the contracts expected to be subcontracted to HUBs with which the respondent does not have a continuous contract in place for more than five (5) years shall qualify for meeting the HUB goal. This limitation is designed to encourage vendor rotation as recommended by the 2009 Texas Disparity Study.*

21.1 percent for commodities contracts.

SECTION-1: RESPONDENT AND REQUISITION INFORMATION

a. Respondent (Company) Name: Hewlett-Packard Company — State of Texas VID #: 1941081436211

Point of Contact: Joseph Perugini — Phone #: (936) 689-0598

E-mail Address: joseph.perugini@hp.com — Fax #: (832) 442-5921

b. Is your company a State of Texas certified HUB? ☐ - Yes ☑ - No

c. Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211) — Bid Open Date: 01/08/2014 (mm/dd/yyyy)

Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

SECTION-2: RESPONDENT's SUBCONTRACTING INTENTIONS

After dividing the contract work into reasonable lots or portions to the extent consistent with prudent industry practices, and taking into consideration the scope of work to be performed under the proposed contract, including all potential subcontracting opportunities, the respondent must determine what portions of work, **including contracted staffing, goods, services, transportation and delivery will be subcontracted**. Note: In accordance with 34 TAC §20.11., a "Subcontractor" means a person who contracts with a prime contractor to work, to supply commodities, or to contribute toward completing work for a governmental entity.

a. Check the appropriate box (Yes or No) that identifies your subcontracting intentions:

☑ - *Yes*, I will be subcontracting portions of the contract. (If *Yes*, complete Item b of this SECTION and continue to Item c of this SECTION.)

☐ - *No*, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources, including employees, goods, services, transportation and delivery. (If *No*, continue to SECTION 3 and SECTION 4.)

b. List all the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you do not have a continuous contract* in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to HUBs with which you have a continuous contract* in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to non-HUBs.
1	Pre-Sales Support, Quoting, Order Processing and Payments	32.5 %	%	17.0 %
2	Hardware and Software Configuration and Related Services	32.5 %	%	17.0 %
3	Pre-Sales Support, Quoting, Order Assistance and Tracking	%	%	1.0 %
4		%	%	%
5		%	%	%
6		%	%	%
7		%	%	%
8		%	%	%
9		%	%	%
10		%	%	%
11		%	%	%
12		%	%	%
13		%	%	%
14		%	%	%
15		%	%	%
	Aggregate percentages of the contract expected to be subcontracted:	65.0 %	%	35.0 %

(Note: If you have more than fifteen subcontracting opportunities, a continuation sheet is available online at http://window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/).

c. Check the appropriate box (Yes or No) that indicates whether you will be using **only** Texas certified HUBs to perform **all** of the subcontracting opportunities you listed in SECTION 2, Item b.

☐ - *Yes* (If *Yes*, continue to SECTION 4 and complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)

☑ - *No* (If *No*, continue to Item d, of this SECTION.)

d. Check the appropriate box (Yes or No) that indicates whether the aggregate expected percentage of the contract you will subcontract **with Texas certified HUBs** with which you **do not** have a **continuous contract*** in place with for **more than five (5) years**, meets or exceeds the HUB goal the contracting agency identified on page 1 in the "**Agency Special Instructions/Additional Requirements**."

☑ - *Yes* (If *Yes*, continue to SECTION 4 **and** complete an "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed.)

☐ - *No* (If *No*, continue to SECTION 4 **and** complete an "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed.)

***Continuous Contract**: Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service, to include transportation and delivery under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.*

Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

SECTION-2 RESPONDENT's SUBCONTRACTING INTENTIONS (CONTINUATION SHEET)

This page can be used as a continuation sheet to the HSP Form's page 2, Section 2, Item b. Continue listing the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you do not have a continuous contract* in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to HUBs with which you have a continuous contract* in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to non-HUBs.
16		%	%	%
17		%	%	%
18		%	%	%
19		%	%	%
20		%	%	%
21		%	%	%
22		%	%	%
23		%	%	%
24		%	%	%
25		%	%	%
26		%	%	%
27		%	%	%
28		%	%	%
29		%	%	%
30		%	%	%
31		%	%	%
32		%	%	%
33		%	%	%
34		%	%	%
35		%	%	%
36		%	%	%
37		%	%	%
38		%	%	%
39		%	%	%
40		%	%	%
41		%	%	%
42		%	%	%
43		%	%	%
	Aggregate percentages of the contract expected to be subcontracted:	%	%	%

***Continuous Contract**: Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service, to include transportation and delivery under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.*

Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

SECTION-3 SELF PERFORMING JUSTIFICATION (If you responded "No" to SECTION 2, Item a, you must complete this SECTION and continue to SECTION 4.)

If you responded "No" to SECTION 2, Item a, in the space provided below explain how your company will perform the entire contract with its own employees, supplies, materials and/or equipment, to include transportation and delivery.

Not applicable.

