



***GSA Product Supply Letter***

***20 October 2015***

Mr. Dick Stark  
President  
RightStar, Inc.  
100 East Street, SE  
Suite 202  
Vienna, Virginia 22180

Re: Letter of Supply for FSC Group 70  
Solicitation #FCIS-JB-980001B

**LETTER OF SUPPLY**

*Nlyte Software* agrees that it will supply RightStar, Inc. with sufficient quantities of the offered product(s) to meet the Government's needs for the duration of the contract period and any extensions thereof.

**COMMERCIAL PRODUCT CERTIFICATION**

*Nlyte Software* certifies that all products proposed for inclusion on the Contract or any subsequent contract modification are newly manufactured products, are regularly used for other than Government purposes, and are sold or traded in the course of normal business operations.

**DISCOUNT TO RESELLER**

The discount being offered to RightStar is 35.2% per Item/SIN(s) 132-33, and 132-34. RightStar, Inc is classified as a dealer/reseller pursuant to a Reseller Agreement, dated December 15, 2009.

*Nlyte Software* is granting RightStar, Inc an non-exclusive Letter of Supply for this contract.

**PRICE PROTECTION**

Any products supplied to RightStar, Inc for the first twelve (12) months of the contract period shall be sold to at a cost no higher than the cost at the time the products were included on the initial contract award. The discount ratio from Manufacturer's/Supplier's Suggested Retail Pricelist (MSRP) as specified above will be maintained throughout the contract period.

The discount(s) granted to RightStar, Inc as specified above will be maintained (or increased) throughout the contract period as long as RightStar, Inc remains a dealer/reseller in good standing. In the event that the RightStar, Inc's status or discount structure is changed, a new letter of supply will be sent to the Contracting Officer.

### **PRICE REDUCTION NOTIFICATION**

*Nlyte Software* agrees to notify *RightStar, Inc* no less than thirty (30) days before any of the following:

- Reduction of commercial price list of any product listed on a GSA Schedule Contract.
- Decrease in reseller cost for any product listed on GSA Schedule Contract
- Temporary price reductions, rebates, and/or promotions

### **TRADE AGREEMENTS ACT CERTIFICATE**

*Nlyte Software* hereby certifies that each end product to be delivered under this contract is a U.S. made end product, a designated country end product, or a Caribbean Basin country end product, a Canadian end product, or a Mexican end product as defined in the clause entitled "Trade Agreements Act" at 48 CFR 552.225-9.

You must also obtain written authorization from the manufacturer(s) for Government access, at any time before award or before agreeing to a modification, to the manufacturer's sales records for the purpose of verifying the information submitted by the manufacturer. The information is required in order to enable the Government to make a determination that the offered price is fair and reasonable.

*Nlyte Software's* Dunn and Bradstreet number is 965-151098.

*Nlyte Software's* production point for product(s) submitted for this solicitation is:

*Nlyte Software Limited*  
*Riverside House*  
*26 Osiers Road*  
*London*  
*SW18 1NH*  
*United Kingdom*  
*Tel +44 208 877 7205 Fax*  
*+44 208 877 7205*

Sincerely,



*Owen Nisbett*  
*Chief Financial Officer*