



MWBE UTILIZATION PLAN

Contract No.: Solicitation 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. 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. NetApp, Inc. 495 East Java Drive Sunnyvale, CA 94089	Federal Identification No. 77-0307520	Contract Description Location (Region) LOT 4 - Implementation IT Umbrella Contract for NYS to purchase implementation services for the efficient deployment of NetApp products and services purchased under Lots 1 & Lot 2.	MWBE Goals in Contract MBE 15 % WBE 15%
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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 Subcontract/ supplies/ services and intended performance dates of each component of the contract
		MBE	WBE		
Annese & Associates, Inc. 747 Pierce Road Clifton Park, NY 12065 315-457-4333 Steve Heath - sheath@annese.com	16-0984328	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Annese is an existing NetApp Gold Partner that is responsible for ordering and negotiating price, quantity, associated maintenance, and implementation services for NetApp storage solutions.	The value of the subcontract is commensurate based upon the value of NetApp solutions sold by Annese over the period of performance for this contract.
The Ergonomic Group 609-3 Cantiague Rock Road Westbury, NY 11590 516-457-8807 Dave Ferguson - dave.ferguson@ergogroup.com	11-2685111	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Ergonomics Group is a Platinum level reseller and has staff NetApp certified capable of creating solutions, quotes, negotiating price, ordering, and implementing NetApp solutions it sells.	The value of the subcontract is commensurate based upon the value of NetApp solutions sold by the Ergonomics Group over the period of performance for this contract.
High Point Solutions, Inc. 5 Gail Court Sparta, NJ 07871 973-940-0040 Sandra Curran - scurran@highpoint.com	22-3462774	<input checked="" type="checkbox"/>	<input type="checkbox"/>	High Point Solutions is a NetApp Gold Partner, demonstrating unmatched expertise in implementing NetApp's integrated data storage and management solutions. High Point can configure, quote, negotiate price order and implement solutions.	The value of the subcontract is commensurate based upon the value of NetApp solutions sold by High Point Solutions over the period of performance for this contract.

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>Robert Stein</i>	Email Address robert.stein@netapp.com
Name and Title of Preparer (Print or Type) Robert Stein, Vice President	Telephone No. 703-918-7200 Date 6/18/2015

FOR MWBE USE ONLY	
Reviewed By <i>Robert Stein</i>	Date 9/28/15
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 10/3/15



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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 14586 585-475-0670 Mike Keller - nyscontracts@smp-corp.com	16-1545953	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMP is a NetApp Gold level reseller and possesses competencies in storage, virtualization and data center transformation. As such, SMP can configure, quote, negotiate, order, install and deploy NetApp hardware solutions.	The value of the subcontract is commensurate based upon the value of NetApp solutions sold by Systems Management Planning over the period of performance for this contract.
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		

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Prepared By (Signature)	Email Address robert.stein@netapp.com
Name and Title of Preparer (Print or Type) Robert Stein, Vice President	Telephone No. 703-918-7200 Date 6/18/2015

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Reviewed By	Date 9/28/15			
Utilization Plan Approved <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Date 10/13/15			
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:		