SECTION-4: AFFIRMATION

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP is true and correct. Respondent understands and agrees that, if awarded any portion of the requisition:

- The respondent will provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor for the awarded contract. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.
- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying its compliance with the HSP, including the use of and expenditures made to its subcontractors (HUBs and Non-HUBs). (The PAR is available at http://www.window.state.tx.us/procurement/prog/hub/hub-forms/progressassessmentrpt.xls).
- The respondent must seek approval from the contracting agency prior to making any modifications to its HSP, including the hiring of additional or different subcontractors and the termination of a subcontractor the respondent identified in its HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to any and all enforcement remedies available under the contract or otherwise available by law, up to and including debarment from all state contracting.
- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are being performed and must provide documentation regarding staffing and other resources.

Signature on File	Catherine Bingham	Contract Admin	09/30/2015
Signature	Printed Name	Title	Date (mm/dd/yyyy)

Reminder:

- If you responded "**Yes**" to **SECTION 2, Items c or d**, you must complete an "HSP Good Faith Effort - Method A (Attachment A)" **for each** of the subcontracting opportunities you listed in SECTION 2, Item b.
- If you responded "**No**" **SECTION 2, Items c and d,** you must complete an "HSP Good Faith Effort - Method B (Attachment B)" **for each** of the subcontracting opportunities you listed in SECTION 2, Item b.

HSP Good Faith Effort - Method A (Attachment A)

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Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 1 **Description:** Pre-Sales Support, Quoting, Order Processing and Payments

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Emplioyer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
360 TECHNOLOGIES, INC.	☐ - Yes ☑ - No	1742919332300	$ 20,000	0.01 %
3-C TECHNOLOGY, L.L.C.	☑ - Yes ☐ - No	1800709606000	$ 20,000	0.01 %
A&A GRAPHICS SUPPLY CORP	☐ - Yes ☑ - No	1752430356100	$ 40,000	0.03 %
ABACUS COMPUTERS, INC.	☑ - Yes ☐ - No	1751844304300	$ 3,600,000	2.45 %
AMARILLO COMPUTERS	☑ - Yes ☐ - No	1752185718900	$ 20,000	0.01 %
ADVANCETECH SYSTEMS 2 INC	☑ - Yes ☐ - No	1760366630000	$ 20,000	0.01 %
AGILENT SOLUTIONS	☑ - Yes ☐ - No	1760625015100	$ 20,000	0.01 %
ALPHAWORKS LLC	☑ - Yes ☐ - No	1271817167600	$ 200,000	0.14 %
AL-RAZAQ COMPUTING SERVICES	☑ - Yes ☐ - No	1760475149900	$ 20,000	0.01 %
AMAGINE TECHNOLOGIES, LLC	☑ - Yes ☐ - No	1201009266100	$ 20,000	0.01 %
AMTECH COMPUTER SYSTEMS INC	☑ - Yes ☐ - No	1742620521100	$ 20,000	0.01 %
ARCHIVE SUPPLIES INC	☐ - Yes ☑ - No	1752268236200	$ 40,000	0.03 %
AUSTIN RIBBON & COMPUTER SUPPLIES INC	☑ - Yes ☐ - No	1742339797900	$ 3,200,000	2.18 %
AVINEXT	☑ - Yes ☐ - No	1742511528800	$ 1,200,000	0.82 %
CAD SUPPLIES SPECIALTY, INC.	☐ - Yes ☑ - No	1742969944400	$ 200,000	0.14 %
CALL ONE, INC.	☑ - Yes ☐ - No	1592866791200	$ 20,000	0.01 %
CANNON IV OF TEXAS	☐ - Yes ☑ - No	1201248984000	$ 40,000	0.03 %
CDW GOVERNMENT LLC	☐ - Yes ☑ - No	1364230110800	$ 5,600,000	3.81 %
CENTRE TECHNOLOGIES, INC.	☑ - Yes ☐ - No	1510609177800	$ 200,000	0.14 %
CESCO, INC.	☑ - Yes ☐ - No	1751658388100	$ 20,000	0.01 %
CHECKPOINT SERVICES INC	☑ - Yes ☐ - No	1742775490200	$ 40,000	0.03 %
CIMA SOLUTIONS GROUP LTD.	☑ - Yes ☐ - No	1202446920200	$ 200,000	0.14 %
COMPUCOM SYSTEMS, INC.	☐ - Yes ☑ - No	1382363156201	$ 200,000	0.14 %

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

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Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 1 **Description:** Pre-Sales Support, Quoting, Order Processing and Payments

