



ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

**CONTRACT AWARD COVERPAGE**

<b>TO:</b> LINKEDIN	<b>DATE ISSUED:</b> 10/20/2022
1000 WEST MAUDE AVE.	<b>CONTRACT NO:</b> 23-DHS-R-414
SUNNYVALE, CA 94085	<b>CONTRACT TITLE:</b> LINKEDIN SALES NAVIGATOR

**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 23-AED-EP-434 including any attachments or amendments thereto.

**EFFECTIVE DATE:** NOVEMBER 3, 2022

**EXPIRES:** NOVEMBER 2, 2023

**RENEWALS:** N

**COMMODITY CODE(S):** 96153

**LIVING WAGE:** N

**ATTACHMENTS:**

LINKEDIN ORDER FORM

**EMPLOYEES NOT TO BENEFIT:**

**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

**VENDOR CONTACT:** RICHARD WEHMAN

**VENDOR TEL. NO.:** (650) 687-3600

**EMAIL ADDRESS:** [RWEHMAN@LINKEDIN.COM](mailto:RWEHMAN@LINKEDIN.COM)

**COUNTY CONTACT:** BRANDON BEDFORD (AED)

**COUNTY TEL. NO.:** (703) 228-0816

**COUNTY CONTACT EMAIL:** [BBEDFORD@ARLINGTONVA.US](mailto:BBEDFORD@ARLINGTONVA.US)

**PURCHASING DIVISION AUTHORIZATION**

DocuSigned by: <i>Arlene Palmer</i> A19432A29B7746C...	<b>Title</b> Buyer	<b>Date</b> 10/20/2022
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LinkedIn  
1000 West Maude Avenue  
Sunnyvale, CA 94085  
Phone: 650.687.3600  
Fax: 1.650.429.2122  
www.linkedin.com

Pricing Valid Through: October 7, 2022

Proposed by:  
Richard Wehman  
rwehman@linkedin.com

**CONTRACT CONTACT: Arlene Palmer****Sold to Customer Arlington Economic Development****BILL TO:** Arlington Economic Development**Bill To Doing Business As:**

Contact: Alex Taylor

Arlington Economic Development

Address: 1100 N Glebe Rd Ste 1500

City/State/Zip: Arlington VA 22201-4798

Country: United States

Email: etaylor@arlingtonva.us

Phone:

By initialing here, I agree that the Billing details are current and accurate.

**SHIP TO:** Arlington Economic Development**Ship To Doing Business As:**

1100 N Glebe Rd Ste 1500

Arlington, VA 22201-4798

United States

**ORDER INFORMATION**

Contract #: CS8535147-21

Billing Period: Annually Upfront

Billing Method: Invoice

Billing Instructions:

**For Internal Only:**

Type: Renewal

Rep Region: LSS-NA-US-CHI1-CORP-SMB-RS

Agency Name:

Currency: USD

Term(Months) : 12

Contract Start Date: 11/03/2022

Contract End Date: 11/02/2023

\*\*The start date of the services on this Order Form will be the later of the Contract Start Date or the date that the Order Form is fully executed"

Product Order Description	Qty	Start Date	End Date	Notes	List Price	Sales Price	Total
Product Name: Sales Navigator Advanced Plus (10-24 Seats) Product SKU: SNEXX02-1702 Product Description: Strengthen relationships with customized intelligence generated through an integrated experience across Sales Navigator, CRM, and your sales tools. Improve sales effectiveness and productivity by automating key processes and leveraging better data to inform decision making. Includes 50 InMail Messages per month, CRM Lead and Contact Creation, CRM Activity writeback and other features.	10				\$1,680.00	\$1,680.00	\$16,800.00
Product Name: TeamLink Extend (1,000 Seats) Product SKU: TLFXX01-1702 Product Description: 1000 TeamLink Extend seats which are included with Customer's Sales Navigator Advanced or Sales Navigator Advanced Plus purchase	1,000				\$0.00	\$0.00	\$0.00
						<b>SUB TOTAL</b>	\$16,800.00
						<b>ESTIMATED TAX*</b>	\$0.00
						<b>ESTIMATED ORDER TOTAL</b>	\$16,800.00

