

## MEETING AGENDA

### THE COOPERATIVE COUNCIL OF GOVERNMENTS BOARD MEETING

**DATE:** March 12, 2025

**LOCATION:** Meeting in Person: 6001 Cochran Road, Suite 333, Solon, Ohio 44139  
Meeting via Zoom: <https://zoom.us/j/6210017133>  
Zoom Meeting ID: 621 001 7133

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1. **Approve:** 2025.01.22 CCOG Annual Meeting Minutes
2. **Financials:** Statement of Activity - CCOG – 2025.02.28
3. **Voting Member Check-In & Utilization of Equalis Group Programs**
4. **Discussion:** Equalis Group Strategic Priorities
  - a. Procurement
  - b. Marketing & Supplier Engagement
  - c. Sales
5. **Resolutions for Consideration/Adoption:**
  - a. **Resolution 2025.03.1** – Approving and Ratifying Master Agreements with Computing Equipment and Related Technology Products, Services, and Solutions Awardees.
  - b. **Resolution 2025.03.2** – Approving and Ratifying Master Agreements with Internet Services and Related Infrastructure Solutions Awardees.
  - c. **Resolution 2025.03.3** – Approving and Ratifying Master Agreements with Scoreboards, Digital Displays, and Signage with Related Services Awardees.
  - d. **Resolution 2025.03.4** – Approving and Ratifying Master Agreements with IT Managed Services Awardees.

**RESOLUTION #2025.03.1****APPROVING AND RATIFYING THE MASTER AGREEMENTS WITH THE RESPONSIBLE RESPONDENTS WHOSE PROPOSALS WERE THE MOST ADVANTAGEOUS IN RESPONSE TO RFP #COG-2160 FOR THE EQUALIS GROUP COMPUTING EQUIPMENT AND RELATED TECHNOLOGY PRODUCTS, SERVICES, AND SOLUTIONS PROGRAM.**

**WHEREAS**, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**") its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

**WHEREAS**, CCOG authorized the development of the information technology program (the "**Information Technology Program**") through Resolution #2020.05.4 adopted by the CCOG Board of Directors on May 13, 2020;

**WHEREAS**, as directed and authorized by Resolution #2020.05.4, Equalis Group LLC ("**Equalis**"), CCOG's sole procurement and contracting director and outsourced management team, developed RFP #COG-2160 which RFP was published by CCOG on November 8, 2024, for computing equipment and related technology products, services, and solutions program (the "**Computing Equipment and Related Technology Products, Services, and Solutions Program**"), a subset of the Information Technology Program.

**WHEREAS**, the proposal review team identified Acer America Corporation; Lenovo, Inc.; and Lenovo Global Technology ("**Awarded Suppliers**") as responsible respondents whose proposals were the most advantageous proposals with pricing, capabilities, experience, and other factors considered; and

**WHEREAS**, Awarded Suppliers and Equalis have negotiated contract terms to make Awarded Suppliers' products and services available to Equalis Group Members as part of the Information Technology Program for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties.

**BE IT RESOLVED**, by the Cooperative Council of Governments' Board of Directors, that the Cooperative Council of Governments hereby approves and ratifies the agreements with Awarded Suppliers as providers of services under the Computing Equipment and Related Technology Products, Services, and Solutions Program and authorizes the execution of the agreements.

**THE COOPERATIVE COUNCIL OF GOVERNMENTS****Attest:**

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Franklyn A. Corlett, CCOG Board President

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David J. Akers, CCOG Secretary  
Date Adopted: March 12, 2025

**RESOLUTION #2025.03.2****APPROVING AND RATIFYING THE MASTER AGREEMENTS WITH THE RESPONSIBLE RESPONDENTS WHOSE PROPOSALS WERE THE MOST ADVANTAGEOUS IN RESPONSE TO RFP #COG-2161 FOR THE EQUALIS GROUP INTERNET SERVICES AND RELATED INFRASTRUCTURE SOLUTIONS PROGRAM.**

**WHEREAS**, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**") its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

**WHEREAS**, CCOG authorized the development of the information technology program (the "**Information Technology Program**") through Resolution #2020.05.4 adopted by the CCOG Board of Directors on May 13, 2020;

**WHEREAS**, as directed and authorized by Resolution #2020.05.4, Equalis Group LLC ("**Equalis**"), CCOG's sole procurement and contracting director and outsourced management team, developed RFP #COG-2161, which RFP was published by CCOG on November 8, 2024, for internet services and related infrastructure solutions program (the "**Internet Services and Related Infrastructure Solutions Program**"), a subset of the Information Technology Program;

**WHEREAS**, the proposal review team identified Hughes Network Systems LLC and Zayo Group LLC ("**Awarded Suppliers**") as responsible respondents whose proposals were the most advantageous proposals with pricing, capabilities, experience, and other factors considered; and

**WHEREAS**, Awarded Suppliers and Equalis have negotiated contract terms to make Awarded Suppliers' products and services available to Equalis Group Members as part of the Information Technology Program for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties.