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
COMPUTER EXPRESS	☑ - Yes ☐ - No	1742650108000	$ 20,000	0.01 %
COMPUTER SOLUTIONS	☑ - Yes ☐ - No	1942650013800	$ 200,000	0.14 %
CRINER-DANIELS & ASSOCIATES INC	☑ - Yes ☐ - No	1760076613700	$ 400,000	0.27 %
DATASOURCE MOBILITY	☐ - Yes ☑ - No	1270792007500	$ 200,000	0.14 %
DB COMPUTER SOLUTIONS INC	☑ - Yes ☐ - No	1752731181900	$ 200,000	0.14 %
DECISION TREE, INC.	☑ - Yes ☐ - No	1742538104700	$ 400,000	0.27 %
DELCOM GROUP, LP	☑ - Yes ☐ - No	1010604799500	$ 3,200,000	2.18 %
DESERT COMMUNICATIONS INC	☐ - Yes ☑ - No	1742700166800	$ 200,000	0.27 %
DOC2E-FILE, INC.	☑ - Yes ☐ - No	1760640305700	$ 20,000	0.01 %
DYKON COMPUTER HELP CENTER, INC.	☑ - Yes ☐ - No	1721348878000	$ 20,000	0.01 %
ELP ENTERPRISES, INC.	☑ - Yes ☐ - No	1760619440900	$ 200,000	0.14 %
ENHANCED LASER PRODUCTS	☐ - Yes ☑ - No	1760317244000	$ 200,000	0.14 %
EN POINTE TECHNOLOGIES INC	☐ - Yes ☑ - No	1954650291500	$ 200,000	0.14 %
EXEBRIDGE, INC.	☑ - Yes ☐ - No	1760550795700	$ 200,000	0.14 %
FLAIR DATA SYSTEMS	☐ - Yes ☑ - No	1750995208500	$ 200,000	0.14 %
FLORES AND ASSOCIATES LLC	☑ - Yes ☐ - No	1020681547300	$ 20,000	0.01 %
GATEWAY PRINTING & OFFICE SUPPLY INC	☐ - Yes ☑ - No	1741502629700	$ 200,000	0.14 %
GLOBAL GOVT EDUCATIONS SOLUTIONS INC	☐ - Yes ☑ - No	1200272419800	$ 200,000	0.14 %
GLOBAL ON-LINE COMPUTERS INC	☑ - Yes ☐ - No	1742822022600	$ 20,000	0.01 %
GOVCONNECTION, INC.	☐ - Yes ☑ - No	1521837891500	$ 1,600,000	1.09 %
HEWLETT-PACKARD STATE & LOCAL	☐ - Yes ☑ - No	1364172737800	$ 400,000	0.27 %
HIED, INC.	☑ - Yes ☐ - No	1760385002900	$ 20,000	0.01 %
HORIZON TELEPHONE SYSTEMS, INC.	☑ - Yes ☐ - No	1742435600800	$ 20,000	0.01 %

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

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Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 1 **Description:** Pre-Sales Support, Quoting, Order Processing and Payments

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
HOWARD TECHNOLOGY SOLUTIONS	☐ - Yes ☑ - No	1640466143700	$ 200,000	0.14 %
HP ENTERPRISE SERVICES, LLC	☐ - Yes ☑ - No	1752548221600	$ 400,000	0.27 %
IDELIVER TECHNOLOGIES LLC	☐ - Yes ☑ - No	1270904018700	$ 200,000	0.14 %
IMAGENET CONSULTING, LLC	☐ - Yes ☑ - No	1453028912401	$ 200,000	0.14 %
INSIGHT PUBLIC SECTOR	☐ - Yes ☑ - No	1363949000500	$ 200,000	0.14 %
INTECH SOUTHWEST SERVICES LLC	☑ - Yes ☐ - No	1204028528500	$ 5,600,000	3.81 %
IT SOLUTIONS ON DEMAND LLC	☑ - Yes ☐ - No	1611573553800	$ 20,000	0.01 %
KST DATA INC.	☐ - Yes ☑ - No	1330416872000	$ 200,000	0.14 %
LUMENATE. LP	☐ - Yes ☑ - No	1830389858100	$ 200,000	0.14 %
LYNC VERSE TECHNOLOGIES, INC.	☑ - Yes ☐ - No	1470986297400	$ 800,000	0.54 %
M&A TECHNOLOGY, INC.	☑ - Yes ☐ - No	1752132118600	$ 40,000	0.03 %
M & T CONSULTING, L.L.C.	☑ - Yes ☐ - No	1611493855400	$ 560,000	0.38 %
M2 TECHNOLOGY INC	☐ - Yes ☑ - No	1742961396500	$ 200,000	0.14 %
MAINLINE INFORMATION SYSTEMS INC	☐ - Yes ☑ - No	1592960721400	$ 400,000	0.27 %
MDL ENTERPRISE, INC	☑ - Yes ☐ - No	1760384632400	$ 400,000	0.27 %
METRO-REPRO INC	☐ - Yes ☑ - No	1752043881700	$ 40,000	0.03 %
MOBIUS PARTNERS, INC.	☑ - Yes ☐ - No	1742975599800	$ 400,000	0.27 %
NETSYNC NETWORK SOLUTIONS, INC.	☑ - Yes ☐ - No	1320030329800	$ 17,200,000	11.69 %
NORDSTAR GROUP, LLC	☐ - Yes ☑ - No	1943461435000	$ 200,000	0.14 %
NORTHWAY SOLUTIONS GROUP	☐ - Yes ☑ - No		$ 200,000	0.14 %
NWN CORPORATION	☐ - Yes ☑ - No	1043532235800	$ 2,800,000	1.90 %
OEM SUPPLIES LLC	☑ - Yes ☐ - No	1113735138000	$ 20,000	0.01 %
OFFICE DEPOT B S D	☐ - Yes ☑ - No	1592663954100	$ 200,000	0.14 %

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 1 **Description:** Pre-Sales Support, Quoting, Order Processing and Payments

