



ADDENDUM NO. 1 TO ALL OFFERORS:

Reference: Request for Proposals, RFP13352JM, Round 1 Questions and Answers

Commodity: Security Maintenance of Virginia Lottery's Security Systems

Dated: August 12, 2026

All offerors are required to acknowledge all RFP addenda in their proposals.

Addendum 1 contains questions raised during the Pre-Proposal Conference and questions submitted by prospective Offerors, along with the official responses.

1. Does only the end-of-life equipment need to be replaced?

A. Yes, currently the end-of-life equipment, the Alarm Control Panels identified in the solicitation, need to be replaced. The Alarm Control Panels are noted on page 7 of the solicitation.

2. Is the NVR Secure Configuration handled by the vendor?

A. Yes, the vendor would be responsible for this.

3. Is the date on the Contract Term correct on the solicitation or is that a typo?

A. The year identified in the Contract Term was incorrect and has been corrected as follows:
Previous: February 26, 2026, to February 25, 2028, with three (3) optional one-year renewal periods.

Corrected: February 26, 2027, to February 25, 2029, with three (3) optional one-year renewal periods.

Additional Clarification: Offerors shall complete the applicable pricing schedule(s), Attachment 1 and/or Attachment 2, as provided. Pricing submitted for evaluation purposes shall include implementation costs and Year 1 costs *only*. The Annual Grand Total - Year 1 will be used for price scoring and evaluation. Costs associated with Years 2 and beyond, as well as any optional renewal periods, shall not be included in the Annual Grand Total - Year 1.

4. Who will be responsible for the vulnerability scans and what is your preferred scanning method?

A. The vendor would be responsible for this. Offerors are responsible for submitting their Proposed solution in response to the requirements outlined in the solicitation.

5. Is there a preferred approach for conducting firmware patch regression testing?

A. The Lottery does not have a firmware patch regression testing process. It is the responsibility of the Contractor to perform all necessary testing and validation prior to deploying any firmware patches within the Lottery environment.



6. Is there a preferred methodology for NVR updates, and is that the responsibility of the Vendor?

A. Yes. The Vendor shall be responsible for performing NVR updates and related testing on a quarterly basis. Prior to implementing any upgrades or updates, the Vendor shall notify and coordinate with an authorized Virginia Lottery employee. No upgrades or updates shall be applied without prior notification.

7. Will pictures be allowed on the tour today?

A. No. pictures are not permitted during the security tour.

8. Will the PoE switches level 2 or 3 be in scope for this contract?

A. Yes. The Level 2 and Level 3 PoE switches are currently provided by the incumbent vendor, along with the associated hardware. Both Level 2 and Level 3 PoE switches are within the scope of this contract and shall be supported by the Offeror.

9. Will floor plans be provided?

A. Please refer to Section C.1.K (page 12). Floor plans, if required, shall not be released prior to contract award and shall be provided only to the awarded Contractor upon successful completion of all background check requirements.

10. Network Infrastructure Scope: Please identify any Layer 2 or Layer 3 network infrastructure directly supporting the Lot I or Lot II systems that is included within the Contractor's maintenance scope, including switches, routers, firewalls, VPN gateways, and related network appliances. For each applicable device class, please clarify whether Contractor responsibilities include configuration, monitoring, patching, vulnerability scanning and remediation, repair, and replacement. If supporting network infrastructure is not included within the Contractor's scope, please confirm that these responsibilities will remain with the Virginia Lottery. References: RFP Sections III.C.6.a.iv, page 14; III.C.8.b.iii, page 17; III.C.9.e, page 18; III.D.1.e, page 22; III.D.10.a.ii, page 27; III.D.14.e, page 30; and III.D.18.d.ii, page 33.

A. At the HQ Location, the POE and Networks are provided by the Lottery on a VNet from the Avaya switches on each floor. The scope and maintenance of the switches will remain with the Lottery. The Lottery provides an IP Range at each CSC Office and the Vendor will provide PoE from either a switch or as it stands now it is provided from the NVR at each location with each Camera or device directly wired with cabling provide by the vendor.

