

Speakmon Speaks

NEW ITEMS ON EQUIPMENT RENTAL CONTRACTS – And You NEED Them!

In early March, Randy, Stephen and I (Michael) had the opportunity to visit with several of our suppliers at the 2024 NASPO Exchange conference. It's a lot like speed dating with potential vendors. In my individual meetings with suppliers I learned about some options which are available on our [Equipment Rental contracts](#) with both United Rentals and Sunbelt.

United Rentals now offers the following:

- Portable restroom, shower, and sanitary rentals
- 20' and 40' storage containers
- Modular offices, office trailers and buildings**
- Trench safety equipment
- Porta-Potties



Sunbelt Rentals now offers the following:

- Temporary containment walls
- Trench safety equipment
- Temporary fencing
- Temporary structures (tents)



**The modular buildings under United Rentals come in several different types and shapes, but I STRONGLY urge you to work with the proper folks in the Office of the State Engineer before committing to renting those, especially if you're going to have people residing or working in them.

Backhoes/Motor Graders/Loaders is now Heavy Construction & Industrial Equipment (April Update)

We remain in negotiations with John Deere and hope to have the PA in place before this newsletter gets published.

As I was writing this, NASPO just awarded a Master Agreement to Caterpillar, so we will be working to negotiate a PA with them ASAP.

You can also keep an eye out on our website for the updates as we post them.

<https://procurement.sc.gov/contracts/search?v=21216-9919-0-0>

Furniture Contracts

Based on multiple factors, we have decided, and the CPO has approved, extending the existing contracts out up to two additional years instead of resoliciting. DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) will be working to take the steps necessary to make that happen. We will continue to accept additional offers on this fixed price bid as listed in the current schedule until the last term of the contract.

The next Town Hall will be Wednesday, April 10, 2024, at 2:00 PM.

We would love to see the monthly Town Hall meetings become more interactive. We not only want you to hear from us, but we also want to hear from you. **YOU** can also help set the agenda for the meeting by emailing any specific questions you may have a few days before the meeting. We didn't receive any questions via email last month, but we wanted to remind you that it is always an option. Email your questions ahead of time to one of the following people:

G&S Questions – mspeakmon@mmo.sc.gov / IT Questions – rbarr@mmo.sc.gov

[Click on this link](#) to join the meeting, registration is no longer necessary. You can also find a link to the Town Hall located on the DisPatches Newsletter page on our website at this location. <https://procurement.sc.gov/dispatches>

We look forward to seeing you on April 10, 2024!

-- Michael Speakmon, Michael Speakmon, CPPO, Procurement Dir., Goods & Services Contracting Team



Market Research and Agency Input Requests for existing State Term Contracts

Mobile Device Protection Plan (Expires 7/5/2024) – This one is taking a little longer to create than we anticipated. We're hopeful that we'll still get it done before the current contract expires. We'll keep you fully informed as we inch forward!

ADA Buses (Expires 10/31/2024) – Portia Davis (pdavis@mmo.sc.gov) is working with the transit folks at SCDOT on this. There have been some major changes in their department and we're working with them on a major overhaul to the way we solicit for these buses. We'll likely change *when* we solicit for them to better meet the needs the supplier community. More to follow on this one.

Mail Services Pre-sort & Barcode (Expires 4/3/2025) – Ginger Hardee (gghardee@mmo.sc.gov) is just beginning her research for the next iteration of this STC. Frankly, it's one of those contracts for which we don't receive a lot of feedback. This go-round, we really need the users' input. Please reach out to Ginger. She's very nice.

Microsoft Software (Expires 12/26/2024) – We anticipate publishing this solicitation in May/June with an anticipated award date of September 2024. If you have any questions, concerns, or feedback on the current contract that could help influence the new solicitation, you're invited to contact Stephen Taylor at staylor@mmo.sc.gov to share your ideas.

Geographic Information System (GIS) Software (Expires 01/14/2025) – We anticipate publishing this solicitation in August 2024 with an anticipated award date of November 2024. If you're a current user of this contract, please let us know what has worked for you. If you haven't used it because it didn't fit your needs, please provide us some direction for the new solicitation. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

Rapid 7 (Expires 09/17/2024) – We anticipate publishing this solicitation in April 2024 with an anticipated award date of June 2024. If you have any questions, input, or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov. If you're a current or potential user of this contract, we'd love to hear from you to ensure the new contract will meet your needs.