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
OMEGA BUSINESS SYSTEMS LLC	☑ - Yes ☐ - No	1752744564100	$ 20,000	0.01 %
ONX USA LLC	☐ - Yes ☑ - No	1752744564100	$ 320,000	0.27 %
PANTE TECHNOLOGY CORPORATION	☑ - Yes ☐ - No	1752881700400	$ 20,000	0.01 %
PCM GOV, INC.	☐ - Yes ☑ - No	1330964088900	$ 200,000	0.14 %
PCPC DIRECT, LTD.	☑ - Yes ☐ - No	1202511322100	$ 40,000	0.03 %
PEAK METHODS, INC.	☐ - Yes ☑ - No	1113665644100	$ 200,000	0.14 %
PINNACLE BUSINESS SYSTEMS INC	☐ - Yes ☑ - No	1731332196401	$ 200,000	0.14 %
PORTABLE COMPUTER SYSTEMS INC	☐ - Yes ☑ - No	1841396969400	$ 200,000	0.14 %
PREMIER IT SOLUTIONS	☐ - Yes ☑ - No	1522360955100	$ 200,000	0.14 %
PREMIER LOGITECH	☑ - Yes ☐ - No	1260520860700	$ 20,000	0.01 %
REGENT SALES, INC.	☑ - Yes ☐ - No	1752439117800	$ 20,000	0.01 %
RESILIENT INTELLIGENT NETWORKS, L.L.C.	☐ - Yes ☑ - No	1205284691700	$ 200,000	0.14 %
RESULTSPOSITIVE, INC.	☐ - Yes ☑ - No	1201815907400	$ 200,000	0.14 %
REYNA ENTERPRISES INC. DBA CRC	☐ - Yes ☑ - No	1742776534600	$ 1,200,000	0.84 %
SEQUEL DATA SYSTEMS INC	☑ - Yes ☐ - No	1742678386000	$ 800,000	0.54 %
SHI GOVERNMENT SOLUTIONS, INC.	☑ - Yes ☐ - No	1223695478500	$ 2,000,000	1.36 %
SIGMA SURVEILLANCE INC.	☑ - Yes ☐ - No	1202542335600	$ 200,000	0.14 %
SKINNY IT CORP	☐ - Yes ☑ - No	1272760746200	$ 20,000	0.01 %
BEEPSMART COMMUNICATIONS INC. (DBA SMART GROUP SYSTEMS)	☑ - Yes ☐ - No	1470902871700	$ 400,000	0.27 %
SOLID IT NETWORKS, INC.	☐ - Yes ☑ - No	1752950821400	$ 2,000,000	1.36 %
SOUTH TEXAS PRODUCTS	☐ - Yes ☑ - No	1742667695700	$ 20,000	0.01 %
SOUTHERN COMPUTER WAREHOUSE INC	☐ - Yes ☑ - No	1582214685600	$ 2,000,000	1.36 %
SPECTRUM SYSTEMS, INC.	☐ - Yes ☑ - No	1541369735800	$ 200,000	0.14 %

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 1 **Description:** Pre-Sales Support, Quoting, Order Processing and Payments

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
STEWART ENGINEERING SUPPLY INC	☐ - Yes ☑ - No	1751682895500	$ 40,000	0.03 %
SUNGARD PUBLIC SECTOR INC.	☐ - Yes ☑ - No	1592133858600	$ 40,000	0.03 %
SYNERGY ELECTRONICS, INC.	☑ - Yes ☐ - No	1742667946400	$ 20,000	0.01 %
SYNETRA, INC.	☑ - Yes ☐ - No	1752021538900	$ 400,000	0.27 %
TECHNICAL & SCIENTIFIC APPLICATION, INC.	☐ - Yes ☑ - No	1790200990500	$ 1,200,000	0.82 %
TECHNOLOGY ASSETS, LLC (DBA GLOBAL ASSET)	☑ - Yes ☐ - No	1272802338800	$ 3,200,000	2.18 %
TECHNOLOGY INTEGRATION GROUP	☐ - Yes ☑ - No	1953825596901	$ 200,000	0.14 %
TECHPORT THIRTEEN, INC.	☐ - Yes ☑ - No	1582547261400	$ 200,000	0.14 %
TEXAS ELECTRONIC INFORMATION AND (DBA TEICC)	☑ - Yes ☐ - No	1742030389700	$ 1,200,000	0.82 %
TONERTIGER, INC.	☑ - Yes ☐ - No	1260046637400	$ 40,000	0.03 %
UNITED DATA TECHNOLOGIES INC	☐ - Yes ☐ - No	1650566138500	$ 200,000	0.14 %
VOLOGY INC	☐ - Yes ☑ - No		$ 200,000	0.14 %
V-QUEST OFFICE MACHINES & SUPPLIES, LTD.	☑ - Yes ☐ - No	1743085130700	$ 400,000	0.27 %
WALKERCOM, INC.	☑ - Yes ☐ - No	1760302758600	$ 20,000	0.01 %
WARRIGAL CONSULTING, INCORPORTATED	☐ - Yes ☑ - No	1271620418000	$ 200,000	0.14 %
XNET SYSTEMS, INC.	☑ - Yes ☐ - No	1760577006800	$ 20,000	0.01 %
ZENO IMAGING	☐ - Yes ☑ - No	1202658505400	$ 20,000	0.01 %
ZONES INC	☐ - Yes ☑ - No	1911431894200	$ 200,000	0.14 %
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 2 **Description:** Hardware and Software Configuration and Related Services

