HOWARD™

Response To

Hernando County School Board

RFP: Jar Carts

Due: May 28, 2025 @ 4:00 p.m..

Presented By

HOWARD

TECHNOLOGY SOLUTIONS

Our Vision and Strategy

We do IT

36 Howard Drive • Ellisville, MS 39437
P.O. Box 1590 • Laurel, MS 39441

HOWARD™ TECHNOLOGY SOLUTIONS

888.912.3151 *general* • 601.399.5077 *fax*
888.323.3151 *technical support*
www.Howard.com

Letter of Transmittal

May 28, 2025

Hernando County School Board

RFP: Jar Carts-100

Howard Technology Solutions (a division of Howard Industries, Inc. (**Federal ID Number 64-0466143** and SPIN 143022153) is pleased to offer a response to your RFP. Howard Technology Solutions has read and understands the RFP and are able to provide the services requested. Howard Technology Solutions, with its 40+ years of manufacturing experience, is well versed in the manufacturing and production of technology products and services.

Howard Technology Solutions, a division of Howard Industries, Inc., was established in 1998 with our parent company being founded in 1968. Howard Technology Solutions currently employs approximately 4,531 employees. Howard Technology Solutions is driven by helping our customers understand technology products and services that could benefit their organizations.

Howard Enterprise focuses on the needs of federal, state and local government agencies, as well as affiliated businesses. We understand the requirements and challenges associated with procurement, and have been supplying both business and government clients with the latest technology for almost two decades. In addition to the servers, desktops, notebooks, and specialized mobility solutions we manufacture, we've partnered with other industry leaders to offer over 450,000 name brand items to meet the advanced technological needs that business and government facilities face today.

The office location that will serve as the main point of contact is Howard Technology Solutions at 36 Howard Drive, Ellisville, MS 39437. Your point of contact for the RFP is: **Bid Services Department** – (Phone) 601.425.3181; (Email) bids@howardcomputers.com. Your point of contact for this RFP is: Brandey Boyd: Bids & Contract Manager, (Phone) 601.399.5831 (Fax) 601.399.5077 (Email) bboyd@howard.com

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Sincerely,

Lashanna Williams

Lashanna Williams
Bid Specialist
601.399.5640
bids@howardcomputers.com

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Bid Packet

HERNANDO SCHOOL DISTRICT

Learn it. Love it. Live it.

Hernando County School Board
Request For Quote

REQUEST FOR QUOTE (RFQ) NUMBER: Jar Carts-100

DISTRICT BID NAME & NUMBER (If Applicable): Computers: Related Products, Peripheral Devices, Equipment & Software Bid #12-204-16

Vendor Quote Number:

Site Name: TIS Department
Address: 919 North Broad Street
City: Brooksville
State: Florida Zip Code: 34601
Country: USA

Issued Date: 05/23/2025
E-Mail: Klingensmith_k@hcsb.k12.fl.us
Telephone Number: 352-797-7006
Fax Number: 352-797-7106
Contact Name: Karen Klingensmith
Vendor Delivery Date: 45 Calendar Days ARO

METHOD OF AWARD ALL OR NONE: x YES NO

ONE TIME PURCHASE ONLY: x YES ☐ NO

METHOD OF AWARD TO BE ☒ OTHER (Criteria)

Item No.	Complete Description (Manufacturer/Model Numbers, Sizes, Colors)	QTY	Net Delivered Unit Pricing	Extended Totals
MC-6032-EDU	JAR SYSTEMS, LLC:Elevate USB-C Charging Cart Education Line - 32 Device Bays - 32 Quick-Sense USB-C PD Charging Ports - 30W Max Output Per Port - 32 USB-C to USB-C Connector Cables - AC Adapter - Free Charges Chromebooks, Tablets, or Notebooks up to 65W -Teal/White	100	$1,745.00	$174,500.00

Substitution/addition of items, if found to be necessary, may cause the quote to purchase process to be extended. If so, ALL solicited vendors will be notified.

The District School Board of Hernando County is not responsible for receipt of timely deliveries by any method, including but not limited to email systems, fax lines, or mail delivery services as they relate to this request for quote. It is the sole responsibility of the vendor to allow adequate sending time, including follow-up with designated district staff or to take appropriate alternate steps to assure quotes are received by the specified closing date & time. RFQ's received after the closing due date and time stated, WILL NOT be considered.

