

Small Disadvantaged Business

Contract Vehicles, Awardee, Authorized Distributor • ISO, MBE, Training, and CMMC Certified



Trusted IT Solutions Provider

Incorporated in 2002 with a Mission of providing Innovative and cost effective Technology Solutions, systems, and services for digital transformation.

- IT Systems configuration consulting and design (AI/ML)
- Data Systems, platforms, backup & integration
- Cyber Security Software licensing, support and maintenance
- Pre-Sales and Post-Sales Technical support and service
- IT Lifecycle maintenance, and end user support

Niche/Differentiator

- 22+ years of Valuable IT industry Experience – OEM partnerships.
- Guaranteed 15%+ Time, Cost, and Effort savings
- Over \$ 2M+ of Ready-to-Ship Inventory
- Financially Strong, Stable, and Debt-Free (24M+ annual revenue)
- Complete Product Traceability and Certificate of Conformance
- Global Supply Chain Network for Quick Deliveries & Cost Savings
- 10,000 sq.ft. office and warehouse in Silicon Valley (Just-In-Time)

Past Performance:

Federal Government Contracts and Large Primes

DLA (500+ Task Orders)	\$ 7M+
DOE LBNL and INL (as Prime)	\$ 2M+
BAE Systems (as Sub)	\$ 1.2M
Peraton/NRG Technical Services	\$ 400K+
SAIC (as Sub)	\$ 500K

SLED Contracts/Blanket Purchase Agreements

San Bernadino County	\$ 8.5M
Riverside County	\$ 4.8M
Alameda County	\$ 2M+
San Mateo County	\$ 1M+
SMUD	\$ 2M+



NAICS Codes:

541519; 541512; 511210; 611420; 453210; 339940; 423430

CAGE CODE / DUNS Number 1YQH2 / 082826723 Rating: 3A1

SAM.gov Unique Entity ID (UEI) EGFEH8RLVSG4

"We've worked with Saitech for years! Most of our systems are custom built with specific specs and Saitech has always come through ... We appreciate the work they do for us in keeping our systems up and running"

—Department of Energy NERSC Data Center Manager

Punchout Capable:



42640 Christy Street, Fremont, California 94538 USA

www.Saitechincorporated.com

Toll Free 1 (877) 440-0256

→ Company Profile

Saitech Inc.

Saitech Inc. has been a premier provider of comprehensive technology solutions (Hardware, software & services) tailored for government and enterprise clients **since 2002**.

We take pride in our extensive experience serving SLED (State, Local, Education) and federal clients, including partnerships with various government agencies and educational institutions like County of San Bernardino, County of Alameda, Orange County, County of San Mateo, County of Riverside, Snohomish County, County of Santa Clara, City of Santa Ana, OCTA, Sant Clara VTA and many cities, utility departments etc.

Business	Incorporated in California 2002
CA Tax ID	2276359
Federal Tax ID	75-300-4589
DUNS (Dun & Brad Sheet)	082826723
SAM.GOV ID	UEI: EGFEH8RLVSG4
CCR Registered	Cage Code # 1YQH2
NAICS Code	421430, 423430, 423690, 423420, 425120
Certifications & Association Memberships	ISO 9001-2008 Certified Company ANSI – ESD S20:20 Compliant ERAI –Electronics Reseller Association Inc ASA – Aviation Suppliers Association GIDEP Member - www.gidep.org National Association of Government Contractor National Defense Industrial Association Member TiE Silicon Valley Member – www.sv.tie.org

→ Experience

Sonoma County Public Safety Consortium

Overview

Saitech Inc. partnered with the Sonoma County Public Safety Consortium (SCPSC) in a multi-year agreement valued at \$1.8 million. This project, initiated in May 2024, aims to enhance public safety operations with durable, high-performance Getac rugged laptops and accessories. The estimated savings for SCPSC are over \$200K, reflecting more than 15% in valued savings.