Communications Equipment and Services (Print & Mail Services) (Expires 04/15/2024) – A change order has been submitted to extend the expiration date to October 15, 2024. We anticipate publishing this shared service solicitation in late March or early April 2024 with an anticipated award date of August 2024. If you're a current user of this contract, please let us know what has worked for you. If you haven't used it because it didn't fit your needs, please provide us feedback about what you think we should do for the new solicitation. We'll work with the Division of Technology to make improvements where we can. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

Body Cameras, In Car & SaaS: Video Storage – Software Data (Expires 9/3/24) – We anticipate publishing this solicitation in April 2024 with an anticipated award date of August 2024. If you are a current user of this contract, please let us know what has worked for you. If you haven't used it because it didn't fit your needs, please provide us feedback on what we can add to the new solicitation. If you have any questions or concerns, please contact Randy Barr at rbarr@mmo.sc.gov

PC Matic (Expires 9/5/24) – We anticipate publishing this solicitation in April 2024 with an anticipated award date of June/July 2024. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. If you're a current or potential user of this contract, we'd LOVE to hear from you to ensure the new one will do what it needs to do to be successful for your entity.

Carbon Black (Expires 12/5/24) – We anticipate publishing this solicitation in July 2024, with an anticipated award date of October 2024. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. Again, if you are a current or potential user of this contract, we would love to hear from you.

Solar Winds (Expires 10/30/24) – We anticipate publishing this solicitation in June 2024 with an anticipated award date of August/September 2024. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. If you're a current or potential user of this contract, we need your feedback.

State Term Contracts which will NOT be renewed or re-solicited

LogRhythm, Inc. (Expires 04/08/24) – LogRhythm is a multi-agency, term contract for Higher Education, Technical colleges, colleges, and universities. Due to minimal use over the previous contract term, the decision was made to sunset this contract. Should you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov

Traffic Signal Heads & Lenses (Expires 08/18/24) – We don't intend to resolicit these items because they now fall under the new Traffic Control Devices contract ([link here](#)). If you think there are items on this contract which aren't available on the traffic control devices contract, reach out to Michael Speakmon (mspeakmon@mmo.sc.gov) as soon as possible to have that conversation.

Duo Multi-Factor Authentication (Expires 09/24/2024) – This state term contract will be sunset on September 9, 2024. This decision was made because Duo is now owned by Cisco and its products will be offered under the Cisco Hardware, Software Products and Services contract upon expiration of the existing contract. Should you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov.

Currently Published Solicitations

Telematics (5400026434) – Michael Speakmon (mspeakmon@mmo.sc.gov) is evaluating offers received.

Cross Cut Shredders (5400024690) – Portia Davis (pdavis@mmo.sc.gov) did not receive any responsive offers once again. She has addressed the vendor community and made it very clear to them that we will solicit for these one last time for the remaining lot.

Trash Can Liners (5400026572) – Ginger Hardee (gghardee@mmo.sc.gov) publishes this solicitation April 1, 2024. The pre-bid is scheduled for April 15, 2024, and the bid opening date is scheduled for May 16, 2024.

IBM (5400026410) – Yolanda Cohen published this solicitation February 14 for Valentine's Day. Amendment #1 was published March 11 with a bid opening scheduled for March 28. We anticipate an award date in April. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

Learning Content Management Systems – This solicitation was published February 5. The opening will be held April 1. We have an anticipated award date of mid-May 2024. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.

Tenable Products & Services (5400026532) – This solicitation was published March 15, with a bid opening scheduled for April 29, and an anticipated award date of May 13, 2024. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

Newly Awarded State Term Contracts (STC)

Office Supplies & Paper (5400026238) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the Intent to Award on March 7, 2024 and no protest was received. The contracts became effective March 19, 2024. Staples was awarded the statewide market basket and Herald Office Supply was awarded the three regional awards. New contracts start April 28, 2024. **Please see the notice to State agencies regarding Herald a the end of this newsletter.**

Fuel Card Management (5400026257) – Michael Speakmon (mspeakmon@mmo.sc.gov) posted the Intent to Award March 11, 2024. We received only one response so the contract became effective March 12. The award was made to the incumbent Mansfield Oil, so the transition should be seamless.

