



**Office of
General Services**

ANDREW M. CUOMO
Governor

ROANN M. DESTITO
Commissioner

December 7, 2015

Michael Ogden
Vice President WW Sales Operation
Palo Alto Networks, Inc.
4401 Great America Parkway
Santa Clara, CA 95054

Dear Mr. Ogden:

We are in receipt of Palo Alto Networks, Inc.'s MWBE Utilization Plan (MWBE 100) in response to Solicitation 22802 Information Technology Umbrella Contract – **Lot 2 for Hardware**. We have fully reviewed and verified your MWBE Utilization Plan and are pleased to inform you that it has been approved.

This plan will be posted to the NYS Office of General Services public website within several business days of contract award. If there are any changes to the submitted plan, please notify your designated contact.

Where MWBE goals have been established, contractor must document "good faith effort" to provide meaningful participation by MWBEs as subcontractors or suppliers in the performance of the contract. If the contractor is found to have willfully and intentionally failed to comply with the MWBE participation goals set forth in the contract, such a finding constitutes a breach of contract. As the contract proceeds, if you are experiencing difficulties reaching the MWBE goals, do not hesitate to contact the MWBE designee.

If you have any additional questions or are in need of assistance I can be reached at (518) 486-9284.

Sincerely,

Anuola N. Surgick
Minority Business Specialist 2
Office of MWBE & Community Relations

Enclosure

cc: Sharon Featherstone, OGS
Sheila Long, OGS
Ann Fisher, OGS