



TAB 1

Cover Letter



September 25, 2018

José L. Narváez Figueroa
Director Ejecutivo III
Puerto Rico Department of Education
Corrections Building, 4th Floor
Tte. César González, Esquina Kalaf
Urb. Industrial Tres Monjitas
Hato Rey, PR 00926

Re: RFP NO: PRDE-OSIATD-FY2018-002

Dear Mr. Narváez Figueroa:

We feel honored for the opportunity to present our turnkey solution for the Puerto Rico Department of Education. We understand the importance of this project and assure you we're 100% committed with its success. If selected, we'll agree to enter into a written lease with the DEPR for the proposed equipment and services.

After a thorough reading and understanding of the requirements of this RFP, we've assembled a winning team consisting of: HP Inc; Forward Learning and UDT "United Data Technologies". We feel confident that this group can deliver a solid performance that will be talked about for years to come.

At Computerlink we design, develop, implement, sell, and provide services and maintenance to any technological solution that our customers need.

"Since 1988, our mission has always been to work with our clients to design, custom made, turnkey solutions that maximize their investment and productivity."

Throughout our corporate history, Computerlink has constantly been recognized because of the excellence of the products we represent, the alliances we have forged with our business partners, our financial strength, and the excellent customer service we provide. Our customers trust us to optimize their information technology systems so that they can focus on managing their business and strategies. Today we want to be a part of your success and through direct and personalized treatment be able to nurture a long term commercial relationship.



Computerlink remains at the vanguard of technological advances in the information technology field. We are highly trained to solve any challenge and are dedicated to creating and implementing innovative solutions that meet and surpass your expected results. Our customers receive support from a modern service center with a help desk where they are always catered by knowledgeable and experienced personnel.

All our business partners are recognized leaders in the technology industry. An example of this is our primary business partner, Hewlett Packard, who is not only recognized worldwide for the quality of its products but also for the innovations created in their Research & Development group. Over 800 local workers are employed at Hewlett Packard's manufacturing plant in Aguadilla, Puerto Rico. Thanks to the trust placed on us by Hewlett Packard, and because of our business philosophy and quality of service, we have attained the honor of being their Platinum Level Business Partner. In addition, Computerlink was again recognized in 2014 as the HP Caribbean Technology Services Most Valuable Player.

At Computerlink, the prevailing feeling is that a project is not complete until the customer is satisfied. Because of this and many other reasons, our customers continue to trust and rely on us. We are always ready to serve you with the highest degree of dedication and professionalism.

We Make Technology Work!



Platinum Business Partner
Authorized Service Center

Sincerely;

David Morales

Vice President



Platinum Business Partner
Authorized Service Center

lenovo. FOR
THOSE
WHO DO.



