



**MWBE UTILIZATION PLAN**

Contract No.: **Group 73600**  
Information

**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. Making false representations or including information evidencing a lack of good faith as part of, or in conjunction with, the submission of a Utilization Plan is prohibited by law and may result in penalties including, but not limited to, termination of a contract for cause, loss of eligibility to submit future bids, and/or withholding of payments. Firms that do not perform commercially useful functions may not be counted toward MWBE utilization.

Contractor's Name, Address and Telephone No. <b>Polycom Inc. - Lot 1 (Software)</b> <b>6001 America Center Dr</b> <b>San Jose CA 95164</b>	Federal Identification No. <b>1100004199</b>	Contract Description Location (Region) <b>NY State</b>	MWBE Goals in Contract <b>MBE 10%</b> <b>WBE 10%</b>
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Certified M/WBE 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		
<b>Presentation Solutions</b> <b>1 Fishers Road – Suite 120</b> <b>Pittsford,, NY 14534</b> <b>(585) 381-3070</b> <b>Larry Widmaier</b> <b>lwidmaier@presentationsource.com</b>	<b>161515532</b>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<b>Currently sells Polycom video conferencing gear to NY state agencies, and k-12 for video communications</b>	<b>Polycom does not subcontract software or hardware to third parties. However, it will be the State that decides if they wish to purchase hardware and software from certified MWBE Polycom partners and thus the dollar value of hardware and software that the State buys from the certified Polycom MWBE resellers is under the States control. Our goal is to have sufficient MWBE certified Polycom partners participating in this contract to allow the State to achieve 5% WBE and 5% MBE sales with a goal to reach total 10% for WBE and MBE within a year of contract award.</b>
<b>York Telecom</b> <b>81 Corbett Way</b> <b>Eatontown, NJ 07724</b> <b>(732) 413-6000</b> <b>Rebecca Kane</b> <b>contracts@yorktel.com</b>	<b>222624906</b>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<b>This partner will be added to the State contract and focused on providing solution to State Agencies and K-12.</b>	<b>Same as above.</b>
<b>First American Business Solutions</b> <b>3524 Floramar Terrace</b> <b>New Port Richey, Florida 34652</b> <b>(727) 565-0520</b> <b>Mark Morningstar</b> <b>markm@firstabs.com</b>	<b>270193038</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Sells and installs Polycom VoIP Phones and will be trained to sell and install Polycom video products. We would look to add then as a qualified resale partner of Video hardware and software.</b>	<b>Same as above.</b>

**IF UNABLE TO FULLY MEET THE MBE AND WBE GOALS SET FORTH IN THE CONTRACT, CONTRACTOR MUST SUBMIT A REQUEST FOR WAIVER (Form 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) <i>[Signature]</i>	Email Address Sean.Berg@polycom.com	
Name and Title of Preparer (Print or Type) Sean Berg, Vice President-Public Sector Sales	Telephone No. 703-793-2121	Date 6-25-15

**FOR MWBE USE ONLY**

Reviewed By <i>[Signature]</i>	Date 10/13/15			
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 10/26/15			
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	Comments: York Telecom and First American Business Solutions are not NYS Certified MWBEs. This plan is Accepted with Notice.		
Notice of Acceptance Issued <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 10/26/15			

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