



**NEW VENDOR ADDENDUM TO ACCSITJPA-2022-0013**

ConvergeOne would like to add the following vendor(s) to our catalog offering with the pricing information below:

Date Added	Manufacturer	Minimum Product Discount Off List Price	Minimum Maintenance/Support Discount Off List Price	Notes:
04/05/2022	Ekahau	10% off current List Price	5% off maintenance and support services	ISO9001 certificate below
05/25/2022	Variphy	12% off current List Price	5% off ongoing maintenance and support services	Partner Authorization Letter below

**Ekahau's ISO9001 certificate:**

	Quality Management Systems	Environmental, Health and Safety, Social Accountability Management Systems	Technology
	ISO 9001	ISO 14001	ISO/IEC 17025 (testing and calibration)
	AQAP 2120	ISO 45001	
	ANSI/ESD S20.20		
	SO/IEC 80079-34 (IECEX)		
Railway	ISO/TS22163:2017 IRIS		
Medical	ISO 13485		
Automotive	ISO/TS 16949		

10900 Nesbitt Avenue South  
Bloomington, MN 55437

T 800.431.1333  
W convergeone.com



**Variphy Partner Authorization Letter:**



January 31, 2022

Alabama County College System  
P.O. Box 302130  
Montgomery, AL 36130

For: RFP# ACCS-2022-01

Variphy, Inc. ("Variphy"), a corporation duly organized under the laws of the State of California of the United States of America, having its principal place of business at 722 Old Jonas Hill Road, Lafayette, CA 94549, who is a provider of software products and services, hereby confirms that, as of the date of this letter, ConvergeOne ("Reseller"), is an authorized reseller for Variphy. The Reseller is entitled to do the following:

- (1) resell and/or distribute Variphy software products and/or services in the United States to end users within that territory;
- (2) bid, negotiate and conclude a contract with the Alabama Community College System for any products or services manufactured or provided by Variphy. The Reseller is an independent entity and has no authority to commit and/or bind Variphy or its affiliates in any way.

Variphy will, within the scope of its agreement with Reseller and authorized channels, provide support and product warranty services for Variphy products obtained through its authorized channels.

This Letter of Authorization shall be accurate as of the date appearing at the top of this letter. If you need any additional information, please do not hesitate to contact Jim Oddie at (510) 864-8759.

Duly authorized to sign this authorization for and on behalf of: Variphy, Inc.

A handwritten signature in black ink, appearing to read 'Jim Oddie'.

Jim Oddie  
General Counsel  
jim@variphy.com

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W [convergeone.com](http://convergeone.com)