SAMSUNG

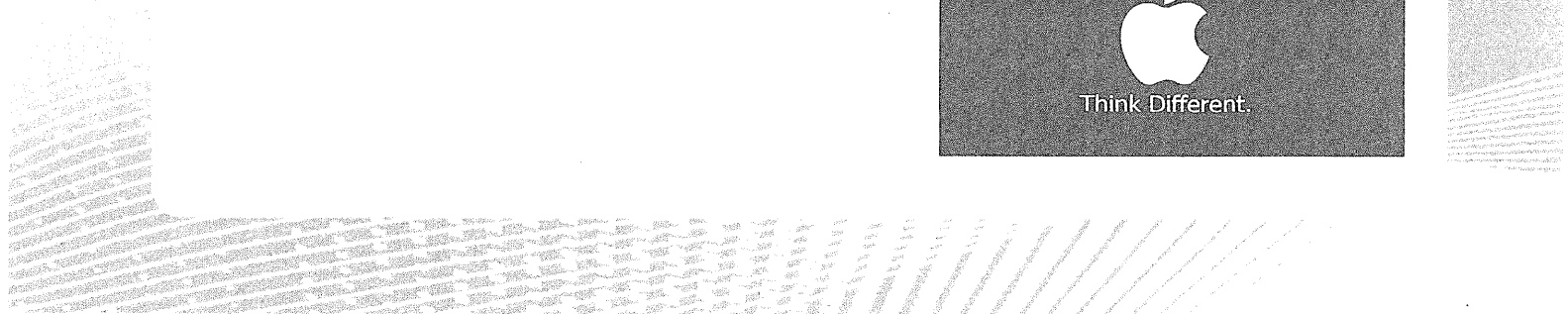
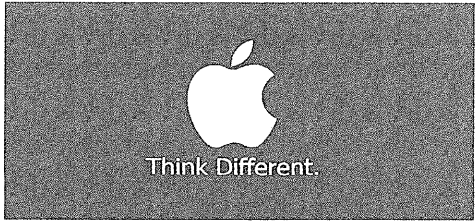
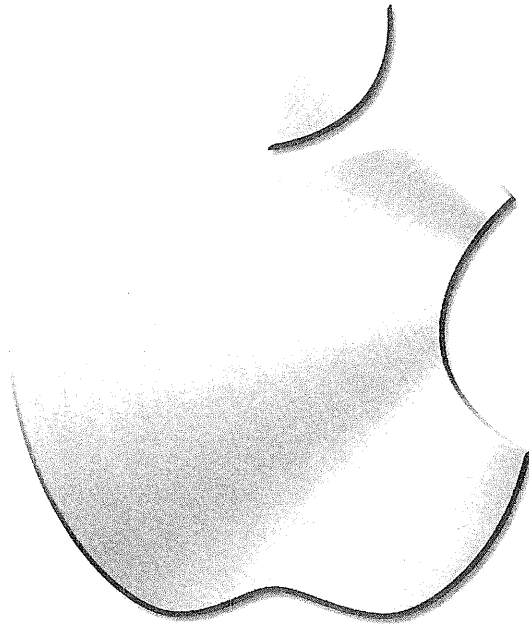


by Schneider Electric





Apple Authorized Reseller





CORPORATE RESOLUTION

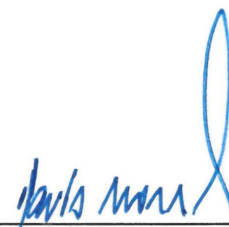
I, Iris D. Borges, of legal age, married, resident of Canóvanas, Puerto Rico, and Secretary of the Board of Directors of: COMPUTER NETWORK SYSTEMS CORP. whose Employer ID Number is 66-0444154, duly organized and existing under the laws of the Estado Libre Asociado de Puerto Rico, with main offices in San Juan, Puerto Rico and doing business as: COMPUTERLINK,

CERTIFY that the Board of Directors of this Corporation agreed to authorize Mr. David Morales, of legal age, single, and a resident of San Juan, Puerto Rico, who holds the position of Vice-president, so that in name of and in representation of this Corporation, sign the Proposal and Contract with the Puerto Rico Department of Education that stems from Request for Proposal: PRDE-OSIATD-FY2018-002 Mobil Devices, Professional Development and Project Management.

IN WITNESS WHEREOF, I have subscribed my name to this document and affixed the seal of the Corporation, in San Juan, Puerto Rico, today, September 26, 2018.



**Iris D. Borges, Secretary
Computer Network Systems Corp.
d/b/a Computerlink**



**David Morales, Vice-President
Authorizing Signature**



Sept 28, 2018

Mr. José L. Narváez Figueroa
Executive Director III
Puerto Rico Department of Education
Corrections Building, 4th Floor
Ave. Teniente César González, Esq. Calle Juan Calaf
Urb. Industrial Tres Monjitas
San Juan, P.R. 00926

Re:

Request for Proposals,

Dear Mr. Narváez Figueroa:

Reference is made to the proposal (the "Proposal") that will be submitted by COMPUTER NETWORK SYSTEMS CORP/DBA COMPUTERLINK ("COMPUTERLINK"), of which this letter will be a part, with regards to a Request for Proposal ("RFP") Number PRDE-OSIATD-FY2018-002 issued on August 17, 2018 for "Mobile Devices, Professional Development and Project Management".

