



Contract No.: 22802-Lot 1

**MWBE UTILIZATION PLAN**

**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. Varonis Systems, Inc 1250 Broadway, 31 <sup>st</sup> Floor New York, NY 10001	Federal Identification No. 57122280	Contract Description Location (Region) NYS Information Technology Umbrella Contract Manufacturer Based. <i>Lot 1 - Software</i>	MWBE Goals In Contract MBE 10 % WBE 10%
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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		
Systems Management Planning 1020 John Street, West Henrietta, NY 1456 Dan Crist, 585-475-0670 derist@smp-corp.com	16-1545953	<input type="checkbox"/>	<input checked="" type="checkbox"/>		TBD
Quality & Assurance Technology dba QnA Tech 18 Marginwood Drive, Ridge, NY 11961 Marcos Merced, 646-453-7119 sales@qnatech.com	27-0943877	<input checked="" type="checkbox"/>	<input type="checkbox"/>		TBD
Croop-LaFrance, Inc 7647 Main Street Fishers, Victor, NY 14564 Christopher Croop - 585-869-6060 chris@croop-lafrance.com	16-1514106	<input checked="" type="checkbox"/>	<input type="checkbox"/>		TBD

**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)	Email Address <u>jimo@varonis.com</u>
Name and Title of Preparer (Print or Type) <u>James P. O'Boyle, SVP Sales</u>	Telephone No. <u>646-341-8520</u> Date <u>06-29-2015</u>

FOR MWBE USE ONLY					
Reviewed By	Date <u>11/9/15</u>				
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date <u>11/12/15</u>				
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:			
Notice of Acceptance Issued <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date <u>11/12/15</u>				