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Emplioyer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
360 TECHNOLOGIES, INC.	☐ - Yes ☑ - No	1742919332300	$ 20,000	0.01 %
3-C TECHNOLOGY, L.L.C.	☑ - Yes ☐ - No	1800709606000	$ 20,000	0.01 %
A&A GRAPHICS SUPPLY CORP	☐ - Yes ☑ - No	1752430356100	$ 40,000	0.03 %
ABACUS COMPUTERS, INC.	☑ - Yes ☐ - No	1751844304300	$ 3,600,000	2.45 %
AMARILLO COMPUTERS	☑ - Yes ☐ - No	1752185718900	$ 20,000	0.01 %
ADVANCETECH SYSTEMS 2 INC	☑ - Yes ☐ - No	1760366630000	$ 20,000	0.01 %
AGILENT SOLUTIONS	☑ - Yes ☐ - No	1760625015100	$ 20,000	0.01 %
ALPHAWORKS LLC	☑ - Yes ☐ - No	1271817167600	$ 200,000	0.14 %
AL-RAZAQ COMPUTING SERVICES	☑ - Yes ☐ - No	1760475149900	$ 20,000	0.01 %
AMAGINE TECHNOLOGIES, LLC	☑ - Yes ☐ - No	1201009266100	$ 20,000	0.01 %
AMTECH COMPUTER SYSTEMS INC	☑ - Yes ☐ - No	1742620521100	$ 20,000	0.01 %
ARCHIVE SUPPLIES INC	☐ - Yes ☑ - No	1752268236200	$ 40,000	0.03 %
AUSTIN RIBBON & COMPUTER SUPPLIES INC	☑ - Yes ☐ - No	1742339797900	$ 3,200,000	2.18 %
AVINEXT	☑ - Yes ☐ - No	1742511528800	$ 1,200,000	0.82 %
CAD SUPPLIES SPECIALTY, INC.	☐ - Yes ☑ - No	1742969944400	$ 200,000	0.14 %
CALL ONE, INC.	☑ - Yes ☐ - No	1592866791200	$ 20,000	0.01 %
CANNON IV OF TEXAS	☐ - Yes ☑ - No	1201248984000	$ 40,000	0.03 %
CDW GOVERNMENT LLC	☐ - Yes ☑ - No	1364230110800	$ 5,600,000	3.81 %
CENTRE TECHNOLOGIES, INC.	☑ - Yes ☐ - No	1510609177800	$ 200,000	0.14 %
CESCO, INC.	☑ - Yes ☐ - No	1751658388100	$ 20,000	0.01 %
CHECKPOINT SERVICES INC	☑ - Yes ☐ - No	1742775490200	$ 40,000	0.03 %
CIMA SOLUTIONS GROUP LTD.	☑ - Yes ☐ - No	1202446920200	$ 200,000	0.14 %
COMPUCOM SYSTEMS, INC.	☐ - Yes ☑ - No	1382363156201	$ 200,000	0.14 %

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HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 2 **Description:** Hardware and Software Configuration and Related Services

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
COMPUTER EXPRESS	☑ - Yes ☐ - No	1742650108000	$ 20,000	0.01 %
COMPUTER SOLUTIONS	☑ - Yes ☐ - No	1942650013800	$ 200,000	0.14 %
CRINER-DANIELS & ASSOCIATES INC	☑ - Yes ☐ - No	1760076613700	$ 400,000	0.27 %
DATASOURCE MOBILITY	☐ - Yes ☑ - No	1270792007500	$ 200,000	0.14 %
DB COMPUTER SOLUTIONS INC	☑ - Yes ☐ - No	1752731181900	$ 200,000	0.14 %
DECISION TREE, INC.	☑ - Yes ☐ - No	1742538104700	$ 400,000	0.27 %
DELCOM GROUP, LP	☑ - Yes ☐ - No	1010604799500	$ 3,200,000	2.18 %
DESERT COMMUNICATIONS INC	☐ - Yes ☑ - No	1742700166800	$ 200,000	0.27 %
DOC2E-FILE, INC.	☑ - Yes ☐ - No	1760640305700	$ 20,000	0.01 %
DYKON COMPUTER HELP CENTER, INC.	☑ - Yes ☐ - No	1721348878000	$ 20,000	0.01 %
ELP ENTERPRISES, INC.	☑ - Yes ☐ - No	1760619440900	$ 200,000	0.14 %
ENHANCED LASER PRODUCTS	☐ - Yes ☑ - No	1760317244000	$ 200,000	0.14 %
EN POINTE TECHNOLOGIES INC	☐ - Yes ☑ - No	1954650291500	$ 200,000	0.14 %
EXEBRIDGE, INC.	☑ - Yes ☐ - No	1760550795700	$ 200,000	0.14 %
FLAIR DATA SYSTEMS	☐ - Yes ☑ - No	1750995208500	$ 200,000	0.14 %
FLORES AND ASSOCIATES LLC	☑ - Yes ☐ - No	1020681547300	$ 20,000	0.01 %
GATEWAY PRINTING & OFFICE SUPPLY INC	☐ - Yes ☑ - No	1741502629700	$ 200,000	0.14 %
GLOBAL GOVT EDUCATIONS SOLUTIONS INC	☐ - Yes ☑ - No	1200272419800	$ 200,000	0.14 %
GLOBAL ON-LINE COMPUTERS INC	☑ - Yes ☐ - No	1742822022600	$ 20,000	0.01 %
GOVCONNECTION, INC.	☐ - Yes ☑ - No	1521837891500	$ 1,600,000	1.09 %
HEWLETT-PACKARD STATE & LOCAL	☐ - Yes ☑ - No	1364172737800	$ 400,000	0.27 %
HIED, INC.	☑ - Yes ☐ - No	1760385002900	$ 20,000	0.01 %
HORIZON TELEPHONE SYSTEMS, INC.	☑ - Yes ☐ - No	1742435600800	$ 20,000	0.01 %