HP Inc. is a global provider of personal computing and other access devices, imaging and printing products, and related technologies, solutions and services. We are a publicly held company with a net revenue of \$52,056 million dollars on 2017 (see financial statements attached) and we continue to grow our global presence. We are currently engaged in business in Puerto Rico and contributing with the island moving forward into a better future. We as HP have an established local presence through our local subsidiary and our Aguadilla's HP Plant, and in total we employ 268 full time workers and 250 contingent workers. We are also proud to be named one of the best "patronos" in Puerto Rico for 4 years in a row, we will be working closely with COMPUTERLINK on the RFP to provide our full support to them as well as to provide the requirement hardware requested in the RFP such as the laptops, extended warranties and other solutions.

COMPUTERLINK is a proud HP Platinum Channel Partner and we have a very close and longstanding relationship which we are confident will endure for many years to come. COMPUTERLINK as a strategic partner works very close in collaboration with HP in many important projects in the public and private sector in Puerto Rico.

HP knows that the RFP covers many issues related to the detailing of the scope, products and services type and contractual terms and conditions whose taking into consideration, HP is inviting COMPUTERLINK and PRDE to negotiate in good faith an Agreement to reach conditions that fairly reflect the nature of the business in such a way that all parties obtain the best benefit from the business relationship which will begin.



Even though COMPUTERLINK 's proposal will be a collaborative response with HP and brings together a fulfillment experience for the PRDE requirements, COMPUTERLINK will be the single point of contact for this RFP.

Regarding to the subject RFP, COMPUTERLINK will be considered as a direct and only authorized provider and obliged party for this RFP regarding HP products and if the criteria of standard terms and conditions are met, which include at least:

- Delivery of HP Equipment will take place on the date specified and upon an Agreement between COMPUTERLINK and Dpto. of Education during the negotiations process in accordance to the RFP specifications.

Cordially,

A handwritten signature in black ink, appearing to read 'R. Pilipiak', with a stylized flourish at the end.

Rodolfo Raul Pilipiak
General Manager
HP Inc



October 3, 2018



COMPUTER NETWORK SYSTEMS (Computerlink)
262 Calle Uruguay, San Juan, Puerto Rico.

Attention: Willie Morales

Re: Authorization to purchase direct from Apple in accordance with RFP No. PRDE-OSIATD-FY2018-002 for Mobile Devices, Professional Development and Project Management issued by the Puerto Rico Department of Education on August 17, 2018.

Dear Sirs:

WHEREAS, Computerlink is an Apple Authorized Indirect Reseller ("Reseller") which is participating in RFP No. PRDE-OSIATD-FY2018-002 for Mobile Devices, Professional Development and Project Management issued by the Puerto Rico Department of Education on August 17, 2018 ("RFP").

If Reseller is selected and awarded with the RFP, Apple will supply Apple products and services, as set forth in the offer made by Apple to Reseller, directly to Reseller for the sole purposes of addressing the RFP, including future purchases by the Puerto Rico Department of Education related to the RFP.

If you have any query or comment please send an e-mail to laso@apple.com.

Very truly yours,






Apple Inc.

Corporate Overview

HP Inc. (HP) is a proven leader and focused innovator in the personal systems and printing markets with leadership across commercial and consumer segments. With exciting new technologies on the horizon and an improved ability to enable investments in growth markets such as 3D printing and new computing experiences, HP is well-positioned to invent technology that empowers you to create, interact, and inspire like never before.

HP provides sales and services in more than 170 countries and employs approximately 54,000 employees worldwide. HP corporate headquarters are located in Palo Alto, California.