11. Cybersecurity Scope by Lot Please define the cybersecurity maintenance scope and responsibility boundaries for each Lot among the Contractor, the Virginia Lottery Network Center, Virginia Lottery IT Security and Compliance, and applicable OEM or cloud service providers. For Lot I, please identify the responsibilities applicable to access control software, controllers, reader boards, alarm panels and components, supporting servers, and supporting appliances. For Lot II, please identify the responsibilities applicable to cameras, NVRs, servers, storage appliances, video management platforms, cloud services, and supporting network components. For each applicable component class, please clarify responsibility for:

System and device configuration

- Secure configuration baseline implementation and validation
- Vulnerability scanning
- Vulnerability remediation



- Software and operating system patching
- Firmware updates
- Configuration compliance reporting
- Security log monitoring
- Cybersecurity incident investigation and response
- Lifecycle and end-of-support management

Please specifically confirm whether the Lot I cybersecurity scope is limited to approved software updates, firmware upgrades, security patches, troubleshooting, and incident support, or whether it also includes recurring vulnerability scanning, remediation, secure configuration implementation, and configuration compliance validation. References: RFP Sections III.A.1, page 6; III.B, pages 7-10; III.C.1.a and d-g, pages 10-11; III.C.6.b.v, page 15; III.C.9-10, pages 17-18; III.D.1.a, e, and g-i, pages 21-22; III.D.2, pages 22-23; III.D.4, page 25; III.D.6.b, page 26; III.D.10.a.iv, page 28; and III.D.14-15, pages 29-30.

A. Offerors should propose their solution and clearly demonstrate their approach as part of their proposal response.

12. Access Control Replacement Platform; Beyond the stated functional, integration, capacity, certification, and cloud requirements, does the Virginia Lottery have any mandatory Interoperability constraints, approved manufacturer list, or preferred manufacturer, platform, or product family for replacement of the end-of-life Honeywell ProWatch equipment? If so, please identify the applicable constraints or preferred solutions. References: RFP Sections III.C.1.a-c, pages 10-11; III.C.2.a and c, page 12; and VI.Z, Use of Brand Names, page 71.

A. Access will be provided by Lottery AVD. Offeror will not need a token and will utilize Multi-factor Authentication (MFA).

13. Secure Configuration Baselines; During the August 4, 2026 preproposal conference, the Virginia Lottery indicated that NVRs will be configured using CIS Benchmarks. Please identify all devices, operating systems, applications, appliances, and cloud components subject to CIS Benchmark requirements. For each applicable component, please identify the required benchmark version and profile. Where no applicable CIS Benchmark exists, please identify the required secure configuration baseline or confirm whether the Offeror may recommend an OEM hardening guide or another appropriate industry baseline for Virginia Lottery approval. References: August 4, 2026 Preproposal Conference; Special Term and Condition T (Preproposal Conference), page 58; RFP Section III.D.6.b, page 26; and RFP Section IV.B, RFP Section 7, Item 4.c (Cybersecurity and Access Control), page 44.

A. Offerors should propose their solution and clearly demonstrate their approach as part of their proposal response.

14. Vulnerability Scanning; During the August 4, 2026 preproposal conference, the Virginia Lottery identified Tenable Nessus as its preferred vulnerability scanning solution. Will the Contractor be required to use a Virginia Lottery-owned and managed Tenable instance, or must the Contractor provide and license the required scanning capability? Please also identify:

- Required scanning frequency
- Devices, systems, applications, and network ranges within the scanning scope
- Whether scans must be authenticated



- Credential management requirements
- Approved scanning windows
- Required exclusions
- Reporting requirements
- Vulnerability severity classifications
- Required remediation timeframes
- Rescanning or remediation-validation requirements

References: August 4, 2026 Preproposal Conference; Special Term and Condition T (Preproposal Conference), page 58. Related RFP context: RFP Sections III.C.1.f-g, page 11; III.D.1.h-i, page 22; and RFP Section IV.B, RFP Section 7, Item 4.c (Cybersecurity and Access Control), page 44.