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HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 2 **Description:** Hardware and Software Configuration and Related Services

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
HOWARD TECHNOLOGY SOLUTIONS	☐ - Yes ☑ - No	1640466143700	$ 200,000	0.14 %
HP ENTERPRISE SERVICES, LLC	☐ - Yes ☑ - No	1752548221600	$ 400,000	0.27 %
IDELIVER TECHNOLOGIES LLC	☐ - Yes ☑ - No	1270904018700	$ 200,000	0.14 %
IMAGENET CONSULTING, LLC	☐ - Yes ☑ - No	1453028912401	$ 200,000	0.14 %
INSIGHT PUBLIC SECTOR	☐ - Yes ☑ - No	1363949000500	$ 200,000	0.14 %
INTECH SOUTHWEST SERVICES LLC	☑ - Yes ☐ - No	1204028528500	$ 5,600,000	3.81 %
IT SOLUTIONS ON DEMAND LLC	☑ - Yes ☐ - No	1611573553800	$ 20,000	0.01 %
KST DATA INC.	☐ - Yes ☑ - No	1330416872000	$ 200,000	0.14 %
LUMENATE. LP	☐ - Yes ☑ - No	1830389858100	$ 200,000	0.14 %
LYNC VERSE TECHNOLOGIES, INC.	☑ - Yes ☐ - No	1470986297400	$ 800,000	0.54 %
M&A TECHNOLOGY, INC.	☑ - Yes ☐ - No	1752132118600	$ 40,000	0.03 %
M & T CONSULTING, L.L.C.	☑ - Yes ☐ - No	1611493855400	$ 560,000	0.38 %
M2 TECHNOLOGY INC	☐ - Yes ☑ - No	1742961396500	$ 200,000	0.14 %
MAINLINE INFORMATION SYSTEMS INC	☐ - Yes ☑ - No	1592960721400	$ 400,000	0.27 %
MDL ENTERPRISE, INC	☑ - Yes ☐ - No	1760384632400	$ 400,000	0.27 %
METRO-REPRO INC	☐ - Yes ☑ - No	1752043881700	$ 40,000	0.03 %
MOBIUS PARTNERS, INC.	☑ - Yes ☐ - No	1742975599800	$ 400,000	0.27 %
NETSYNC NETWORK SOLUTIONS, INC.	☑ - Yes ☐ - No	1320030329800	$ 17,200,000	11.69 %
NORDSTAR GROUP, LLC	☐ - Yes ☑ - No	1943461435000	$ 200,000	0.14 %
NORTHWAY SOLUTIONS GROUP	☐ - Yes ☑ - No		$ 200,000	0.14 %
NWN CORPORATION	☐ - Yes ☑ - No	1043532235800	$ 2,800,000	1.90 %
OEM SUPPLIES LLC	☑ - Yes ☐ - No	1113735138000	$ 20,000	0.01 %
OFFICE DEPOT B S D	☐ - Yes ☑ - No	1592663954100	$ 200,000	0.14 %

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 2 **Description:** Hardware and Software Configuration and Related Services