Bulk Gases (5400026360) – Ginger Hardee (gghardee@mmo.sc.gov) posted the Intent to Award for this on February 27, 2024 and the contract became effective on March 8, 2024. This was awarded to Linde Gas & Equipment (formerly Praxair), who is a different vendor than the incumbent. There will need to be some transition conversations with the two vendors about gas remaining in the tanks, so take a look at those procedures in the contract and ensure you are following those during the transition.

Asbestos, Lead Paint and Mold Collection & Testing (5400026429) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the Intent to Award for this FPB on March 28, 2024. Barring a protest, the contracts are effective April 9, 2024.

Cooperative Contracts Updates

Facilities MRO – The lead state Kentucky issued a new solicitation and it's been advertised. It's NASPO's intent to have the new contracts awarded and in place prior to the existing contracts' expiration on June 30, 2024.

NASPO PCs, Servers, Storage, Peripherals – NASPO PCs, Servers, Storage, Peripherals – All negotiations are complete with the lead state. Although IBM has successfully completed negotiations with the lead state, they're now in negotiations with South Carolina via the Participating Addendum. Due to the inability to secure these contracts prior to the expiration date (January 31, 2024), an emergency procurement was executed effective February 1, 2024 until July 4, 2024, or until a new contract is in place, as we continue to negotiate IBM's PA with the State. If you have any questions and/or suggestions, feel free to reach out to Yolanda Cohen at ycohen@mmo.sc.gov.

Microsoft and Howard (NASPO PCs, Servers, Storage, Peripherals) – The new PAs with Microsoft and Howard have been successfully negotiated and the contracts put in place. Microsoft's new State Term Contract number is 4400034070 and Howard's is 4400034251. Both have an effective date of March 11, 2024. We're currently negotiating participating addenda with IBM, NetApp, Ace Computers and Acer America Corp. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

NASPO Public Safety Video Systems – A South Carolina Participating Addendum has been sent to Coban Technologies and is currently under negotiation. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.



Training Opportunities



The Division offers the following training opportunities May. Please note face-to-face classes are held at the Division of Procurement Services, 1201 Main St. (the glamorous Capital Center) Suite 600, Columbia:

RFP — 9 a.m. – 4 p.m. Thursday, May 2 and Friday, May 3 (Participants must attend both sessions to receive credit) (face-to-face)

Introduction to the Procurement Code — 9:00 a.m. – 4 p.m. Tuesday, May 7 (face-to-face)

All learning events will be available on the DPS Courses and Registration page:

<https://training.procurement.sc.gov/training/courses>

Registration will open on April 1 and close on April 19. Please note that Division training is limited to government procurement officials within the state of South Carolina only.

We'll be taking a short break from offering training beginning mid-May through the FY closeout in July. Classes will resume at the end of July and be offered throughout the fall.



Herald Office Solutions SC State Contract Onboarding Procedures



Agencies that do not currently have an account with Herald Office Solutions, please contact their sales support team at salesupport@heraldoffice.com for assistance in establishing your account in their system. Existing customers may also contact the sales support team for an account review and update.

All agencies who reach out via email will be contacted by Herald's onboarding team. They will collect the following information:

- Name of Agency
- Billing Address
- Billing Contact & Email Address
- Are purchase order numbers required?
- Shipping Address (List all if more than one location)
- Special Delivery Requirements (if applicable)
- Preferred Ordering Method
- e-Procurement or punch out integration requested (Yes/No)

✦ e-Procurement System

Technical Contact

Online Ordering

User Info will be required

Phone/Fax

Account Executive Visit

Upon account setup and completion, the Herald onboarding team will contact the agency to confirm and review the account settings. They'll also plan a kickoff call to introduce the team and review ordering procedures and address any concerns.

Below are a few additional contacts to keep on hand:

Myers Jordan - President

myers@heraldoffice.com

- (843) 632-1758

Hunter Jordan - Vice President of Sales

hunter@heraldoffice.com

- (843) 632-1779

Stephanie Yarborough - Customer and Administrative Director

syarborough@heraldoffice.com

- (843) 245-0249

Lauren Edwards - Customer Experience Manager

ledwards@heraldoffice.com

- (843) 627-9054