A. The Lottery will make its determination based on the Offeror's proposed solution.

15. Subcontractor-Managed Devices Used for Lottery Access; RFP Sections III.C.9.a and III.D.14.a state that access to Virginia Lottery systems, networks, and resources must be conducted through Virginia Lottery-owned devices or devices owned and managed by the Offeror's company. For an approved subcontractor, may remote or on-site access be performed through a device owned, secured, and managed by the subcontractor, provided that the device meets all Virginia Lottery security requirements? Alternatively, must all Contractor devices used to access Virginia Lottery resources be owned and managed by the prime Contractor? References: RFP Sections III.C.9, pages 17-18; III.D.14, pages 29-30; Special Term and Condition V (Prime Contractor Responsibilities), page 59; and Special Term and Condition EE (Subcontracts), page 61.

A. Access will be provided via Virtual Desktop. The Lottery has an Azure Virtual Desktop (AVD) that is available for vendor use. However, access must be provisioned by the Lottery.

16. Scope of 24/7 Monitoring; Does the required 24/7/365 monitoring include cybersecurity event and log monitoring, security alert triage, and cybersecurity incident detection, or is the requirement limited to operational monitoring such as device availability, system health, recording status, storage status, access events, and alarm events? If cybersecurity monitoring is required, please identify:

- Required log sources
- Required security monitoring platforms or SIEM integrations
- Alert triage responsibilities
- Escalation and notification procedures
- Cybersecurity incident investigation responsibilities
- Reporting and evidence-retention requirements

References: RFP Sections III.C.2.d, page 12; III.C.13.a-d, pages 20-21; III.D.1.d, pages 21-22; III.D.2, pages 22-23; and III.D.18.a-d, pages 32-33.

A. Offerors should propose their solution and clearly demonstrate their approach, as part of their proposal response.

17. Microsoft Azure and Sentinel Integration; Please clarify whether actual implementation of Microsoft Azure API integration is required under the base scope for Lot I or Lot II, or whether Offerors are only required to describe the capability to perform the integration. For Lot II, please also clarify whether transferring system logs to Azure Analytics and Microsoft Sentinel is:

- A required implementation under the base scope



- An evaluated capability that does not require implementation
- Optional functionality when available
- A separately priced value-added service

If implementation is required, please identify the required logs and events, data formats, transfer protocols, retention periods, integration interfaces, security requirements, and Virginia Lottery-provided integration resources. References: RFP Section IV.B, RFP Section 2.1.d, page 38; and RFP Section IV.B, RFP Sections 7.1.d and 7.3.d, page 44.

A. The Lottery currently sends the Axis Logs to Sentinel.

18. Initial Baseline Assessment; Will the Virginia Lottery provide the awarded Contractor with the following technical information, where available? Current firmware, operating system, application, and database versions

- Current patch levels
 - Current device and system configuration exports
 - Existing vulnerability findings and prior scan results
 - Existing secure configuration assessment results
 - Network diagrams and data flow diagrams
 - VLAN and IP addressing information
 - Firewall rules and communication requirements
 - Site bandwidth information
 - Current equipment warranty and support status
 - Existing system inventories and location information
- Please also clarify whether Offerors should include an initial discovery effort, vulnerability assessment, and secure configuration baseline assessment within the proposed fixed annual price. References: RFP Sections III.A-B, pages 6-10; III.C.10.b, page 18; III.C.11, pages 18-19; III.C.12, pages 19-20; III.D.15.b, page 30; III.D.16, pages 31-32; III.D.17, page 32; and Attachments 1, 2, 5, and 6, page 75.