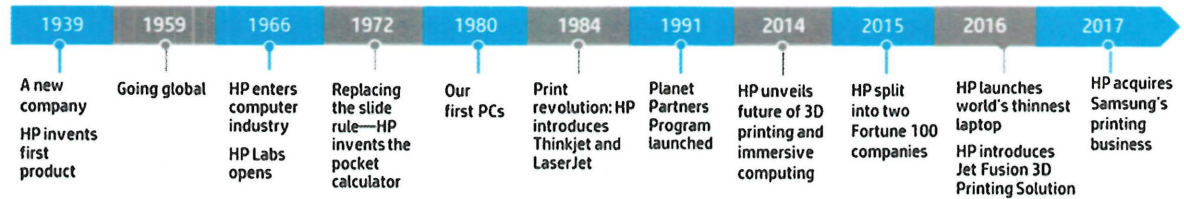
HP Fast Facts

Headquarters	Employment	Net Revenue	Annual R&D Budget	Business Presence
 Palo Alto, CA	 Approx. 54,000	 \$52 Billion	 Over \$1 Billion	 Over 170 Countries

Company History

HP was originally founded in 1939 by Bill Hewlett and Dave Packard. It was reinvented on November 1, 2015 with the completed separation from Hewlett Packard Enterprise. From garage startup more than 79 years ago to a global powerhouse, HP is still a company that applies new thinking to improve the lives and businesses of our customers.

Important Dates in Our History



We are proud that our products touch so many lives, and we believe that technology is vital to helping us all succeed in this rapidly changing world. We are committed to using our products, services, and ideas to unleash the exciting new possibilities just around the bend.

In its proud history, HP has not only changed the face of technology but also changed the way that an entire industry has come to view its commitments to its people, its customers, its communities, and the world.

Corporate Values

The values that shaped our company's history remain the foundation of the HP way. Much like our drive to reinvent, these values have stood the test of time.

- We value a high degree of **enthusiasm, agility, and ownership** because these entrepreneurial qualities help grow our business. We push boundaries to make great products and services, grounded in our longstanding tradition of quality, and take them to market, always with **uncompromising integrity**.





- We **trust and respect** each other because we highly regard what each individual contributes to the company. We achieve our best **results through teamwork** because we can better deliver on our commitments, grow our people, and magnify our contributions by working together.
- We drive **meaningful innovation**—the kind that has a positive impact on the world. While that requires us to think ahead and build for the future, our **focus on customers, partners, and the communities** we serve drives us to deliver the value they need to succeed, here and now.

HP Strategy

HP's strategy centers on driving leadership in our core, accelerating plans for profitable growth, and delivering on the milestones for our future.

Our strategic focus is an important catalyst in creating long-term value in today's rapidly changing market.

	CORE \$300B+ TAM	GROWTH \$220B+ TAM	FUTURE \$40B+ TAM
 PRINTING	<ul style="list-style-type: none"> • Revitalize consumer • Drive commercial 	<ul style="list-style-type: none"> • Disrupt copier market • Accelerate graphics 	<ul style="list-style-type: none"> • Lead 3D printing
 PERSONAL SYSTEMS	<ul style="list-style-type: none"> • Lead commercial • Grow premium 	<ul style="list-style-type: none"> • Drive commercial transformation 	<ul style="list-style-type: none"> • Create new immersive categories

SERVICES AND SOLUTIONS

Business Organization

HP has two core franchises—Personal Systems and Printing.

