



**MWBE UTILIZATION PLAN**

Contract No.: 22802 - Lot 1

**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 Woman-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. Xerox Corporation 2 Computer Drive South Albany, NY 12205	Federal Identification No. 16-0458020	Contract Description Location (Region) Information Technology Umbrella Contract Manufacturer Based (Statewide) <i>Lot 1</i>	MWBE Goals in Contract MBE 16% 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 Subcontracted supplies/services and intended performance dates of each component of the contract
		MBE	WBE		
Abraham Consulting LLC	20-4788388	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Software Sales Agent for DocuShare - Subcontractor will perform selling services to include the following activities; independent sales calls, presentation of marketing materials, client consulting, sales presentations, opportunity spotting, engagement of Xerox sales resources, qualification of sales opportunity.	Subcontractor will be paid 7% of initial sales invoice for qualified transactions that subcontractor is registered with Xerox as a Sales Agent participant. Subcontractor will begin services at the start of the contract and will continue to perform services through the end of the contract.
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		

**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 6 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 yvonne.hickey@xerox.com
Name and Title of Preparer (Print or Type) C. Yvonne Hickey	Telephone No. 857-241-6317 Date 6-29-15

**FOR MWBE USE ONLY**

Reviewed By <i>[Signature]</i>	Date 12/3/15			
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 12/8/15			
Contract No.	Project No. (if applicable)	Contract Award Date	Estimated Completion Date	Contract Amount Obligated



Notice of Delinquency Issued <input type="checkbox"/> Yes <input type="checkbox"/> No	Date	Comments: <i>Accepted with notice.</i>
Notice of Acceptance Issued <input type="checkbox"/> Yes <input type="checkbox"/> No	Date	

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