NOTE TO VENDOR:
Please include a valid quote no. for our documentation above.

Warranty information should be included for all equipment, if applicable to this RFQ, including

Vendor Comments/Variations/Exceptions (Attach additional pages, if needed)

Please respond within 2 Business days.

RFQ closes & **must** be received no later than **4:00p.m.** on 5/28/2025 DATE

This quote must be valid for **30 days**, unless otherwise stated in this RFQ

Check the box, if submitting a **No Bid Statement.** ☐ **No Bid** At This Time.

All RFQ's must be for **Net Delivered Prices. "FOB DESTINATION"**

Vashanna Williams May 28, 2025

Vendor Authorized Signature DATE

Howard Technology Solutions

Company Name

manufacturer and model numbers. Slight variations or irregularities may be accepted, if found to be in the district's best interest. Any/all discontinued equipment shall be conveyed immediately to avoid costly delays/cancelations.

The right is reserved to award or reject, either in part or in whole, item by item, or make multiple awards, if found to be in the best interest to do so.

Vendors must indicate any/all variances, exceptions, etc., no matter how slight. If variations ARE NOT stated, it shall be construed the RFQ complies in every aspect.

All vendors must comply with the Jessica Lunsford Act, in order to provide products/services, if visiting a district school.

All general terms and conditions and special conditions, included in the original solicitation shall apply to this RFQ, if applicable.

If a District bid number has been referenced above, ALL bid pricing, delivery, shipping, general & special terms & conditions and requirements **shall** apply.

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Executive Summary

Howard Technology Solutions is the newest division of Howard Industries, Inc. - a $1.6 billion privately–held electrical products corporation. Howard Industries was founded in 1968 by Billy and Linda Howard. The Howards have grown their core business - distribution transformers - into the leader of their industry. Today, Howard Industries' Transformer Division is the number one producer of distribution transformers in the United States and is housed in the largest transformer plant in the world – 2.2 million square feet. In addition, the company employs approximately 4,200 employees today.

The Howards have diversified their interest over the years to form their own trucking company, Howard Transportation. Begun in the era of deregulation of the industry to haul Howard's own products, Howard Transportation now carries 60% of its load from companies other than Howard Industries and is one of the leading Southeastern carriers.

Not satisfied with all their success, the Howards again diversified in the early 1990s and formed a new division, Howard Lighting Products. This division manufactures and offers a vast selection of high-quality fluorescent and HID (High Intensity Discharge) ballast, in addition to lighting products that are ideal for commercial and residential uses. Today, this division has products in use at Johnson Space Center, Kennedy Space Center, Camp Pendleton, CIA headquarters at Langley, Fort Bragg, and many other US government facilities.

Finally, the Howards again branched out to form Howard Technology Solutions. Although a new division to the Howards, the manufacturing of personal computers was far from a new venture for Howard Industries. They had been building computers in-house for their own use for approximately 8 years. The decision to branch out and market their products to others was an easy one given the dynamics of the marketplace and the Howard's confidence in their ability to build a business from the ground up.

In addition, Howard offers the value-added service of one-on-one support from our Howard Technology Solutions dedicated professionals. From project start to finish, our teams can assist our customers with all their technology needs from design conception through completion. After project completion, our customers can depend on our Customer Service Team and their dedicated Inside Sales Representative to help with any issues that may arise. All our employees are willing and trained to provide excellent customer service and product knowledge for our customers.

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Today, Howard Technology Solutions has grown at a significant pace and has entered strategic partnerships with various industry leaders such as Asus, Acer, Dell, Aerohive, Palo Alto, Epson, Samsung, Panasonic, Cisco, Crestron, Extron, HP, Lenovo, Toshiba, Xirrus, Chief, Mimio, FrontRow, and many more, bringing products to a variety of end-users from government and private businesses to educational customers from the K12, higher education, and private sectors. We feel confident in our ability to provide our customers with the products and services they require to meet their technology-related needs as well as providing excellent installation and training services while maintaining our high level of customer service.

Our vision + strategy

HOWARDedu | We do IT

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HOWARD PRODUCTS

Powered by HOWARD Innovation

Howard-branded products are designed, assembled, and quality tested in the USA. Each one includes a top-rated warranty and free customer support for as long as you own it.