**BE IT RESOLVED**, by the Cooperative Council of Governments' Board of Directors, that the Cooperative Council of Governments hereby approves and ratifies the agreements with Awarded Suppliers as providers of services under the Internet Services and Related Infrastructure Solutions Program and authorizes the execution of the agreements.

**THE COOPERATIVE COUNCIL OF GOVERNMENTS**

**Attest:**

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Franklyn A. Corlett, CCOG Board President

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David J. Akers, CCOG Secretary  
Date Adopted: March 12, 2025

**RESOLUTION #2025.03.3**

**APPROVING AND RATIFYING THE MASTER AGREEMENTS WITH THE RESPONSIBLE RESPONDENTS WHOSE PROPOSALS WERE THE MOST ADVANTAGEOUS IN RESPONSE TO RFP #COG-2162 FOR THE EQUALIS GROUP SCOREBOARDS, DIGITAL DISPLAYS, AND SIGNAGE WITH RELATED SERVICES PROGRAM.**

**WHEREAS**, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**") its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

**WHEREAS**, CCOG authorized the development of the sports & recreation program (the "**Sports & Recreation Program**") through Resolution #2020.05.4 adopted by the CCOG Board of Directors on May 13, 2020;

**WHEREAS**, as directed and authorized by Resolution #2020.05.4, Equalis Group LLC ("**Equalis**"), CCOG's sole procurement and contracting director and outsourced management team, developed RFP #COG-2162, which RFP was published by CCOG on November 8, 2024, for scoreboards, digital displays, and signage with related services program (the "**Scoreboards, Digital Displays, and Signage with Related Services Program**"), a subset of the Sports & Recreation Program;

**WHEREAS**, the proposal review team identified Brady Signs and Watchfire Signs, LLC ("**Awarded Suppliers**") as responsible respondents whose proposals were the most advantageous proposals with pricing, capabilities, experience, and other factors considered; and

**WHEREAS**, Awarded Suppliers and Equalis have negotiated contract terms to make Awarded Suppliers' products and services available to Equalis Group Members as part of the Sports & Recreation Program for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties.

**BE IT RESOLVED**, by the Cooperative Council of Governments' Board of Directors, that the Cooperative Council of Governments hereby approves and ratifies the agreements with Awarded Suppliers as providers of services under the Scoreboards, Digital Displays, and Signage with Related Services Program and authorizes the execution of the agreements.

**THE COOPERATIVE COUNCIL OF GOVERNMENTS**

**Attest:**

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Franklyn A. Corlett, CCOG Board President

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David J. Akers, CCOG Secretary  
Date Adopted: March 12, 2025

**RESOLUTION #2025.03.4****APPROVING AND RATIFYING THE MASTER AGREEMENTS WITH THE RESPONSIBLE RESPONDENTS WHOSE PROPOSALS WERE THE MOST ADVANTAGEOUS IN RESPONSE TO RFP #COG-2163 FOR THE EQUALIS GROUP IT MANAGED SERVICES PROGRAM.**

**WHEREAS**, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**") its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

**WHEREAS**, CCOG authorized the development of the information technology program (the "**Information Technology Program**") through Resolution #2020.05.4 adopted by the CCOG Board of Directors on May 13, 2020;

**WHEREAS**, as directed and authorized by Resolution #2020.05.4, Equalis Group LLC ("**Equalis**"), CCOG's sole procurement and contracting director and outsourced management team, developed RFP #COG-2163, which RFP was published by CCOG on November 8, 2025, for IT managed services program (the "**IT Managed Services Program**"), a subset of the Information Technology Program;

**WHEREAS**, the proposal review team identified Cogent Infotech Corporation; Forward Edge LLC; and U.S TelePacific Corp DBA TPx Communications ("**Awarded Suppliers**") as responsible respondents whose proposals were the most advantageous proposals with pricing, capabilities, experience, and other factors considered; and

**WHEREAS**, Awarded Suppliers and Equalis have negotiated contract terms to make Awarded Suppliers' products and services available to Equalis Group Members as part of the Information Technology Program for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties.

**BE IT RESOLVED**, by the Cooperative Council of Governments' Board of Directors, that the Cooperative Council of Governments hereby approves and ratifies the agreements with Awarded Suppliers as providers of services under their IT Managed Services Program and authorizes the execution of the agreements.

**THE COOPERATIVE COUNCIL OF GOVERNMENTS**

**Attest:**

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Franklyn A. Corlett, CCOG Board President

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David J. Akers, CCOG Secretary  
Date Adopted: March 12, 2025