- **Personal Systems**—Delivers new categories of immersive computing experiences across multiple operating systems and form-factors for businesses and consumers.
 - Commercial**—As a market leader, HP delivers solutions that meet the exacting demands of business today. Products include desktops, all-in-ones, workstations, notebooks, hybrids, thin clients, tablets, and retail point of sale solutions. New technologies on the horizon focus on solving our customers' most challenging needs while providing the security, durability, and quality commercial customers expect from HP.
 - Consumer**—In a dynamic, rapidly evolving consumer market, HP is introducing powerful, new technologies and creating whole new categories of computing experiences. Products include desktops, notebooks, and hybrids that are optimized for consumer use, focusing on multi-media consumption, online browsing, and light productivity.
- **Printing**—With the broadest portfolio of innovative Print solutions, HP is the only company to offer four printing platforms—inkjet, laser, PageWide, and zero-ink with the introduction of Sprocket.
 - Commercial**—As a commercial print leader, HP has defined business printing for more than 30 years, providing innovative ink and toner-based solutions, document systems, and Managed Print Services to enterprises of all sizes. From multi-



function to large-format printers and web presses used for graphics and industrial purposes, HP continues to be a prolific innovator.

Consumer—Combining our deep insights with our engineering heritage, HP delivers affordable home and home office solutions for today’s global consumer. Our offerings include a convenient print from a PC or mobile device, web-based capabilities for document management, and multiple print applications—including revolutionary supply delivery programs like Instant Ink.

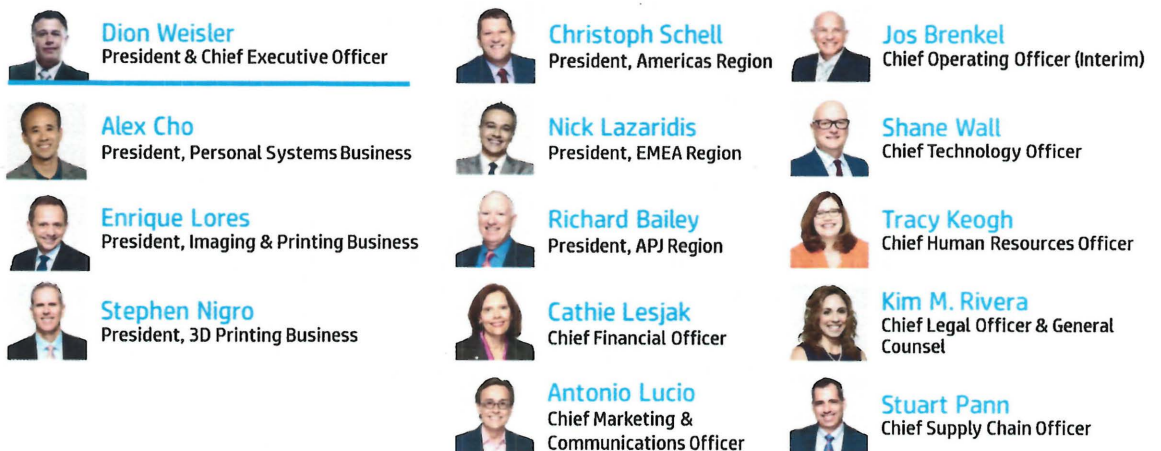
HP’s portfolio spans multiple operating systems and form-factors to effectively meet the needs of all our customers.



The organization chart below shows the relationship between HP’s businesses and corporate functions.

HP Leadership Team

The diverse HP leadership team has 250+ years of combined industry experience.



The Power of Partnership

HP understands that working cooperatively with other solution providers is vital to the success of complex IT projects. HP has therefore cultivated and sustained partnerships