A. The Lottery will provide requested information, where available, to the awarded vendor.

19. Cyber Risk Acceptance; If vulnerability scanning, vulnerability remediation, or secure configuration compliance is included within the Contractor's scope, what process will apply when a vulnerability or secure configuration requirement cannot be remediated because:

- No vendor-supported fix is available
- The affected component is end-of-life or end-of-support
- The required configuration would adversely affect system functionality
- Remediation would conflict with an operational or availability requirement

Will the Contractor be responsible for documenting compensating controls and maintaining a Plan of Action and Milestones, risk register, security exception, risk acceptance record, or equivalent remediation-tracking document? Please also identify the Virginia Lottery organization or official authorized to approve security exceptions and accept residual risk. References: August 4, 2026, Preproposal Conference; Special Term and Condition T (Preproposal Conference), page 58. Related RFP context: RFP Sections III.C.1.f-g, page 11; III.C.10, page 18; III.D.1.h-i, page 22; III.D.4, page 25; and RFP Section IV.B, RFP Section 7, Item 4.c (Cybersecurity and Access Control), page 44.



- A. Yes, the contractor will be responsible for documenting compensating controls and maintaining a Plan of Action and Milestones, risk register, security exception, risk acceptance record, or equivalent remediation-tracking document.

20. Lot II Storage Terminology; Please confirm the intended meaning of the following Lot II requirements: Does the reference to a vendor-supported 128 GB "SIM card" mean an SD or microSD memory card?

- A. Either are acceptable. The SD means secure digital. Each AXIS Camera has been installed with a micro secure digital memory card with 128 GB of space available to record. In the event the connection is lost from the Cloud and the NVR (Network Video Recorder). This is part of the 3-layer redundancy. This SD card has already been placed in each AXIS Camera.

a. Does the reference to the Virginia Lottery's "SANS environment" mean the Virginia Lottery's SAN environment?

- A. Yes, the Lottery has a SAN environment on-prem and a Blob storage environment in Azure environment.

c. Does the reference to "loud recording" mean local recording? References: RFP Sections III.D.2.b.v, page 23; III.D.3.a.i.7 and III.D.3.a.ii, page 25; III.D.16.f, pages 31-32; and RFP Section IV.B, RFP Section 7, Item 2.d (Storage and Resiliency Capability), page 44.

- A. It should state, "Cloud recording"

21. Video Retention Requirements; Please identify the required retention period and responsible party for each proposed or required storage layer, including: cloud storage, Local camera storage, NVR or server-based storage, Contractor-managed offline or off-site storage, Virginia Lottery SAN storage, Please clarify whether each storage layer must retain an independent copy of the same footage and whether the stated retention periods are concurrent or cumulative. Please also clarify when footage must be exported or transferred to the Virginia Lottery for long-term storage and whether the Contractor must retain an additional copy after that transfer. References: RFP Sections III.D.3.a.i.7 and III.D.3.a.iii.2, page 25; III.D.18.e, page 33; RFP Section IV.B, RFP Section 7, Item 2.a-e (Storage and Resiliency Capability), page 44; and RFP Section IV.B, RFP Section 8, Item 3 (Video Storage and Redundancy), pages 45-46.

- A. The Lottery shall keep 180 days on the cloud platform and 180 days in a cloud storage environment. Offerors shall provide their proposed solution for meeting the requirements outlined in the solicitation and clearly demonstrate how their solution meets or exceeds the stated requirements.

22. Contract Term Dates; The RFP identifies a contract term of February 26, 2026, through February 25, 2028. However, the RFP was issued on July 23, 2026, proposals are due on August 25, 2026, and the tentative award date is November 30, 2026. Please confirm the intended initial contract start and end dates. References: RFP cover page, page 1; and RFP Section IV.A.4, Proposal Timeline, page 36.

- A. Please see the response to question No. 3 in this Addendum.

23. RFP Number on Signature Page; The solicitation is identified as RFP PR13352JM, but the Signature and Offeror Profile Sheet references RFP PR13180JM. Please confirm that PR13352JM is the correct solicitation number that Offerors should use throughout their proposals and on all signed



proposal documents. References: RFP cover page, page 1; and RFP Section XI, Signature and Offeror Profile Sheet, page 73.