Work Approach

Saitech Inc. supplied SCPSC with Getac S410G5 rugged laptops, equipped with Intel Core i5-1340P processors, 32GB of RAM, and 512GB PCIe SSDs. These devices feature Sunlight Readable Full HD LCD + Touchscreen, Wi-Fi 6, Bluetooth, 5G Sub-6 connectivity, and dedicated GPS/GLONASS capabilities. The project also included comprehensive protection with a 5-year Bumper-to-Bumper Extended Warranty and vehicle integration solution

Project Status

The project is ongoing, with Saitech Inc. continuing to support SCPSC in their mission to improve public safety operations. The deployment of rugged laptops and accessories is progressing smoothly, ensuring SCPSC officers have access to reliable and advanced technology in the field.

City of Santa Ana

Overview

Saitech Inc. secured a contract with the City of Santa Ana to supply 175 Getac V110 rugged computers and extended warranties. The contract, valued at \$836,461, was awarded on June 6, 2024.

Work Approach

Saitech Inc. provided the City of Santa Ana with Getac V110 rugged laptops, designed to withstand demanding environments. These devices offer advanced security features, including smart card and fingerprint readers, ensuring secure and efficient operations for city departments.

Project Status

The project has been successfully completed, with all 175 Getac V110 rugged laptops delivered and integrated into the city's operations. The devices are now in use, enhancing the efficiency and security of public services in Santa Ana.

Kern County

Overview

Saitech Inc. collaborated with Kern County to deploy Getac S410G5 rugged laptops. The project, valued at \$204K, was initiated on May 8, 2024.

Work Approach

Saitech Inc. supplied Kern County with Getac S410G5 laptops featuring Intel i7-1360P processors, dual batteries, HF RFID, Windows Hello Webcam, 32GB RAM, 512GB PCIe SSD, and Sunlight Readable Full HD LCD + Touchscreen. The devices also included a 5-year Bumper-to-Bumper Extended Warranty and vehicle integration solutions.

Project Status

The deployment of Getac S410G5 laptops for Kern County has been completed successfully. The rugged laptops are now operational, providing reliable and secure technology for the county's field operations.

8/31/2023

Saitech Inc.
42640 Christy Street
Fremont, CA 94538
T: (510) 440-0256

Letter of Authorization for Saitech Inc.

Getac Inc. ("Getac") hereby provides the following statement as part of the *Saitech Inc.* submission for ruggedized laptops, tablets, accessories and related products and services:

- a. The products offered in response to the requirement are genuine (i.e., not counterfeit and not unauthorized secondary market/gray market products).
- b. *Saitech Inc.* has the certification/specialization level required by Getac (the Manufacturer) to support both the product sale and product pricing, in accordance with the applicable Getac certification/specialization requirements.
- c. *Saitech Inc.* shall receive Getac support services required to support the product(s), so long as Saitech Inc. is not in default of any payment terms for said product(s).
- d. *Saitech Inc.* has the authority to transfer to the end user all appropriate software licensed associated with the product(s).
- e. Getac will not deny required warranty support for the product(s) within the stated warranty period for that product.

Any questions or comments regarding the additional manufacturer information may be addressed to Maria Gutierrez, Contract Administrator, during normal business hours at (949) 247- 4114 or contract.administrator_US@getac.com.

Michael McMahon
Michael McMahon (Reg. St., 2022 WB# 027)

Mike McMahon
President, USA
Getac, Inc.

SECTION 3 – References

Customer Name: **Sonoma County Public Safety Consortium**

Date: 05/01/2024

Agreement: SC001-0000001773

Value: \$ 1.8M (multi-year agreement)

Estimated Savings: \$200K+ (over 15% valued savings)

Executive Director: Bret Sackett

Phone No: (707) 565-8730

email: Bret.Sackett@sonoma-county.org

Product Name/Model: Getac

Customer Name: **City of Santa Ana**

Date: 06/06/2024

Purchase No: 126822

Value: \$ 836,461.00

Contracting Officer: Megan Ornelas

Phone No: 714-647-5466

email: mornelas@santa-ana.org

Product Name/Model: Saitech Inc worked with City of Santa Ana to furnish one hundred and seventy-five (175)

Getac V110 rugged computers and extended warranties.

