



To: Bob Baker

From: Jason Wickel

Date: March 8, 2012

Re: Multiple Award for Cabling & Networking Products and Services Contract: RFP # 12-17

We have reviewed the responses and recommend that the following companies be awarded:

Alterman Inc.
Anixter Inc.
Layer 3 Communications
NeedThese
NetVersant Solutions II, LLC
Telephonics Unlimited Inc.

The recommended vendors submitted offers that were determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified products and services.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous to TCPN's members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.