



NYS OFFICE OF GENERAL SERVICES

Serving New York

MWBE UTILIZATION PLAN

Contract No.: 22802 Lot 4

INSTRUCTIONS: This form must be submitted with any bid, proposal, response to request for qualifications or proposed negotiated contract or within a reasonable time thereafter, but prior to contract award as required in the IFB, RFP or RFQ. This Utilization Plan must contain a detailed description of the supplies and/or services to be provided by each certified Minority and Women-owned Business Enterprise (MWBE) under the contract. Attach additional sheets if necessary.

Contractor's Name, Address and Telephone No. Palo Alto Networks, Inc 4401 Great America Parkway Santa Clara, CA 95054 408-753-4000	Contract Description Location (Region) Network Security 4401 Great America Parkway Santa Clara, CA 95054	MWBE Goals in Contract MBE <u>15</u> % WBE <u>15</u> %
Federal Identification No. 20-2530195		

Certified MWBE Subcontractors/Suppliers Name, Address, Telephone No, E-mail Address	Federal ID. No.	NYS ESD CERTIFIED		Detailed description of Work (Attach additional sheets if necessary)	Dollar Value of Subcontracts/ supplies/ services and intended performance dates of each component of the contract
		MBE	WBE		
SMP Corp, 1020 John Street, West Henrietta, NY 14586 585-324-0853 cfox@smp-corp.com	16-1545953	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMP will resell and implement PA products	Lot 4, 30%

IF UNABLE TO FULLY MEET THE MBE AND WBE GOALS SET FORTH IN THE CONTRACT, CONTRACTOR MUST SUBMIT A REQUEST FOR WAIVER (Form MWBE 101/BDC 333)

Submission of this form constitutes the contractor's acknowledgement and agreement to comply with the MWBE requirements set forth under NYS Executive Law, Article 15-A and 5 NYCRR Part 142. Failure to submit complete and accurate information may result in a finding of noncompliance or rejection of the bid/proposal and/or suspension or termination of the contract.

Prepared By (Signature)	Email Address: mogden@paloaltonetworks.com
Name and Title of Preparer (Print or Type) Michael Ogden; VP WW Sales Operations	Telephone No.: 1-669-444-7232
Date December 01, 2015	

FOR MWBE USE ONLY

Reviewed By	Date 12/2/15
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 12/7/15

Contract No.	Project No. (if applicable)	Contract Award Date	Estimated Completion Date	Contract Amount Obligated
Notice of Deficiency Issued <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Date	Description of Work		
Notice of Acceptance Issued <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 12/7/15			