Customer Name: **Kern County**

Date: 05/08/2024

Purchase No: 2407921

Value: \$ 204K

Contracting Officer: Wendy Vela

Phone No: (661)392-6909

email: sorroww@kernsheriff.org

Product Name/Model: Saitech Inc worked with Kern County and deployed Getac S410G5 - i7-1360P, Dual Battery+HF RFID+Windows Hello Webcam, Microsoft Windows 11+32GB RAM, 512GB PCIe SSD, Sunlight Readable (Full HD LCD + Touchscreen + Stylus), Membrane Backlit KBD+Micro SD, WIFI+BT+5G Sub-6 (EM9190) w/dedicated GPS/GLONASS+Passthrough, Thunderbolt 4, 3 Year Limited Warranty Getac (Bumper to Bumper) + Extended Warranty- Semi-Rug Laptop (Year 1,2,3,4 & 5)

Customer Name: **County of Alameda**

Date: 11/02/2023

Agreement: GENSA-000032841

Value: \$ 1 Million

Executive Director: Al Garcia

Phone No: (510) 272-6403

email: al.garcia@acgov.org

Product Name/Model: Getac - V110G7 i5-1235U, WinHello, Win11+16GB, 512GB PCIe SSD, SR FHD LCD+TS+stylus, Backlit KBD, WIFI+BT+5G+GPS+PT, HH, USB Type-Ax2+Type-Cx1+SCR+HF RFID, 3 Yr B2B Warranty

Customer Name: **Orange County Transportation Authority, Orange, CA**

Date: June 2021 – July 2022

Purchase No: C13459

Value: \$211,529.00

Contracting Officer: Ronald Wolf

Phone No: 714-560-5548

email: RWolf@octa.net

Product Name/Model: PXX-00002 – Microsoft Surface Pro 7 (12.3", Core i7, 16GB RAM, 256GB SSD),

PXX-00001 – Microsoft Surface Pro 7 same specs but in Platinum color, EYV-00001 – Microsoft Surface

Pen M1776, FHD-00016 – Microsoft Surface Arc Mouse

Customer Name: **Naval Surface Warfare Center, Department of Navy, Norco, CA** Contract No:

N64267-14-P-0219

Date: Sept. 20th 2014 – Oct. 17th 2014

Value: \$58,002.19

Contracting Officer: Wendy Menendez

Phone No: 951-393-4316

Resumes

Saitech Inc.

Our Saitech Professional Services team offers extensive expertise with over 25 years of industry experience, including 21 years as co-founders. Our team is well-versed in IT hardware, software, and supply chain services, with significant experience in cloud computing, AI/ML, and data center management.

Rick Mahajan, President, 25+ years industry experience (21 years as Saitech Inc. Co-Founder) Mr. Mahajan is responsible to oversee the overall project implementation and successful delivery. Degree in Business from Guru Nanak Dev University in Punjab, India. MCSE (Microsoft Certified Systems Engineer) and CCNA (Cisco Certified Network Administrator) certification.

Phone: (510) 440-0256 x305 Fax: (510) 440-0257 rick@esaitech.com

Sam Sharma, Vice President, 25+ years industry experience (21 years as Saitech Inc. Co-Founder)

Mr. Sharma is responsible for all financial and accounting decisions and also in charge of supplier quality management. Honors degree in Accounting from Delhi University's & an MBA in International Business from US.

Phone: (510) 440-0256 x304 Fax: (510) 440-0257 sam@esaitech.com

Sunny Bhatia, Purchasing Manager, 17 years with Saitech Inc.

Mr. Bhatia is responsible for OEM and vendor relationships & partnerships, as well as major procurement

He has a Bachelor's of Science in computer science from Punjab, India.

Phone: (510) 440-0256 x303 Fax: (510) 440-0257 sunny@esaitech.com

Ernesto Juarez, Quality Control Manager, 11+ years industry experience

Mr. Juarez is responsible for all products, service quality, reliability and performance. He also oversees the company's ISO 9001:2015 certification, document control and quality control. Bachelors in Technical Management from DeVry University with Microsoft Certified Professional (MCP)

Phone: (510) 440-0256 x307 Fax: (510) 440-0257 ernesto@esaitech.com

Shalini Kalra, Public Sector Contract Manager, 16 + years industry experience Ms. Kalra is responsible for Account management, vendor relationships, partnerships, Public Sector Sales and manages SLED customers. Stanford Certified Project Manager; Bachelors in Anthropology and Master in Education Technology from CSU East Bay

Phone: (510) 440-0256 x307 Fax: (510) 440-0257 govtsales@esaitech.com

Erwin Villanueva, Business Development Manager, 18+ years industry experience

42640 Christy St. Fremont, CA. 94538 Phone: (510) 440-0256 x307 Fax: (510) 440-0257 erwin@shopsaitech.com

Studied design and photography at Academy of Art University in San Francisco, CA. Prior to joining Saitech Inc. Mr. Villanueva was with Fry's Electronics HQ Audio Video purchasing team.