PURCHASE ORDER INFORMATION	TAX INFORMATION
Our records <b>INDICATE</b> that a Purchase Order Number may NOT be required for this order.  If a Purchase Order IS required, please enter the PO Number:  By initialing here, I confirm that a Purchase Order number is <b>NOT</b> required, or if a Purchase Order Number is listed <b>ABOVE</b> , I confirm that it is current and accurate.	Check here if your company is tax exempt: <i>Please attach any/all exemption certifications or email documentation to <a href="mailto:taxinquiry@linkedin.com">taxinquiry@linkedin.com</a>.</i>  Your order will be taxed using the applicable tax rate for your shipping address. The tax listed on your order form is only an estimate and is calculated on the net price. Your invoice will reflect the final total taxes in effect at the time of invoicing and may differ from the amount listed on this order form.  For customers located in AK, AZ, CO, CT, DC, FL, HI, IA, IL, IN, KY, LA, MA, MD, MN, MS, NE, NM, NJ, NY, NC, OH, PA, RI, SC, SD, TN, TX, UT, VT, WA, WI and WV, LinkedIn may be required to charge sales tax on your order pursuant to certain state and local sales tax laws. Any applicable sales tax charges will appear separately on your final invoice. For customers located in other states, your state and/or local government
PAYMENT OPTIONS	

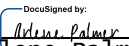

- Customer Payment Terms: 30 Days
- US and Canada Customers: Check, Credit Card, or Bank Wire Transfer
- Non-US Customers: Credit Card or Bank Wire Transfer only

may require you to report your purchase and pay appropriate sales and/or use tax amounts to them directly.

## TERMS

- LinkedIn Services provided under this Order Form are governed by the LinkedIn Subscription Agreement between the parties attached hereto ("LSA"), the terms of which are incorporated into this Order Form. The Service Terms available at <https://legal.linkedin.com/service-specific-terms> and also attached hereto apply to Customer to the extent the specific Service is included in this Order Form, the terms of which are incorporated into this Order Form.
- Except as provided in the LSA, Services purchased under this Order Form are non-cancelable and non-refundable.
- Future orders will be at list price (including any applicable volume based discounts) at the time of purchase.
- Customer will maintain complete and accurate billing and contact information with LinkedIn and will notify LinkedIn of any inaccuracies on an invoice within the time period set forth in the Payment Terms section above.
- Add-on orders must co-term with the originating order.
- With respect to the parties' performance of their obligations under this Order Form, the parties will comply with all applicable international, federal, state, provincial and local laws relating to the import or export of the Services, including but not limited to trade laws such as the U.S. Export Administration Regulations and International Traffic in Arms Regulations, and sanctions regulations administered by the U.S. Office of Foreign Assets Control ("Trade Laws"). Customer will not take any action that causes LinkedIn to violate Trade Laws. In the event Customer learns of a potential violation of Trade Laws relating to the performance of this Order Form, or a potential violation of the terms in this subsection, it will alert LinkedIn as soon as possible, but in no event more than 14 days after acquiring this knowledge. LinkedIn may suspend or terminate this Order Form to the extent that LinkedIn reasonably concludes that performance would cause it to violate Trade Laws or place LinkedIn at risk of becoming the subject of economic sanctions under Trade Laws.
- If and to the extent Customer provides to LinkedIn any personal data, the sharing of which pursuant to the Agreement is regulated by the General Data Protection Regulation, in connection with its use of the Services, LinkedIn and Customer will enter into and comply with the applicable Standard Contractual Clauses ("Standard Clauses") available at <http://www.linkedin.com/legal/i/customer-sccs> the terms of which are incorporated by reference into this Order Form and which supersede any existing Standard Clauses in place between Customer and LinkedIn. LinkedIn agrees that (i) the Standard Clauses will be updated if required under European law or regulations, and (ii) Customer's affiliates may enter into Standard Clauses directly with LinkedIn.

I HEREBY REPRESENT THAT: (I) I AM AN AUTHORIZED SIGNATORY FOR CUSTOMER; (II) I HAVE READ AND AGREED TO THE TERMS OF THIS ORDER FORM; AND (III) BY SIGNING THIS ORDER FORM, I AM ENTERING INTO A LEGALLY BINDING CONTRACT.

CUSTOMER (or APPROVED AGENCY)	LinkedIn Corporation
Signature: 	Signature: 
Name: <b>Arlene Palmer</b>	Name: <b>Katie Lock</b>
Title: <b>Buyer</b>	Title: <b>Senior Manager, Revenue Recognition</b>
Date: <b>10/20/2022</b>	Date: <b>September 28, 2022</b>