- Desktops • eSPORTS • Kiosks • Lighting
- Notebooks • Servers • Tablets • Workstations

A | COMPUTING SOLUTIONS

1. ACCESSORIES: Belkin, C2G, CaseLogic, Kensington & Targus
2. ANTIVIRUS: AVG, BitDefender, Cylance, GoGuardian, Kaspersky Lab, MalwareBytes, McAfee, Palo Alto, Panda Security, Sophos, Symantec, Total Defense & Trend Micro
3. ASSET MANAGEMENT: Absolute, Asset Panda, Hayes & Symantec
4. DESKTOPS: **HOWARD**, Acer, Dell, HP & Lenovo
5. MOBILE DEVICE MANAGEMENT: Airwatch, Filewave, GoGuardian, Lightspeed Systems & Securly
6. MOBILE PRESENTATION & CHARGING STATIONS: Anywhere Cart, Aver, Blackbox, Bretford, Copernicus, Datamation, Earthwalk, Ergotron, Kwikboost, LocknCharge, Luxor, MooreCo, PowerGistics & Spectrum
7. NOTEBOOKS & TABLETS: **HOWARD**, Acer, Asus, Dell, Fujitsu, HP, Lenovo, Microsoft, Samsung & Toshiba
8. PRINTERS (2D & 3D): 3D Systems, Brother, Craftunique, HP, Kyocera, Lexmark, Makerbot, OKI & Xerox
9. REFURBS: Charge Carts, Computers, Document Cameras, Monitors, Notebooks, Servers, Storage & Tablets
10. VR: Epson, HP, HTC Vive, Lenovo, Oculus Rift & Samsung

B | AUDIOVISUAL + INSTRUCTIONAL SOLUTIONS

1. AUDIO SOLUTIONS: AMX, Audio Enhancement, Crestron, Elmo, Extron, Lightspeed & Shure
2. BROADCASTING: Panasonic, Sony & TriCaster
3. CABLES: C2G, Comprehensive, Crestron, Liberty Cable, MonoPrice & West Penn
4. CONTROL SYSTEMS: AMX, Atlona, Crestron, Extron, FrontRow, Kramer & SP Controls
5. DOCUMENT CAMERAS: Aver, Boxlight, Elmo, Epson, HoverCam, & Lumens
6. FURNITURE: CEF, Middle Atlantic, MooreCo, Spectrum, VFI & Worthington
7. INTERACTIVE CLASSROOM SOLUTIONS: BenQ, Boxlight, Epson, Interactive Projectors, NEC, Qomo, Samsung & SMART
8. INTERACTIVE DISPLAYS: Aver, BenQ, Boxlight, Cleartouch, HoverCam, Newline, Promethean, Qomo, Ricoh, Sharp, Viewsonic & Wacom
9. INTERCOMS, BELLS & PAGING SYSTEMS: Atlas, Audio Enhancement, Extron, Harman & Valcom
10. LECTURE CAPTURE: Audio Enhancement, Crestron, Discover Video, Extron, Lumens & VBrick
11. MIXERS & MICROPHONES: AKG, Allen & Heath, Shure & Soundcraft
12. MONITORS & DISPLAYS: LG, NEC, Panasonic, Planar, Samsung, Sharp, Sony & Viewsonic
13. MOUNTS: Chief, Peerless & Premier Mounts
14. PROJECTORS: BenQ, Boxlight, Casio, Christie, Epson, Hitachi, Infocus, NEC, Panasonic, Sony & Viewsonic
15. PROJECTOR SCREENS: Da-Lite & Draper
16. SPEAKERS & AMPS: Audio Enhancement, Crestron, Crown, Danley, Extron, JBL, Lab Gruppen, Renkus-Heinz & Tannoy
17. VIDEO CAMERAS: Audio Enhancement, Aver, Axis, Hitachi, Panasonic, Sony & Vaddio
18. VIDEO CONFERENCING: Cisco, Crestron, Lifesize, MashMe, Polycom & Zoom
19. WEBCASTING: Vivi
20. WIRELESS INTERACTIVE PADS: Elmo & Qomo