A. PR13352JM is the correct RFP Solicitation Number.

24. Warranty Period Placeholder; Special Term and Condition FF contains an unresolved placeholder for the required warranty period. The Lot I and Lot II requirements specify a three-year warranty on parts and labor beginning on the date of final acceptance of each newly installed component. Please confirm that the Lot-specific three-year warranty requirement governs and that the warranty period begins upon final acceptance of each newly installed component. References: RFP Section III.C.5, pages 13-14; RFP Section III.D.9, page 27; and Special Term and Condition FF (Warranty), page 62.

A. These requirements(s) are amended as follows:

Section III. C, Lot I - Access Control & Alarm Systems and Maintenance, Section 5 – Warranty: (page 13)

Deleted:

- a. Offeror shall provide a three (3) year warranty on parts and labor, in addition to providing an unconditional warranty covering parts and labor needed to repair any defective equipment.

Current:

- a. Offeror shall provide a five (5) year warranty on parts and labor, in addition to providing an unconditional warranty covering parts and labor needed to repair any defective equipment.

Section III. D, Lot II, Axis Camera Monitoring and Maintenance, Section 9 Warranty (page 27)

Deleted:

- a. Offeror shall provide a three (3) year warranty on parts and labor is required, in addition to providing an unconditional warranty covering parts and labor needed to repair any defective equipment

Current:

- a. Offeror shall provide a five (5) year warranty on parts and labor is required, in addition to providing an unconditional warranty covering parts and labor needed to repair any defective equipment

This Special Term and Condition is amended as follows: (page 62)

Deleted: FF. WARRENTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of click here following date of delivery. Should any defect be noted by the Lottery, the Lottery will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the Lottery does not require replacement or correction, but an equitable adjustment to the Contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the Lottery and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the Lottery may have the materials corrected or replaced with similar items and charge the Contractor the costs incurred by the Lottery or obtain an equitable adjustment in the Contract price.



Current: FF. WARRENTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of five years (5) following date of delivery. Should any defect be noted by the Lottery, the Lottery will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the Lottery does not require replacement or correction, but an equitable adjustment to the Contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the Lottery and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the Lottery may have the materials corrected or replaced with similar items and charge the Contractor the costs incurred by the Lottery or obtain an equitable adjustment in the Contract price.

Additional Clarification: Offerors may propose a longer warranty period; however, the proposed warranty shall meet or exceed the minimum five (5) year requirement.

25. Excessive Downtime and Replacement Timeframe; RFP Sections III.C.13 and III.D.18 state that the Lot-specific Service Level Agreement requirements prevail in the event of a conflict, inconsistency, or deviation. For Lot I, RFP Sections III.C.7.a and III.C.13.e require replacement of equipment or software that remains inoperable for more than three consecutive calendar days and require replacement equipment to be installed and operational within two business days. For Lot II, RFP Section III.D.11.a requires replacement equipment to be installed and operational within two days, while RFP Section III.D.18.f requires installation within two business days. Special Term and Condition JJ requires replacement after more than 24 hours of inoperability and allows up to 15 days for installation. Please confirm that RFP Sections III.C.13.e and III.D.18.f govern the applicable excessive-downtime requirements for Lot I and Lot II, including in relation to Special Term and Condition JJ. Please also clarify whether the Lot II replacement installation period is two calendar days or two business days. References: RFP Sections III.C.7.a, page 16; III.C.13 introductory paragraph and subsection e, pages 20-21; III.D.11.a, page 29; III.D.18 introductory paragraph and subsection f, pages 32-33; and Special Term and Condition JJ (Excessive Downtime), page 63.

- A. Special Term and Condition JJ and the Lot-specific Service Level Agreement requirements are both applicable and should be read together. For purposes of this solicitation, an outage is a *continuous* period during which equipment, software, or a system is unable to perform its intended function. Excessive downtime may include repeated or cumulative periods of unavailability, degradation, or interruption of service that adversely affect operations, even if such periods are not continuous. Offerors shall meet the requirements of Special Term and Condition JJ as well as the applicable Lot-specific Service Level Agreement requirements.

