



## Statewide Contract News

### SPECIAL NOTICE

**STC Deliverable-based IT Consulting & Professional Services** -- We anticipate publishing a new statewide solicitation for deliverable-based IT consulting and professional services soon. The intent is that the contracts awarded pursuant to this solicitation will eventually replace the contracts awarded pursuant to STC Third Party Consulting (Solicitation 5400015645). If you'd like to provide input, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**NASPO Small Package Delivery Services** -- The existing contracts with FedEx and UPS expire on November 27, 2021. NASPO issued a new Master Agreement with FedEx and we have issued a contract with FedEx that began November 28, 2021.

NASPO is still in negotiations with UPS and has NOT issued a new Master Agreement as of this writing. We'll monitor the situation and issue a new contract with UPS when NASPO finalizes the MA. Until then, only the FedEx contract is available, and the details of that contract can be found on our website, [procurement.sc.gov](http://procurement.sc.gov).

**Vehicle Contracts** -- We're already seeing issues with ordering windows closing with little to no warning from the manufacturers. We'll keep the vehicle contract sheets updated with the best information we have, but we strongly recommend contacting the Contractor for the vehicle you're interested in **BEFORE** you submit a purchase order. They'll have the latest information from the manufacturer and can advise you on whether an order can be placed. If you speak to a Contractor and find differing information on our contract sheet, please let us know.

**Contract Issue Resolution** -- We've seen an increase in calls and emails we're getting regarding contract issues and their resolution. As a reminder, a good place to start is by contacting the point-of-contact (POC) for the supplier listed on the contract sheet. Many times, the person placing the order may not be speaking with that POC and they can be very helpful in getting a problem resolved. If those efforts are unsuccessful, please contact the procurement manager responsible for that contract and they'll be happy to assist you. Be prepared to provide the supporting details related to the issue and the steps you've taken with the supplier to resolve it up to the point of contacting our us. This will expedite a resolution.

### **Market Research and Agency Input Requests for NEW State Term Contracts (STCs)**

*The Office of State Procurement (OSP) is seeking input on the following recommendations for new State Term Contracts (STCs). If you have any information you can share, please contact the appropriate procurement manager. Our goal is to put contracts in place that will meet your needs, but we need your input to ensure success.*

**Propane** -- Michael Speakmon received some sample solicitations and contracts in response to our request for information regarding a possible statewide propane contract. Unfortunately, what we've gotten thus far isn't sufficient to determine if there's real demand or how to structure the contract if there were. We continue to research this and ask that you provide feedback right away if your agency hasn't already submitted usage and contracting data.

### **Procurement Professionals, please reach out to your Information Technology Department with the following market research request updates:**

**Telematics (Fleet Monitoring)** -- Please email Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) if you (or someone in your agency) would like to serve as an evaluation panel member.

The market research for creating new STCs for the contracts listed below has been completed and DPS will be publishing solici-

tations in 2022. Thank you for all the feedback we received in helping us make this decision. If you have any questions, please contact Randy Barr ([rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)).

CradlePoint  
VM Ware  
Varonis  
SaS

**Information Security and Privacy Services (Expires April 21, 2022)** – Our office anticipates making changes to this contract portfolio. This is your last chance to make your suggestions heard! The current contracts are separated into the following lots:

|                                                   |                                                         |
|---------------------------------------------------|---------------------------------------------------------|
| Lot 1 – Security Monitoring Analytics             | Lot 2 – Security Incident Response Management           |
| Lot 3 – Security Infrastructure Support           | Lot 4 – Distributed Denial of Service                   |
| Lot 5 – Security Assessments and Other Consulting | Lot 6 – Application Security Assessment and Remediation |
| Lot 7 – Privacy Support Services                  |                                                         |

Please contact Will Butler at [wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov) with any input.

**Storage (SAN) Products** – Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) wants your input on storage products, particularly Storage Area Network and related software and services. Please contact Will with information about what your organization currently purchases using these contracts:

**Storage / SAN Products – Dell/EMC (Expires 06/30/22)**  
**Storage / SAN Products – NetApp (Expires 06/30/22)**  
**Storage / SAN Products – Hitachi (Expires 9/22/22)**

As with all requests, we would appreciate specifications, usage data, lessons learned through existing contracts, and any other information your IT Professionals, Facilities Directors, or appropriate End Users could share while we conduct market research.



## **Market Research and Agency Input Requests for EXISTING State Term Contracts**

### **Existing Goods & Services STCs that need your input:**

**Ballasts & Lamps (Expires September 7, 2022)** – DeAna Reed-Sharpe ([drsharp@mno.sc.gov](mailto:drsharp@mno.sc.gov)) continues to seek ideas for the next version of this contract. There have been many advances in the ballasts and lamps industry since the last time this came around. We need to know what *your* needs are. If you're leaning more towards the LED market, send some specs and info. **Trust us, your agency's facilities manager/department uses this information, so please have them contact DeAna as soon as possible.**

**Asphalt Emulsion Paving Mixtures – CRS-2, CRS-2P & CMS-2 (Expires July 31, 2022)** – As noted in last month's edition, DeAna Reed-Sharpe ([drsharp@mno.sc.gov](mailto:drsharp@mno.sc.gov)) is the procurement manager for this one but the specifications are developed and monitored by SCDOT. Should you have any comment on those specs, please contact SCDOT and provide them with your input. If we can assist in making this connection, please let us know.

**Airport Pavement Maintenance and Rejuvenation (Expires August 21, 2022)** – Ellicia Howard ([ehoward@mno.sc.gov](mailto:ehoward@mno.sc.gov)) continues her research into these contracts. It's our aim to combine the separate contracts for rejuvenation and maintenance into one, as has been the practice in the past. Should you have any recommendations for changes to either of these con-

tracts, please contact Ellicia as soon as possible.