Bharathi Kunti, Technical Support Engineer, 12+ years industry experience

Mrs. Kunti is responsible for all product engineering and technical services related issues with the solutions we provide. Bachelors in Engineering in Electronics and Communication, India.

Phone: (510) 440-0256 x309 Fax: (510) 440-0257 service@shopsaitech.com

Sharmina Shakeel, Technical Sales Engineer, 15+ years industry experience

Mrs. Shakeel is responsible for all product engineering and technical services related issues with the solutions we provide. Bachelors in Engineering in Electronics and Communication, India.

Phone: (510) 440-0256 x312 Fax: (510) 440-0257 service@esaitech.com

Rinu Singh, Customer Support & Logistics Manager 15 Years industry experience

Mrs. Singh is responsible for all customer post sales, service-related matters including product returns management, logistics, transportation, tracking and product support. Bachelors in Business Administration, India.

Phone: (510) 440-0256 x312 Fax: (510) 440-0257 rma@esaitech.com

Imran Saleh, Cloud Service Engineer, 5+ years industry experience

Mr. Saleh is responsible for overseeing cloud service implementations and ensuring successful project delivery. He holds a Master of Science in Computer Science from San Francisco Bay University and a Bachelor of Science in Electronics & Communication Engineering from Khulna University. Mr. Saleh brings experience from previous roles at Xeon Technology Ltd., ConstantMD Inc., and USAID.

Phone: (510) 440-0256

Email: imran.saleh@esaitech.com

Ketan Singh, Technical Sales Lead, 3 Years industry experience

Mr. Singh works on system design and configuration projects for our customized clients IT solutions.

Phone: (510) 440-0256 x301 Fax: (510) 440-0257 techsales@esaitech.com

Fatima Ferreira, Accounting Manager, 10 Years industry experience Mrs. Ferreira takes care of all accounting related issues with customers and suppliers. She has a bachelor's degree in Financial Accounting and diploma in Office Management.

Phone: (510) 440-0256 x310 Fax: (510) 440-0257 accounting@esaitech.com

8/31/2023

Saitech Inc.
42640 Christy Street
Fremont, CA 94538
T: (510) 440-0256

Letter of Authorization for Saitech Inc.

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Any questions or comments regarding the additional manufacturer information may be addressed to Maria Gutierrez, Contract Administrator, during normal business hours at (949) 247- 4114 or contract.administrator_US@getac.com.

Michael McMahon
Michael McMahon (Aug 31, 2023 09:48 CDT)

Mike McMahon
President, USA
Getac, Inc.

City of Meniffee: Request for Quotes

(Informal Request for Laptops & Accessories (Cooperative Purchasing Pricing))

Project Name: Request for Computer Laptops/Getacs & Accessories

Goods/Service Requested (Short Description): The City of Meniffee is seeking quote/per unit pricing for computer laptops, GETACs and related accessories available for purchase via cooperative purchasing agreements, including but not limited to: CMAS, NASPO, OMNIA, Sourcewell. The City would look to establish an on-going relationship with selected vendor(s) for the purchase of new and replacement equipment identified through the year.

Requested By: Margarita Cornejo

Department: Finance

Date Requested: 11/13/2024

Response Deadline (Date & Time): November 19, 2024, at 2:00 p.m.

