

RFP 21-2633 BUSINESS PROPOSAL ATTACHMENT E

Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.

Business Proposal

- 2.3.1 General** - Please introduce or summarize any information the Respondent deems relevant or important to the State's successful acquisition of the products and/or services requested in this RFP.

For 20 years, Neta Scientific, Inc. has been a **leading distributor of laboratory supplies and solutions** to the Pharmaceutical, Biotechnology, and Academic industries. Neta Scientific is a minority and women owned business (MBE and WBENC certified) that is synonymous with integrity, excellence in supply chain management, and optimum in customer satisfaction. As a diverse aggregator and neutral provider, our products lines in **chromatography, life sciences, chemicals, lab supplies, and lab equipment** are trusted, preferred, and always offered at a fair market price. We offer a robust catalog of leading brands like **Agilent Technologies, Corning, GE Healthcare Life Sciences, and IKA Works**, to more effectively conduct cutting-edge research and development.

- 2.3.2 Respondent's Company Structure** - Please include in this section the legal form of the Respondent's business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

Neta Scientific, Inc. is a S-Corporation located in New Jersey. Please see attached XXXX-Organization Chart

- 2.3.3 Company Financial Information** - This section must include documents to demonstrate the Respondent's financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

Yes Please see attachment:: 2633_AttE_-_Business Proposal Template-Company

Financial Information Q 2.3.3-NETASCIENTIFIC-DB2020

2.3.4 Integrity of Company Structure and Financial Reporting - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

Neta uses reviewed and consolidated Financial Statements through certified accounting firm Withum for Audit service and Business Tax filings. Letter attached

2.3.5 Contract Terms/Clauses - Please provide the requested information in RFP Section 2.3.5.

Signed contract attached

2.3.6 References - Reference information is captured on ATTACHMENT I. Respondent should complete the reference information portion of the ATTACHMENT I which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of ATTACHMENT I should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) ATTACHMENT Is from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. ATTACHMENT I should be submitted to idoareferences@idoa.in.gov. Attachment I should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

Customer 1	
Legal Name of Company or Governmental Entity	Illinois Public Higher Education Cooperative
Company Mailing Address	807 S. Wright Street Suite 340-MC343
Company City, State, Zip	Champaign, IL 61820
Company Website Address	
Contact Person	Aaron Carter
Contact Title	Assistant Vice President
Company Telephone Number	217-300-3545
Company Fax Number	
Contact E-mail	aacarter@illinois.edu
Industry of Company	Academia
Customer 2	

Legal Name of Company or Governmental Entity	Univ of MN
Company Mailing Address	1300 South 2nd Street, Suite 277
Company City, State, Zip	Minneapolis, MN 55454
Company Website Address	umn.edu
Contact Person	Alicia Theisen
Contact Title	Category Mgr/Contracts Specialist
Company Telephone Number	612-624-3426
Company Fax Number	
Contact E-mail	pola0034@umn.edu
Industry of Company	Academia
Customer 3	
Legal Name of Company or Governmental Entity	Indiana State Police
Company Mailing Address	100 N SENATE AVENUE
Company City, State, Zip	INDIANAPOLIS IN 46204
Company Website Address	
Contact Person	Lynne Dutton
Contact Title	Purchasing Section
Company Telephone Number	317-234-4216
Company Fax Number	317-233-6668
Contact E-mail	LDutton@isp.IN.gov
Industry of Company	State

2.3.7 Registration to do Business - Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

Yes, Neta Scientific, Inc. is registered to do business in the State of IN. Our account number is 322377

2.3.8 Authorizing Document - Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

Corporate board meeting notes reflecting adoption of VP of operations Eric Toatley as authorized financial officer attached

- 2.3.9 Subcontractors** - The Respondent is responsible for the performance of any obligations that may result from this RFP, and shall not be relieved by the non-performance of any subcontractor. Any Respondent's proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered into by the Respondent must be in compliance with all State statutes, and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor's related qualifications and experience. The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State's evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.

The Respondent must list any subcontractor's name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor's responsibilities under the proposal, anticipated dollar amount for subcontract, form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprises or Women's Business Enterprises under IC 4-13-16.5-1. See Section 1.21 and Attachment A for Minority and Women's Business Enterprises information. Please enter your response below and indicate if any attachments are included.

N/A

2.3.10 Removed

- 2.3.11 General Information** - Each Respondent must enter your company's general information including contact information.

Business Information	
Legal Name of Company	Neta Scientific, Inc.
Contact Name	Elaine R. Macy
Contact Title	Adm. Mgr. of Business Contracts & Certifications
Contact E-mail Address	sales@netascientific.com
Company Mailing Address	4206 Sylon Blvd.

Company City, State, Zip	Hainesport, NJ 08036
Company Telephone Number	609-265-8210 / 800-343-6015
Company Fax Number	609-265-8213
Company Website Address	www.netascientific.com
Federal Tax Identification Number (FTIN)	22-3700956
Number of Employees (company)	49
Years of Experience	20
Number of U.S. Offices	1 office – 3 warehouses
Year Indiana Office Established (if applicable)	N/A
Parent Company (if applicable)	N/A
Revenues (\$MM, previous year)	\$88,370,012
Revenues (\$MM, 2 years prior)	\$77,138,112
% Of Revenue from Indiana customers	1%

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

Yes Please see attachment: 2633_AttE_-_Business Proposal Template-General Information Q 2.3.11 a - NetaScientific Disaster Recovery Plan

- b. What is your company's technology and process for securing any State information that is maintained within your company?

Neta uses AES 128-bit encryption for all correspondence, internal ERP and web based systems as a standard. Any financial information related to merchant services is stored with First Data and American Express services in approved secured servers.

2.3.12 Experience Serving State Governments - Please provide a brief description of your company's experience in serving state governments and/or quasi-governmental accounts.

Neta Scientific, Inc. currently has a State Contract with Indiana. Also below please find a sampling of experience in serving state governments as well as other areas:

- GSA Contract#: GS07F55558P
- VASCUPP- Virginia Association of State College and University Purchasing Professionals
- IPHEC - Illinois Public Higher Education Cooperative
- Big Ten Academic Alliance
- IUCPG- Inter-University Council Purchase Group
- PCA- Purchasing Cooperative of America

- UCOP- University of California Office of President and Regents Master Contract
- PASSHE - PA State System of Higher Education
- New York State Contract # PC68671
- State of Delaware: Contract # GSS19026-LAB_SUPPL

2.3.13 Experience Serving Similar Clients - Please describe your company's experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

Neta Scientific, Inc. has experience in serving customers of similar size to the State of Indiana. Some of our customers include: New York State, New York City, as well as many State and Local governments from: Ohio, Delaware, Pennsylvania, California, North Carolina

2.3.14 Indiana Preferences - Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent's ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent's Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Buy Indiana

Refer to RFP Section 2.7 for additional information.

N/A

2.3.15 Payment - Please provide the requested information in RFP Section 2.3.15.

Net 30