C | NETWORKING INFRASTRUCTURE SOLUTIONS

1. BACKUP & REPLICATION: Barracuda, CommVault, Cybernetics, Exagrid, HPE, Quest, Rubrik, Spectra Logic, Unitrends, Veeam, VMware & Zerto
2. BANDWIDTH MANAGEMENT SOLUTIONS: Allot & Radware
3. CONTENT FILTERING: Barracuda, ContentKeeper, ESET, FamilyZone, Fortinet, iBoss, Lightspeed Systems, Palo Alto & Securly
4. CONTINUITY SOLUTIONS: Cisco
5. COOLING, LAN STORAGE & POWER PROTECTION PRODUCTS: APC, Cyberpower, Eaton, Orion, Schneider Electric, SurgeX & Tripp Lite
6. DISASTER RECOVERY PRODUCTS: **HOWARD,** Dell EMC, Veeam & VMware
7. EMAIL ARCHIVING SOLUTIONS: Arcmail & Barracuda
8. HYPERCONVERGED: Dell EMC, HPE, HVE, NetApp & Nutanix
9. NETWORK ACCESS CONTROL: Aruba, Extreme, Fortinet & Impulse
10. NETWORK INFRASTRUCTURE: Aruba, Broadcom, Cisco, Extreme, HPE & Ruckus
11. SECURITY SOLUTIONS: Aruba, Barracuda, BitDefender, Fortinet, Juniper, McAfee, Panda Security, Radware, Sophos & Symantec
12. SERVERS: **HOWARD**, Dell, Fujitsu, HPE, HVE, IBM & Lenovo
13. STORAGE: Buffalo, Dell EMC, HVE, Overland Tandberg & Western Digital
14. VOIP: Cisco, Digium, Fortinet, Mitel, Polycom, Vertical & Zultys
15. WIRELESS: Arista Networks, Aruba, Cisco, Cradlepoint, Extreme, Fortinet, HP, Meraki, NetGear, Riverbed, Ruckus & Ubiquiti

D | VIRTUALIZATION

1. BACKUP & DATA RECOVERY: Barracuda, Nakivo, Unitrends, Veeam & Zerto
2. CLOUD: AWS, Greencloud & Microsoft
3. DESKTOP VIRTUALIZATION: Citrix, HVE, NComputing & VMware
4. SERVER VIRTUALIZATION: Citrix, HVE, Microsoft, Overland Tandberg & VMware
5. SERVERS: **HOWARD**, Dell, HPE, HVE, Lenovo & Nutanix
6. SOFTWARE-DEFINED STORAGE: DataCore & VMware
7. STORAGE: Dell EMC, HPE, HVE, Lenovo, Overland Tandberg, QNAP & Synology
8. VDI: Citrix, Dell, HVE, Inuvika, LG, NComputing & VMware

E | PHYSICAL SECURITY

1. ACCESS CONTROL: 3xLogic, ANVIZ, BFT Americas Inc., IDIS Global, IRISID, Kantech, OpenPath, Panasonic, Paxton, Proxess, Proxy, SafePass, Salto & TagMaster
2. ACTIVE SHOOTER: A.S.R.S., AMBERBOX, Athena Security, Crotega, Noice Industries & ZeroEyes
3. BEHAVIOR MANAGEMENT: IPVideo Corp.
4. BODY PROTECTION: Bulletsafe
5. CLOUD: Brivo, OpenPath & ProdataKey
6. DISPLAYS: Avue Technologies, Bosch, LG, NEC, Panasonic, Planar, Samsung, Sharp, Sony & ViewSonic
7. EMERGENCY ALERT NOTIFICATION: Audio Enhancement, Lynx, SafeKard & Singlewire
8. ENCODERS: Axis & Panasonic
9. GUARD SERVICES EQUIPMENT: MRKT-IT
10. INTERCOMS: 2N, Aiphone & Comelit
11. LIGHTING: **HOWARD**
12. MOBILE SECURITY: MRKT-IT

E | PHYSICAL SECURITY (cont'd)

13. MOUNTING & ACCESSORIES: Altronix, Axis, C2G, Moog & Panasonic
14. PERIMETER SECURITY: Boon Edam, Garrett & NightLock Lockdown
15. STORAGE: Avue Technologies, Axis, Cisco, CP Technologies, Exacq, IPConfigure, Lexmark, Milestone, Panasonic, Pivot-3, Plustek, Q-See, Seneca, SoleraTec, TRENDnet, Ubiquiti, ViewZ & Vivotek
16. SUPPORTING INFRASTRUCTURE: Altronix, Audio Enhancement, FluidMesh Networks & Ubiquiti
17. VIDEO MANAGEMENT SOFTWARE: Axis, Exacq, Milestone & Panasonic
18. VIDEO SURVEILLANCE: Audio Enhancement, Axis, Milestone, Panasonic & Verkada
19. VISITOR MANAGEMENT: AxxonSoft, IDSCAN, iLobby, SilverShield & Traction Guest