Clarification of specifications is to be directed to:

Accepted Response Methods:

☒ Email: mcornejo@cityofmeniffee.us

☐ Mail: City of Meniffee
Attn:
29844 Haun Road
Meniffee, CA 92586
(Must be received by Response Deadline Indicated in Request)

☐ In- Person: City of Meniffee
Attn:
29844 Haun Road
Meniffee, CA 92586
(Must be received by Response Deadline Indicated in Request)

Goods, Equipment, Services Requested Detail/Specifications:

Various laptops and GETAC equipment and related accessories as listed below. **Please note vendor does not need to be able to provide all listed equipment. The City will consider purchases from different vendors based on stock availability:**

Laptops

1. Microsoft Surface Laptop Studio 2
 - a. Intel Core i7
 - b. 64GB RAM
 - c. 2TB SSD
 - d. 14.4" Touchscreen
2. Microsoft Surface Laptop 6
 - a. Intel Core Ultra i7

City of Meniffee: Request for Quotes

(Informal Request for Laptops & Accessories (Cooperative Purchasing Pricing))

- b. 32GB RAM
 - c. 1TB SSD
 - d. 15" Touchscreen
- 3. Microsoft Surface Pro
 - a. Snapdragon X Elite (12 Core)
 - b. Wi-Fi + 5G Cellular
 - c. 16GB RAM
 - d. 512GB SSD
 - e. 13" Touchscreen OLED
- 4. GETAC V110G7 (Part #VSCP7PJABGBA)
 - a. Intel i5
 - b. 32GB RAM
 - c. 256GB SSD
 - d. Wi-Fi + Bluetooth + 5G Cellular + Dedicated GPS

Accessories

- 1. Surface Thunderbolt 4 Dock
- 2. Surface USB-C Travel Hub
- 3. Surface Dock 2
- 4. Surface Pro Flex Keyboard
- 5. Surface Slim Pen
- 6. Surface Pen
- 7. GETAC V110 Office Dock w/90W AC Adapter (#GDOFUR)

Insurance Requirements: (selected vendor/service provider to provide insurance certificates during Purchase Order/Contract process)

- ☒ General Liability*
 ☐ Automobile Insurance*
 ☒ Worker's Compensation
 ☐ N/A
☐ Professional Liability Insurance*

* City of Meniffee must be listed as additional insured

Funding Source(s):

- ☒ Local funds:
☐ Other Funding:
 ☐ Federal: _____
 ☐ State: _____
(Specify)
(Specify)

Subject to Prevailing Wages Requirements: (Construction, alteration, demolition, installation, maintenance, or repair work)

- ☒ Yes
 ☐ No

(Actual Construction work, not labor compliance (professional services))

Estimated Project Start Date & Duration:

Estimated Start Date: On-Going, the City would look to use vendor regularly for new and replacement

City of Meniffee: Request for Quotes

(Informal Request for Laptops & Accessories (Cooperative Purchasing Pricing))

equipment needs.

Estimated Project Duration: On-Going, the City would look to use vendor regularly for new and replacement equipment needs.

The total estimated budget for the current fiscal year for such equipment purchase is: \$250,000

ADDITIONAL TERMS & CONDITIONS

QUESTIONS/INQUIRIES: Submit questions via email to mcornejo@cityofmeniffee.us prior to the submittal deadline. All responses will be provided via email to the pre-qualified firms that were directly solicited.

FIRM QUOTATION: All proposals shall remain firm for at least **ninety (90)** days.

SELECTION PROCESS: The City of Meniffee reserves the right to accept or reject any or all proposals or to waive any defects or irregularities in the proposals or selection process.

ASSIGNMENT & SUBCONTRACTING: Firm may not assign or subcontract any portion of the services contemplated.

AGREEMENT: A purchase Order will be generated against the existing On-Call Master Agreement.

PRE-CONTRACTUAL EXPENSE: The City of Meniffee shall not, in any event, be liable for any pre-contractual expense incurred by the Proposer in preparation of its proposal.

All proposals must be dated and signed with the firm's name and by an authorized officer or employee.

CONFIDENTIAL MATERIAL: After award, all proposals shall be open to public inspection. The City of Meniffee assumes no responsibility for the confidentiality of information offered in a bid.

City of Menifee: Request for Quotes

(Informal Request for Laptops & Accessories (Cooperative Purchasing Pricing))

Bidder Response Form

Project Name: Request for Computer Laptops/Getacs & Accessories

Response Deadline: November 19, 2024, at 2:00 p.m.