For Lot II, the replacement equipment installation timeframe shall be two (2) business days.



The following documents are attached in this addendum:

1. Pre-Proposal Conference Presentation
2. Pre-Proposal Conference Sign In Sheet

Sincerely,
Jennifer Mabie
Jennifer Mabie
Strategic Sourcing Specialist



VIRGINIA LOTTERY

**Maintenance of Virginia Lottery
Security System**

Pre-Proposal Conference

August 4, 2026



WELCOME

Please ensure that you have completed ***both*** sign-in sheets, including the Procurement sign-in sheet and the Security Department sign-in sheet which is required for the tour.

Table of Contents

01. **Statement of Needs**

02. **RFP Requirements**

03. **Questions**

Statement of Needs

Purpose



The Virginia Lottery is seeking qualified firm(s) to maintain, monitor, repair, support, and upgrade Lottery security systems throughout Virginia.

1. Maintain access control, intrusion detection, alarm, and video camera surveillance systems
2. Replace end-of-life access control equipment
3. Provide 24/7 monitoring, recording, storage, retention, and maintenance services
4. Lottery may make one or more awards under this solicitation

Important Dates

Pre-Proposal Conference	August 4, 2026
First Round of Questions Due	August 6, 2026
Estimated Date of 1 st Addendum Issued to Answer Questions	August 11, 2026
Second Round of Questions Due	August 14, 2026
Estimated Date of 2 nd Addendum Issued to Answer Questions	August 18, 2026
RFP Due Date	August 25, 2026 @3:00PM
Tentative Award	November 30, 2026

Issue dates of Addenda are dependent on the number of questions received.

RFP REQUIREMENTS

The following items are provided for reference only. Please refer to the RFP for complete requirements and proposal specifications.

ACCESS ALARMS & AXIS CAMERA SYSTEMS

Web & Mobile Access: Can the platform be accessed through web browsers and iOS/Android mobile devices?

Outage Management: Describe the outage management at HQ, CSCs, and WTVR 6.

Annual Billing: Annual billing of fixed-price services. Please refer to Pricing Attachments 1 and 2.

Training: The ability to provide training for users to effectively utilize your platform.

Implementation: Implementation timeline, what is required for the Lottery to transition to your platform?

RFP Requirements

Proposal Requirements



- **Respond to each section/subsection in the order outlined in the RFP.**
- Identify proprietary information specifically; the entire proposal cannot be marked proprietary.
- Do not rehash RFP Requirements or state “fully comply”. The Lottery is interested in how you will meet the requirements and the value your organization can provide.
- Offerors may submit for one Lot or both Lots; both Lots require two separate proposals and pricing.
- The SWaM percentages you propose in your response will be expected to be met during the contract term.
- Offerors must acknowledge *all* Addenda(s)

RFP Requirements

Pricing Requirements



Offerors responding to both Lot I and Lot II must provide a separate pricing schedule for each Lot.

The “Annual Grand Total – Year 1” submitted for each Lot will serve as the basis for that Lot's pricing evaluation and scoring.

Offerors responding to both Lot I and Lot II are required to submit the signed Cover Page, signed Addendum Acknowledgment(s), and any Exceptions to the Special Terms and Conditions *only once*. These documents may be included with either proposal and do not need to be submitted separately for each Lot.

RFP Requirements

Evaluation Criteria for Lot I and Lot II

Evaluation Criteria	Scoring Points Available
Capability	35
Methodology	20
Experience	20
Price	15
SWaM	10
Total Points Available	100

Questions

- A brief Q&A session will be held at Lottery Headquarters prior to the tour. During the tours of WTVR 6 and Prize Zone West, please hold your questions. An additional Q&A session will be held at the conclusion of the tour at Prize Zone West. In order to ensure that all questions are captured, documented, and addressed in a formal addendum for the benefit of all potential Offerors, please reserve your questions for the designated Q&A sessions. Thank you for your cooperation.
- If any information shared today differs from the issued addendum, the addendum shall govern and take precedence.

