

To Whom It May Concern,

Calderon Textiles has been an established textile provider for 40 years. Last year Calderon Textiles sold over \$85 million of textiles to customers in 46 states. We have a sophisticated sourcing and supply chain network from all over the world and are able to meet our customers needs consistently and effectively. Calderon Textiles, LLC is legally registered to do business in the state of Indiana, and is in good standing, having completed a renewal with the Secretary of State in early 2023. Troy Meiners will be the principal contact for this proposal.

Calderon Textiles has read, and agrees, to all mandatory contract terms presented by the IDOA. Calderon Textiles' Bidder ID Number is 0000001779. Calderon Textiles is an LLC Business. Calderon Textiles' North American Industry Classification System Code is 423990. Calderon Textiles' Federal Employer Identification Number is 26-4299377.

Calderon Textiles does have a formal disaster recovery plan. Calderon Textiles secures data access by first limiting access to only specific project accredited employees, and then by using Microsoft Active Directory using complex passwords to prohibit unauthorized local network access. Unauthorized remote access is further secured by a WatchGuard firewall. Accredited employee remote access to data requires Active Directory logon information, along with multi-factor authentication. All data is backup offsite nightly using Asigra software, a world leader in encryption and security.

Calderon Textiles specializes in producing high-quality linens and other textile products for various customers, including government bodies such as hospitals, prisons, and military institutions. We have extensive expertise in the government bid process as well as honoring days on hand inventory levels and compliance to government contracts.

The company has been in operation for over 40 years and has developed a reputation for providing durable and comfortable textile solutions for government customers. Calderon Textiles' products are designed to meet the specific needs of each government body, including compliance with regulatory requirements and industry standards.

Some of the products offered by Calderon Textiles include bed linens, towels, gowns, boxers, and uniforms. The company also provides custom design and embroidery services to further tailor their products to the unique needs of each government customer. Overall, Calderon Textiles has established itself as a trusted supplier of textile products to government bodies in Indiana and beyond, providing quality products and exceptional customer service as well as unparalleled supply chain solutions.

Calderon is a company that specializes in manufacturing and distributing a wide range of textile products for various clients. Calderon currently has experience serving hundreds of clients with one or more products of various sizes and multiple shipping locations. In our 40 years of service, Calderon has developed an efficient and effective system for managing the logistics and supply chain of these products and custom customer textile programs.

1. **Standardized packaging and labeling:** developed a standardized packaging and labeling system for our products to make it easy to identify the product size and destination. This can help streamline the shipping process and reduce the risk of errors.
2. **Centralized inventory management:** Calderon Textiles has a centralized inventory management system that tracks the location and quantity of each product size. This can help ensure that the right products are shipped to the right locations and that there is always enough inventory available to meet client demand.
3. **Dedicated logistics team:** Calderon Textiles has a dedicated logistics team that is responsible for coordinating the shipment of products to multiple locations. Our Supply Chain team has developed relationships with shipping providers and customs officials to ensure smooth and timely delivery of products.
4. **Client communication:** Calderon communicates regularly with our clients to ensure that they are aware of the shipping status of their orders. This can help build trust and confidence in the company's ability to deliver products on time and in good condition.

Overall, Calderon Textiles' experience serving similar clients like Majestic Care, American Senior Communities, Hospital Laundry Service, Camp Atterbury, and Indiana State Parks makes us a perfect partner to the IDOC. We have extensive experience executing multiyear contracts that lock pricing into time periods of 24+ months, require safety stock levels for the duration of the contract, and require us to always hold x months' worth of inventory in any of our 5 distribution centers. All the clients listed above are great examples of similar customers that we have contracted pricing on linen products that have various sizes and forecasts during the contract period. We are in great standing with all those customers and at different stages of awarded business with all of them as well.

Calderon Textiles is able to accept all forms of payment, including wires, ACH, checks and by credit card. Calderon processes over \$3 million per year in credit card payments, and absorbs the related costs associated with accepting the various types of credit card payments. While we prefer payment to be made electronically, so as to lower our costs, we would be able to accept a debit or credit card payment from the state of Indiana.



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