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
OMEGA BUSINESS SYSTEMS LLC	☑ - Yes ☐ - No	1752744564100	$ 20,000	0.01 %
ONX USA LLC	☐ - Yes ☑ - No	1752744564100	$ 320,000	0.27 %
PANTE TECHNOLOGY CORPORATION	☑ - Yes ☐ - No	1752881700400	$ 20,000	0.01 %
PCM GOV, INC.	☐ - Yes ☑ - No	1330964088900	$ 200,000	0.14 %
PCPC DIRECT, LTD.	☑ - Yes ☐ - No	1202511322100	$ 40,000	0.03 %
PEAK METHODS, INC.	☐ - Yes ☑ - No	1113665644100	$ 200,000	0.14 %
PINNACLE BUSINESS SYSTEMS INC	☐ - Yes ☑ - No	1731332196401	$ 200,000	0.14 %
PORTABLE COMPUTER SYSTEMS INC	☐ - Yes ☑ - No	1841396969400	$ 200,000	0.14 %
PREMIER IT SOLUTIONS	☐ - Yes ☑ - No	1522360955100	$ 200,000	0.14 %
PREMIER LOGITECH	☑ - Yes ☐ - No	1260520860700	$ 20,000	0.01 %
REGENT SALES, INC.	☑ - Yes ☐ - No	1752439117800	$ 20,000	0.01 %
RESILIENT INTELLIGENT NETWORKS, L.L.C.	☐ - Yes ☑ - No	1205284691700	$ 200,000	0.14 %
RESULTSPOSITIVE, INC.	☐ - Yes ☑ - No	1201815907400	$ 200,000	0.14 %
REYNA ENTERPRISES INC. DBA CRC	☐ - Yes ☑ - No	1742776534600	$ 1,200,000	0.82 %
SEQUEL DATA SYSTEMS INC	☑ - Yes ☐ - No	1742678386000	$ 800,000	0.54 %
SHI GOVERNMENT SOLUTIONS, INC.	☑ - Yes ☐ - No	1223695478500	$ 2,000,000	1.36 %
SIGMA SURVEILLANCE INC.	☑ - Yes ☐ - No	1202542335600	$ 200,000	0.14 %
SKINNY IT CORP	☐ - Yes ☑ - No	1272760746200	$ 20,000	0.01 %
BEEPSMART COMMUNICATIONS INC. (DBA SMART GROUP SYSTEMS)	☑ - Yes ☐ - No	1470902871700	$ 400,000	0.27 %
SOLID IT NETWORKS, INC.	☐ - Yes ☑ - No	1752950821400	$ 2,000,000	1.36 %
SOUTH TEXAS PRODUCTS	☐ - Yes ☑ - No	1742667695700	$ 20,000	0.01 %
SOUTHERN COMPUTER WAREHOUSE INC	☐ - Yes ☑ - No	1582214685600	$ 2,000,000	1.36 %
SPECTRUM SYSTEMS, INC.	☐ - Yes ☑ - No	1541369735800	$ 200,000	0.14 %

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HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 2 **Description:** Hardware and Software Configuration and Related Services

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
STEWART ENGINEERING SUPPLY INC	☐ - Yes ☑ - No	1751682895500	$ 40,000	0.03 %
SUNGARD PUBLIC SECTOR INC.	☐ - Yes ☑ - No	1592133858600	$ 40,000	0.03 %
SYNERGY ELECTRONICS, INC.	☑ - Yes ☐ - No	1742667946400	$ 20,000	0.01 %
SYNETRA, INC.	☑ - Yes ☐ - No	1752021538900	$ 400,000	0.27 %
TECHNICAL & SCIENTIFIC APPLICATION, INC.	☐ - Yes ☑ - No	1790200990500	$ 1,200,000	0.82 %
TECHNOLOGY ASSETS, LLC (DBA GLOBAL ASSET)	☑ - Yes ☐ - No	1272802338800	$ 3,200,000	2.18 %
TECHNOLOGY INTEGRATION GROUP	☐ - Yes ☑ - No	1953825596901	$ 200,000	0.14 %
TECHPORT THIRTEEN, INC.	☐ - Yes ☑ - No	1582547261400	$ 200,000	0.14 %
TEXAS ELECTRONIC INFORMATION AND (DBA TEICC)	☑ - Yes ☐ - No	1742030389700	$ 1,200,000	0.82 %
TONERTIGER, INC.	☑ - Yes ☐ - No	1260046637400	$ 40,000	0.03 %
UNITED DATA TECHNOLOGIES INC	☐ - Yes ☐ - No	1650566138500	$ 200,000	0.14 %
VOLOGY INC	☐ - Yes ☑ - No		$ 200,000	0.14 %
V-QUEST OFFICE MACHINES & SUPPLIES, LTD.	☑ - Yes ☐ - No	1743085130700	$ 400,000	0.27 %
WALKERCOM, INC.	☑ - Yes ☐ - No	1760302758600	$ 20,000	0.01 %
WARRIGAL CONSULTING, INCORPORTATED	☐ - Yes ☑ - No	1271620418000	$ 200,000	0.14 %
XNET SYSTEMS, INC.	☑ - Yes ☐ - No	1760577006800	$ 20,000	0.01 %
ZENO IMAGING	☐ - Yes ☑ - No	1202658505400	$ 20,000	0.01 %
ZONES INC	☐ - Yes ☑ - No	1911431894200	$ 200,000	0.14 %
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company

Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 3 **Description:** Pre-Sales Support, Quoting, Order Assistance and Tracking