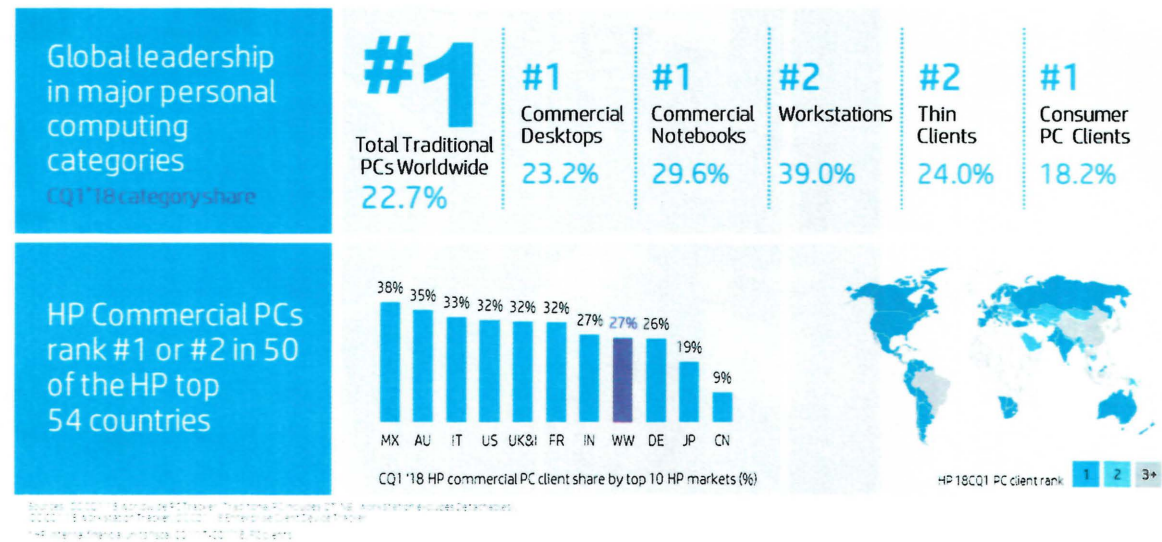


with thousands of sales partners and service partners around the world. These partners include leading software suppliers, systems integrators, and equipment providers worldwide. Among the top technology providers with which HP has forged significant alliances are AMD, Intel®, and Qualcomm, to name just a few. Together, HP and its partners deliver comprehensive, seamlessly integrated, and fully optimized computing solutions that assure rapid project deployment and simplified ongoing management.

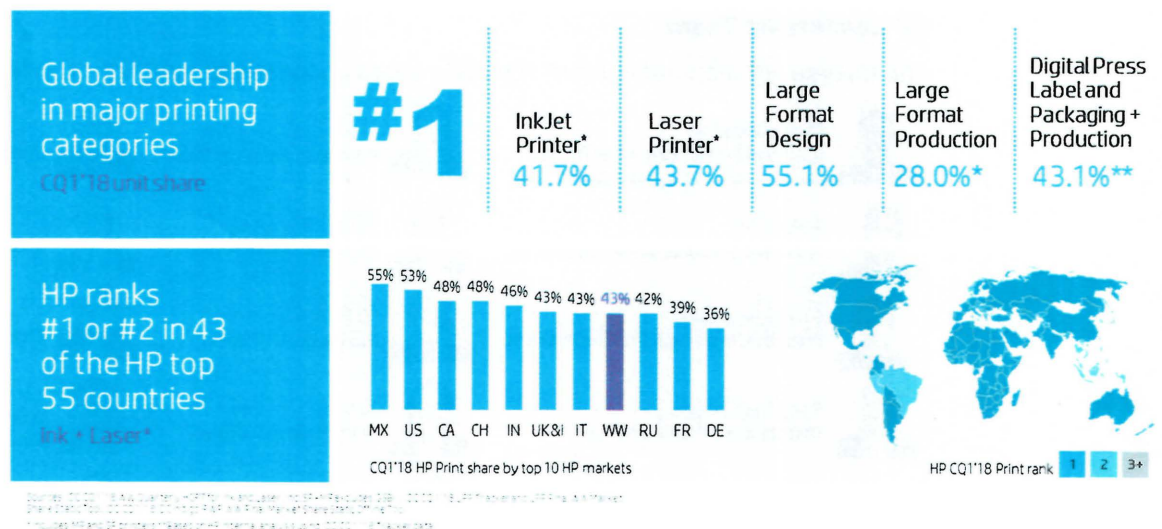
Market Leadership and Industry Recognition

HP's market leadership spans commercial and consumer solution areas. With a No. 1 or No. 2 market share ranking in several key IT product categories, HP holds a formidable competitive position that is unmatched in the industry. The following charts summarize HP's market leadership position in commercial personal systems and printing.