F | KIOSKS + DIGITAL SIGNAGE

1. CONTENT MANAGEMENT SOFTWARE: Discover Video, Hiperwall, Hypersign, RevelTV, Signage Live & Visix
2. DIGITAL OUTDOOR SIGNS & SCOREBOARDS: Daktronics & Optec
3. INDOOR KIOSKS: **HOWARD**
4. LARGE FORMAT DISPLAYS: LG, Panasonic, Planar, Samsung, Sharp, Sony & Viewsonic
5. MEDIA PLAYERS: BrightSign, Discover Video, Viewsonic & Vivitek
6. MOUNTS & MOUNTING BRACKETS: Chief, Peerless & Premier Mounts
7. OUTDOOR KIOSKS: **HOWARD**
8. THROUGH-THE-WALL KIOSKS: **HOWARD**
9. TABLETOP KIOSKS: **HOWARD**
10. TELEMEDICINE KIOSKS: **HOWARD**
11. WAYFINDING KIOSKS: **HOWARD**, 22Miles & Visix

G | SOFTWARE SOLUTIONS

1. FEATURED SOFTWARE: Hapara & Viper
2. ANTIVIRUS: AVG, BitDefender, Cylance, GoGuardian, Kaspersky Lab, MalwareBytes, McAfee, Palo Alto, Panda Security, Sophos, Symantec, Total Defense & Trend Micro
3. BACKUP, RECOVERY & UTILITY: Nakivo & Symantec
4. CHROMEBOOK-ENABLING SOFTWARE: Neverware
5. CONTENT CREATION: Avid
6. CREATIVITY, DESIGN & PAGE LAYOUT: Adobe
7. IT & NETWORK MANAGEMENT: Hayes Software & Velocloud
8. NETWORK SECURITY: Absolute Software, Bitdefender, Check Point, GoGuardian & Sonicwall
9. PRINT MANAGEMENT: PaperCut
10. PROGRAMMING & WEB DEVELOPMENT: Microsoft & Rubrik
11. VIRTUALIZATION & STORAGE: Citrix, DataCore, Veeam & VMware

H | PROFESSIONAL SERVICES

1. CONSULTING: Network Assessments, Outsourced Labor & Wireless Surveys
2. INSTALLATION & DESIGN SERVICES: Audiovisual & Computing, Cabling, Distance Learning & Video Conferencing, Network and Data Centers & Wireless Access
3. MANAGED SERVICES: E-Rate Eligibility, IT Outsourcing, Network Consulting & Onsite Technicians
4. PHYSICAL SECURITY & VIDEO SURVEILLANCE SERVICES: Aver, Axis, Cisco, Lumens, Milestone, Panasonic & Salto
5. PROFESSIONAL DEVELOPMENT/TRAINING: Curriculum Training, Instructional Technologies & 21st Century Classrooms- MobileMind
6. PROGRAMMING SERVICES: Control Systems & Video Conferencing
7. SUPPORT SERVICES: Asset Tagging, Custom Imaging, Etching, HTPP, OnCall, Technology Management & White Glove Services

I | EVERYDAY ACCESSORIES

1. BAGS & CASES: Belkin, Brenthaven, CaseLogic, Greensmart, Gumdrop, Higher Ground, Incase, MaxCases, Mobile Edge & Tucano
2. HARDWARE: Cameras & Camcorders, Ink, Keyboards, Mice & Pointing Devices, Monitors, Power Devices, Printers, Projectors, Scanners, Toner & Other Accessories
3. NETWORKING: Adapters, Bridges, Cables, Cards, Hubs, IP Telephony, Modems, Routers, Security Devices, Switches, Video Conferencing Products, WAPs & Other Accessories
4. PRINTING CONSUMABLES: Brother, Canon, HP, Lexmark & PCI