Goods/Service Requested (Short Description): The City of Menifee is seeking quote/per unit pricing for computer laptops, GETACs and related accessories available for purchase via cooperative purchasing agreements, including but not limited to: CMAS, NASPO, OMNIA, Sourcewell. The City would look to establish an on-going relationship with selected vendor(s) for the purchase of new and replacement equipment identified through the year.

Please note, the response to this informal request for proposal is not an offer, or a binding contract. A contract will be established only when the firm accepts an offer from the City of Menifee. Once the City has selected a firm, the selected entity MUST receive a Purchase Order (PO) from the City before services are rendered.

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email Address: _____ Phone: _____

Applicable License(s): ☒ N/A Description: _____ N/A License Number: _____ N/A

DIR Registration Number* (#): _____ N/A ☒ N/A

** Required for projects which involve construction, alteration, demolition, installation, maintenance, or repair work that requires payment of prevailing wages AND are greater than \$25,000 for new construction, alteration, installation, demolition, or repair OR greater than \$15,000 for maintenance work*

Total Cost for Requested Services/Goods:

Quotes should be all inclusive of equipment costs. Please note in the Additional Quotes Detail below any costs not included (Shipping, tax, etc, city should be aware of).

If cooperative pricing is percentage based discount, please provide the net per unit price with applicable discounts, and confirm if pricing is fixed for longevity of contract, or subject to increases.

Please complete the attached Request for Quotes worksheet (**REQUIRED**) & return with response.

City of Menifee: Request for Quotes

(Informal Request for Laptops & Accessories (Cooperative Purchasing Pricing))

Additional Quote Details (inclusions/exclusion etc):

Additional Attachments (Optional): Please briefly describe any attachments included with the response.

Contact Person: _____

Title: _____

Undersigned agrees to furnish the services stipulated herein, any addendum(s) issued, and any applicable attachments at the price and terms stated within the solicitation. In addition, undersigned agrees to provide any applicable insurance requirements as identified with this request.

Authorized Signature: _____ Date: _____

City of Menifee
Request for Quotes
Computer (Laptops & Accessories)

Saitech Inc
42640 Christy St., Fremont, CA 94538
UEI: EGFEH8RLVSG4
DUNS Number: 082826723
Cage Code: 1YQH2
Pricing is based off NCPA Contract #01-170

Category: Laptops (Please see Standard Equipment Minimum Specifications Attachment for item specifics)

Model Description	Available Product (Yes/No)	Per Unit Price (\$) (Including all applicable discounts)	Applicable Cooperative Agreement Number (NASPO, CMAS, OMNIA etc)	Subject to Annual Increase (Yes/No)	Maximum Annual Increase Amount or %	Standard Delivery Period (# of Business Days) from Order/PO Received
1. Microsoft Surface Laptop Studio 2	Yes	\$3,228.00	NCPA	No	No	15 Days
2. Microsoft Surface Laptop 6	Yes	\$1,969.00	NCPA	No	No	15 Days
3. Microsoft Surface Pro	Yes	\$1,639.00	NCPA	No	No	15 Days
4. GETAC V110G7 (Part #VSCP7PJABGBA)	Yes	\$4,030.00	NCPA	No	No	20 Days

Category: Laptop Accessories (Please see Standard Equipment Minimum Specifications Attachment for item specifics)

Model Description	Available Product (Yes/No)	Per Unit Price (\$) (Including all applicable discounts)	Applicable Cooperative Agreement Number (NASPO, CMAS, OMNIA etc)	Subject to Annual Increase (Yes/No)	Maximum Annual Increase Amount or %	Standard Delivery Period (# of Business Days) from Order/PO Received
1. Surface Thunderbolt 4 Dock	Yes	\$219.00	NCPA	No	No	7 days
2. Surface USB-C Travel Hub	Yes	\$72.00	NCPA	No	No	7 days

3. Surface Dock 2	Yes	\$189.00	NCPA	No	No	7 days
4. Surface Pro Flex Keyboard	Yes	\$255.00	NCPA	No	No	7 days
5. Surface Slim Pen	Yes	\$94.00	NCPA	No	No	7 days
6. Surface Pen	Yes	\$72.00	NCPA	No	No	7 days
7. GETAC V110 Office Dock w/90W AC Adapter (#GDOFUR)	Yes	\$286.00	NCPA	No	No	7 days