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
AFFILIATED TELEPHONE INC.	☐ - Yes ☑ - No	1752756018300	$ 40,000	0.03 %
ALINC TECHNOLOGIES	☐ - Yes ☑ - No	1651320166100	$ 40,000	0.03 %
AMERICAN DIGITAL	☐ - Yes ☑ - No		$ 40,000	0.03 %
ATTACHE TECHNOLOGY MANAGEMENT, LLC	☐ - Yes ☑ - No	1263783560900	$ 40,000	0.03 %
BARBARIAN USA INC	☐ - Yes ☑ - No	1770660375400	$ 40,000	0.03 %
CMA CONSULTING SERVICES	☐ - Yes ☑ - No	1222580799400	$ 40,000	0.03 %
COMPUTEX, INC	☐ - Yes ☑ - No	1760229023500	$ 40,000	0.03 %
COMPUTIZE INC	☐ - Yes ☑ - No	1760251394102	$ 40,000	0.03 %
COMPUTOPIA-TEXAS, LLC	☐ - Yes ☑ - No	1272147805000	$ 40,000	0.03 %
D/I LASERPRODUCTS OF DALLAS, INC	☐ - Yes ☑ - No	1752408209000	$ 80,000	0.05 %
DASHER TECHNOLOGIES	☐ - Yes ☑ - No	15105480840	$ 80,000	0.05 %
DP SOLUTIONS INC	☐ - Yes ☑ - No	1752256670600	$ 40,000	0.03 %
EPLUS TECHNOLOGY, INC.	☐ - Yes ☑ - No	1541904151000	$ 40,000	0.03 %
GHA TECHNOLOGIES	☐ - Yes ☑ - No	1860971967100	$ 40,000	0.03 %
HILLIARD OFFICE SUPPLY	☐ - Yes ☑ - No	1752706212300	$ 40,000	0.03 %
INTELINET SYSTEMS	☐ - Yes ☑ - No	1752293385600	$ 40,000	0.03 %
J-MAR & ASSOCIATES INC - EL PASO	☐ - Yes ☑ - No	1850395711200	$ 40,000	0.03 %
LASER WORKS, INC. DBA VERITY GROUP	☐ - Yes ☑ - No	1752524127300	$ 40,000	0.03 %
LAYER 3 COMMUNICATIONS (TEXAS), LLC	☐ - Yes ☑ - No	1270097420200	$ 40,000	0.03 %
LOGICALIS, INC.	☐ - Yes ☑ - No	1134000122800	$ 40,000	0.03 %
MINNTEK SOLUTIONS, INC.	☐ - Yes ☑ - No	1273570238800	$ 40,000	0.03 %
NORTH AMERICAN COMM RESOURCE, INC.	☐ - Yes ☑ - No	1411763228200	$ 40,000	0.03 %
PREFERRED COMMUNICATIONS	☐ - Yes ☑ - No	1561900723800	$ 40,000	0.03 %

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HSP Good Faith Effort - Method A (Attachment A)

Rev. 09/15

Enter your company's name here: Hewlett-Packard Company Requisition #: DIR-TSO-2538 (DIR-TSO-TMP-211)

IMPORTANT: If you responded "*Yes*" to **SECTION 2, Items c** or **d** of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed in **SECTION 2, Item b** of the completed HSP form. You may photo-copy this page or download the form at http://window.state.tx.us/procurement/prog/hub/hub-forms/hub-sbcont-plan-gfe-achm-a.pdf

SECTION A 1: SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing the attachment.

Item Number: 3 **Description:** Pre-Sales Support, Quoting, Order Assistance and Tracking

SECTION A-2: SUBCONTRACTOR SELECTION

List the subcontractor(s) you selected to perform the subcontracting opportunity you listed above in SECTION A-1. Also identify whether they are a Texas certified HUB and their Texas Vendor Identification (VID) Number or federal Employer Identification Number (EIN), the approximate dollar value of the work to be subcontracted, and the expected percentage of work to be subcontracted. When searching for Texas certified HUBs and verifying their HUB status, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) - Historically Underutilized Business (HUB) Directory Search located at http://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. HUB status code "**A**" signifies that the company is a Texas certified HUB.

Company Name	Texas certified HUB	Texas VID or federal EIN Do not enter Social Security Numbers. If you do not know their VID / EIN, leave their VID / EIN field blank.	Approximate Dollar Amount	Expected Percentage of Contract
RIVERSIDE TECHNOLOGY. INC.	☐ - Yes ☑ - No	1840979061700	$ 40,000	0.03 %
SIRIUS COMPUTER SOLUTIONS INC	☐ - Yes ☑ - No	1742836721700	$ 40,000	0.03 %
SOFTCHOICE CORPORATION	☐ - Yes ☑ - No	1133827773100	$ 40,000	0.03 %
STERLING COMPUTERS	☐ - Yes ☑ - No	1954634907700	$ 40,000	0.03 %
STRICTLY TECHNOLOGY	☐ - Yes ☑ - No	32050082516	$ 40,000	0.03 %
TECHNOLOGENT	☐ - Yes ☑ - No	1043589773000	$ 40,000	0.03 %
VIA GROUP, THE	☐ - Yes ☑ - No	1760313762500	$ 40,000	0.03 %
VIRTUCOM, INC.	☐ - Yes ☑ - No	1582161360900	$ 40,000	0.03 %
WEB FIRE COMMUNICATIONS INC	☐ - Yes ☑ - No	1752406351200	$ 40,000	0.03 %
WORLD WIDE TECHNOLOGY, INC.	☐ - Yes ☑ - No	1431912895600	$ 40,000	0.03 %
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%
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	☐ - Yes ☐ - No		$	%
	☐ - Yes ☐ - No		$	%

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