**Meals, Ready-to-Eat – Emergency Supplies (Expires July 29, 2022)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is continuing to develop the business case for continued contracting for MREs. If there are any changes you'd like to see incorporated into the next solicitation, please let Portia know.



**Procurement Professionals, please reach out to your Information Technology Professionals with the following market research requests**

**STC IT Temporary Staff Augmentation – Managed Services Provider (MSP) (5400010842 with TAPFIN)** -- The existing contract expires July 31, 2022. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, the Beeline tool, policies and procedures, or processes, please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) by December 15, 2021.

**STC IT Temporary Staff Augmentation – Supplier Contracts (5400008056)** -- The existing contract is in force until August 8, 2022 or until new contracts are positioned. If you have any input, questions, or concerns regarding how it's structured, please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) by December 15, 2021.

**STC Citrix Software (5400012348)** -- The existing contract expires April 7, 2022. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) by December 5. We're spit balling combining this contract with Citrix Netscaler (SC Contract 4400026444). If you think this is a bad idea, please reach out to Kristen ASAP.

**STC HPE Networking Hardware & Services (5400012590)** -- The existing contracts expire June 30, 2022 and we continue our market research for the new solicitation. If you have any input, questions, or concerns regarding how the new solicitation (and its resulting contracts) should be structured or improved, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) by December 15.

**STC Palo Alto Networks Products & Services (5400013452)** -- The existing contracts expire June 30, 2022 and we're also in the thick of the market research for the new version of this one too. If you have any input, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) by December 15.

### **State Term Contracts that will NOT be renewed or resolicited**

The following current STCs will not be resolicited as they have been added to the new STC for **Appliances & Kitchen Equipment**. Agencies should continue to use the existing contracts until they expire, then transition to the new STC.

Boilerless Streamers (expires February 28, 2022)  
Combi-Ovens (Expires December 17, 2022)

### **Currently Published Solicitations**

**STC Digital Fingerprinting Services & SLED Concealed Weapon Permit System (5400021691)** -- This solicitation is currently under evaluation and we anticipate an award date of December 3, 2021. If you have any questions or concerns, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov). Learn more [here](#).

**STC Print Management Program (5400019474)** -- This solicitation opened on October 20, 2021 and is currently in the evaluation phase. We anticipate an award date of mid – late January 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov). Access the solicitation using the following link: [Copiers/Managed Print](#)

**STC Mobile Device Management (5400022155)** -- This solicitation was published on October 6, 2021 with a bid opening November 30. We anticipate an award date of mid December 2021. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov). Access the solicitation [here](#).

**Digital Government Services (Formerly: Self-Funded Web Portal)** -- Solicitation 5400021069 remains in the evaluation phase with an award date tentatively scheduled for next month. This will allow approximately six months for transitioning as appropriate.

For details on this State Term Contract, please visit SFAA's Procurement Services Web Portal webpage, <https://procurement.sc.gov/files/contracts/Web%20Portal%20Update%20020421.pdf>. Additional updates will be provided as necessary. If you have any questions or concerns, please contact Kimber Craig at [kcraig@mmo.sc.gov](mailto:kcraig@mmo.sc.gov).

**Service Award Pins (5400022162)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is soliciting for this contract now because the current Contractor declined to renew after the initial term (which ends March 1, 2022). Portia published an amendment to the solicitation which moved the bid opening date to December 6, 2021.

**Career Ready Assessments (5400022194)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) held the bid opening for this solicitation as scheduled on November 15. Barring any issues, the award will be posted on December 11, 2021, with a contract start date of December 23, 2021. A copy of the solicitation can be found [here](#).

**Microscopes (5400022234)** – Portia Davis is doing a “Take 2” of this solicitation to permit some vendors who missed their opportunity to bid on the previous solicitation and whom we’ve determined would be beneficial to the State to have on contract. Portia posted an amendment to the solicitation and there was no change to the bid opening date of December 2, 2021.

**Medical Supplies & Equipment (54000218480)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) received a protest of the solicitation one day before bid opening. The solicitation is suspended until the CPO can make a determination. Currently, we do not anticipate an interruption between the new contract and the old.

### [Newly Awarded State Term Contracts \(STCs\)](#)

**STC Cisco Hardware and Software Products and Services** -- We published Intent to Awards for contracts under Fixed Price Bid Solicitation (Enter 5400021841 at SC Contract Search) for Cisco Hardware and Software Products and Services to 20 contractors. As a Fixed Price Bid, additional offers will be accepted for review by the next submission deadline of January 20, 2022 at 11:00 a.m. Please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) if you have any questions about this contract.

**NASPO Copier Contracts** – The current contracts are extended for six months (to June 30, 2022) as the State continues work on a Statewide Term Contract for copiers.

**ADA Buses (5400021385)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) received a protest to one of the awards for this solicitation. That award was subsequently cancelled based on the CPO's determination. The remaining awards for the purpose-built bus, which is the most popular, are still active and available for use. We continue to refine the specs for the remaining buses and will publish another solicitation when those are complete.

**Household Appliances (5400021924)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) posted the award for this contract and it is now active. Details can be found on our website [here](#).

**Paper Towels, Toilet Paper, Dispensers (5400021900)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) received a protest to the award for these contracts. We anticipate the CPO's determination in early December and will proceed as directed. At this time, we do not anticipate an interruption between the old contracts and the new.

### [Currently Advertised Cooperative Contracts](#)

**Mailing Equipment, Supplies, and Maintenance** -- Our office has posted an Intent to Participate in the upcoming NASPO Mailing Equipment, Supplies and Maintenance Solicitation. If you have any questions or concerns, please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov).