Global leadership in major personal systems categories



Global leadership in major printing categories



In addition to market share leadership, HP has a longstanding commitment to quality and customer satisfaction that earns widespread recognition from customers, trade publications, and industry associations. An acknowledged leader across a spectrum of IT



products and services, the growth and success of HP reflect the extraordinary loyalty of over one billion customers worldwide.

Financial Overview

The financial performance of HP is the result of execution against a well-defined fiscal management strategy. The company's success also reflects the faith that customers continue to place in HP to solve their business technology requirements.

HP Annual Revenue Breakdown

Fiscal Year	Worldwide Net Revenue	Personal Systems	Printing	Corporate Investments	Intersegment Eliminations and Other
2017	\$52,056	\$33,374	\$18,801	\$8	(\$127)
2016	\$48,238	\$29,987	\$18,260	\$7	(\$16)
2015	\$51,463	\$31,520	\$21,232	\$20	(\$1,309)
2014	\$56,651	\$34,387	\$23,211	\$296	(\$1,243)
2013	\$55,273	\$32,179	\$24,128	\$16	(\$1,050)

Figures stated as USD in millions

Note: The following highlighted information is for the reader's use only and is not intended for use in a customer-facing proposal response.

For full financial details, refer to the Financial Overview, Financial FAQs, and Financial Deep Dive FAQs.

Research and Development

HP remains committed to innovation as a key element of our culture. We are reinventing the future through transformative technologies that will disrupt industries and economies around the world. Our [key research areas](#) include Emerging Compute, Immersive Experiences, Print Adjacencies and 3D, and Security. We look at emerging trends to

- understand where our industry—and our world—is headed
- invest in a forward-looking, ambitious research agenda
- build a pipeline to fuel the next generation of HP products, services, and solutions, delivering breakthroughs that transform current businesses and create new ones

Expenditures for research and development were \$1.2 billion per year in 2017, 2016, and 2015. We anticipate significant research and development expenditures in the future to support the design and development of innovative solutions that enhance our competitive position while meeting the ever-changing business needs of our customers.

HP—the Partner of Choice

For over 79 years, our brand has stood for quality, reliability and technology leadership with a focus on customer satisfaction. Customers that choose HP gain a knowledgeable and trusted business partner experienced in helping companies increase return on IT investment, achieve sustained growth and realize strategic objectives.

With a broad solution portfolio, an unsurpassed commitment to service and an unbridled passion for customers, HP offers enduring value as [CustomerName]'s partner of choice.



HP invested **\$1.2 billion** in R&D per year in 2017, 2016, and 2015.





UNITED DATA TECHNOLOGIES

A Relationship-Based Approach to IT

ABOUT

For more than 20 years, United Data Technologies (UDT) has helped organizations accomplish more through a comprehensive, relationship based approach to technology. We help clients meet opportunities and challenges head on by providing the expertise, best-in-class solutions, and an unbending commitment to service, value and integrity.

Our purpose and passion is to radically energize our clients' performance, mitigate their technology risk and speed time to value. We exist to create seamless experiences and competitive advantages for enterprises investing in their future.

In our impassioned focus to deliver high value for our clients, we are a team driven by smart business sense, critical thinking, unconventional problem-solving, hard work, and old-fashioned ethics. Known by our enterprise clients as a trusted partner, we provide flexible and interoperable services.

UDT has been the recipient of national and regional recognition including Inc.500, CRN's Top 150 and the South Florida Business Journal as one of South Florida's 50 fastest-growing private companies.