J | PRO DEVELOPMENT | TEACHING + LEARNING

1. FUSION: FUSION is HOWARDedu's Professional Learning Model that takes teaching, standards, content and pedagogy, and fuses it with technology to create new learning environments where students are engaged in daily instruction.
2. AUDIO ENHANCEMENT: Educators need tools they can use everyday to improve teaching and learning in the classroom. Our professional development will show teachers how to use Audio Enhancement tools to reach all students in the classroom.
3. CODING: Discover how to incorporate computer science into the core curriculum and teach the computational skills needed to engage students with coding, robots and STEM tools.
4. MOBILEMIND: MobileMind's differentiated and time-conscious virtual training builds capacity and helps drive adoption of technology usage.
5. STEMFUSE: Discover the best STEM-based Curriculum software.

K | eSPORTS SOLUTIONS

1. GAMING DESKTOPS: **HAVOC**PC, Acer, Asus, Dell, HP & Lenovo
2. GAMING FURNITURE: Spectrum
3. GAMING HEADSETS: Corsair
4. GAMING KEYBOARDS: Corsair
5. GAMING LAPTOPS: **HAVOC**PC, Acer, Asus, Dell, HP & Lenovo
6. GAMING MICE: Corsair
7. GAMING MONITORS: Asus, HP, Lenovo & Viewsonic
8. GRAPHICS CARDS: Acer & Asus

L | E-COMMERCE (www.howardedu.com)

1. PREMIERE WEBSITE CUSTOMIZATION
2. SHOP BY APPROVED PRODUCTS PAGE (APP)
3. SHOP BY CONTRACT: BuyBoard, NASPO ValuePoint, NCPA & TIPS/TAPS
4. SHOP BY ROOM

OUTSIDE REP	
EMAIL	
PHONE	
INSIDE REP	
EMAIL	
PHONE	

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Quote

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Online Quotation

Quote No:	KW13 1527611.00	**Quote Date:**	May 27, 2025
Customer Name:	Joe Amato	**Phone Number:**	3527977000
Company Name:	Hernando County School Board	**Fax Number:**	
Quote Name:	Jar Charging Carts Qty 100		

Item 1

Category	Description	Qty.	Unit Price	Ext. Price
System Type:	Accessories			
1:	Elevate USB-C Charging Cart EDU 32 **MPN:** HCSD6032EDU	100	$1,745.00	$174,500.00
			Sub-Total:	$174,500.00
			Shipping & Handling:	Included
			Taxes:	Tax Exempt
			Total for Item 1:	$174,500.00

This Quote will expire on June 26, 2025.
Please include your Quote Number on your Purchase Order.

Total for all pre-configured items

Sub-Total:	$174,500.00
Shipping & Handling :	Included
Taxes:	Tax Exempt
Total:	$174,500.00

Notes:

THIS QUOTATION IS EXPRESSLY LIMITED TO, AND EXPRESSLY MADE CONDITIONAL ON, PURCHASER'S ACCEPTANCE OF THE TERMS HEREIN AND ACCEPTANCE OF HOWARD'S GENERAL TERMS AND CONDITIONS OF SALE (LOCATED AT: https://www.howardcomputers.com/info/termsofsale.cfm), WHICH ARE FULLY ADOPTED AND INCORPORATED HEREIN BY REFERENCE. PURCHASER'S SUBMISSION OF A PURCHASE ORDER PURSUANT TO THIS QUOTATION CONSTITUTES PURCHASER'S ACCEPTANCE OF AND AGREEMENT WITH HOWARD'S GENERAL TERMS AND CONDTIONS OF SALE. HOWARD OBJECTS TO ANY DIFFERENT OR ADDITIONAL TERMS. A COPY OF THE ABOVE- REFERENCED GENERAL TERMS AND CONDITIONS OF SALE MAY ALSO BE OBTAINED BY CALLING 1-888-912-3151 OR EMAILING webmaster@howardcomputers.com.

Howard's product warranties, return policies and related information are also available at https://www.howardcomputers.com/support/warranties.cfm and https://www.howardcomputers.com/support/returnpolicy.cfm, or may be obtained by calling 1-888-912-3151 or emailing webmaster@howardcomputers.com.

Howard hereby reserves the right to unilaterally withdraw and/or revise any Quotation or quoted prices at any time, including in the event its manufacturing or procurement costs increase due to the imposition by the United States or any other country of new or higher tariff(s) or other similar taxes, duties, fees or charges.