Thank you

Contact us : Jenn Mabie



Strategic Sourcing Specialist

804-513-4962

JMabie@valottery.com

SIGN-IN ROSTER

For Virginia Lottery Pre-proposal Conference

RFP# 13352JM, Maintenance of Virginia Lottery Security System

**** PLEASE PRINT ****

1. Company Name Condortech Services, Inc.
Address: 4515 Daly Dr, Suite A1B, Chantilly, VA 20151
Representative's Name: Patrick Rizzi Phone: (703) 916-9200 E-Mail Address: pfizzi@condortech.com
Representative's Name: _____ Phone: _____ E-Mail Address: _____
2. Company Name Ivoneye, LLC
Address: 1530 Wilson Blvd, Apt 650, Arlington VA, 22209
Representative's Name: Michael King Phone: 301-922-6096 E-Mail Address: Michael.King@ivoneye.com
Representative's Name: _____ Phone: _____ E-Mail Address: _____
3. Company Name CMN, LLC
Address: 14410 Blue Mountain Rd, Prairie Grove, AR 72753
Representative's Name: Brent Hursey Phone: 732.320-8385 E-Mail Address: brent.hursey@cmnllc.net
Representative's Name: _____ Phone: _____ E-Mail Address: _____

4. Company Name ~~DARRELL MACK~~ DeltaCom

Address: 4000 Legato Rd Fairfax VA 22033

Representative's Name: Darrell Mack Phone: 703-951-3908 E-Mail Address: darrell@delta.com

Representative's Name: _____ Phone: _____

E-Mail Address: _____

DCI

5. Company Name _____

Address: 2315 Commerce Center Drive, Rockville, VA 23146

Representative's Name: ANTIM MARINOV Phone: 804-397-5998 E-Mail Address: ANTIM.MARINOV@JCI.U

Representative's Name: _____ Phone: _____

E-Mail Address: _____

6. Company Name Axis Communications

Address: 8701 Trent Rd. N. Chesterfield, VA 23235

Representative's Name: Patrick Salmon Phone: (434) 665-4572 E-Mail Address: Patrick.Salmon@axis.co

Representative's Name: _____ Phone: _____

E-Mail Address: _____

7. Company Name PAVION

Address: 10402 Lake Ridge Pkwy Ashland VA 23005

Representative's Name: MIKE SHANER Phone: 856-305-5385 E-Mail Address: MSHANER@PAVION.CO

Representative's Name: SEAN BRANN Phone: 804-248-0529 E-Mail Address: SEAN@PAVION.CO

8. Company Name INU SOLUTIONS

Address: 505 INDEPENDENCE PKWY #220, CHESAPEAKE, VA 23320

Representative's Name: FREDERICK POTTEET

Phone: (757) 367-8667

E-Mail Address: FPOTEET@INUSOLUTIONS.CO

Representative's Name: CHRIS CHEATHAM

Phone: (804) 433-9736

E-Mail Address: CHEATHAM@INUSOLUTIONS.COM

9. Company Name T C I

Address: 28114 Crusader Cir. Virginia Beach, VA, 23453

Representative's Name: Todd Shawbridge

Phone: 757 333 7068

E-Mail Address: todd.shawbridge@tcipow.co

Representative's Name: _____

Phone: _____

E-Mail Address: _____

10. Company Name Virginia Lottery

Address: 600 East Main Street, Richmond, VA

Representative's Name: Mike Garcia

Phone: _____

E-Mail Address: _____

Representative's Name: Jenn Matile

Phone: _____

E-Mail Address: _____

11. Company Name Virginia Lottery

Address: 600 East Main Street, Richmond VA

Representative's Name: Robert Burnard

Phone: _____

E-Mail Address: _____

Representative's Name: Jeff Carson

Phone: _____

E-Mail Address: _____

James Montoya