MISSION

To accomplish more

UDT is a technology enabler known for helping clients to accomplish more by evaluating, architecting, providing, securing, and managing solutions to heighten their impact in a hyper-connected world.

Quick Facts



- Founded in 1995
- Privately Held
- 300 Employees
- Locations in FL, TX, OK, TN

Culture



- Sense of urgency
- Team Work
- Responsibility
- Integrity
- Versatility
- Excellence

Focus



- Education
- Commercial
- Government
- Cross-Industry

Configuration Center



- 35,000-Sq Ft facility
- Over 800,000 Unit Annual Capacity
- Value-To-Volume (V2V) ROI

OUR SOLUTIONS



Collaboration



Cloud



Mobility



Cybersecurity

OUR SERVICES



Advanced Services



Technical Services



Managed Services

OUR SECTORS



Education
Government
Healthcare



Finance
Transportation
Energy



Retail
Hospitality
Manufacturing

RECOGNITIONS



CRN MSP 500
2016, 2017

CRN MSP 500 – Elite 150
2015, 2017

CRN Tech Elite 250
2015

Fast Growth 150
2015



America's Fastest-Growing Private Companies

Listed seven years in a row



Microsoft Azure Acceleration Award
2016

STRATEGIC PARTNERSHIPS

Microsoft
Partner



Cloud Productivity
Cloud Productivity
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**Hewlett Packard
Enterprise**



WHAT SETS US APART

- Full Range of IT Solutions and Services
- Award Winning, Industry Experts
- Level Presence with National Scale
- A Self Served Marketplace

Experience the UDT difference.



TECHNICAL SERVICES

Accelerate and Streamline
IT Implementations



TO BE COMPETITIVE IN THE DIGITAL ERA, ORGANIZATIONS MUST PROVIDE STAKEHOLDERS TIMELY ACCESS TO INFORMATION AND DATA, ACROSS A MULTITUDE OF DEVICES. ACHIEVE YOUR ORGANIZATION'S CORE OBJECTIVES BY ACCELERATING AND STREAMLINING YOUR IT IMPLEMENTATIONS WITH UDT'S TECHNICAL SERVICES: CONFIGURATION, IMAGING, ASSET TAGGING, WAREHOUSING, LOGISTICS, INSTALLATION AND ASSET MANAGEMENT.

BENEFITS OF TECHNICAL SERVICES

- Accelerate implementation time
- Improve operational efficiency
- Simplify product procurement and management
- Save administration time and reduce costs
- Increase end user work
- Reduce pilferage and lost assets
- Reduce service incidents



Our dedicated teams and state-of-the-art facilities provide you with the expert assistance you need from configuration to ongoing support to ensure that your technology solution delivers planned business outcomes.

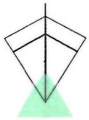
SERVICES



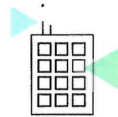
CONFIGURATION is designed to assist customers in their complete asset life-cycle management, from configuration to deployment, with ongoing support.



IMAGING is customized to integrate into your current systems for efficient technology device integration that is automated and secure.



LASER ETCHING & ASSET MANAGEMENT allows you to choose your asset, tag data and customize your reporting to meet your specific business needs.



WAREHOUSING, LOGISTICS & DEPLOYMENT means your orders or stock inventory will always be accessible when you need them through UDT's complete storage, logistics, installation, and removal capabilities.



TECHNICAL SUPPORT provides you with the resources and experts you need to troubleshoot issues and improve IT functions for optimal performance.



WARRANTY AND FIELD REPAIR ensure your end users have minimal down time by coordinating the timely repair and return of your devices, while also providing the capacity for hot spares management and deployment.

UDT PROVIDES CUSTOM, END-TO-END SOLUTIONS THAT ECONOMICALLY STREAMLINE THE IMPLEMENTATION AND MANAGEMENT OF DEVICES ACROSS AN ORGANIZATION'S INFRASTRUCTURE.