



Drug & Alcohol Testing and Background Checks: Notice regarding Subcontractor

As of the end of October 2022, Applya (generally spelled w/o a capital A) is no longer a subcontractor with Premier Biotech under the contract for this service. Premier Biotech has subcontracted directly or is in the process of finalizing negotiations with all of Applya's former subcontractors. There shouldn't be an interruption in services, but there's always the possibility of a hiccup here or there.

As part of this process, and at our direction, Premier Biotech has also implemented a policy to prevent providers from discontinuing services, turning away employees or potential employees from collection sites, and seeking the assistance of any state or political subdivision employee in efforts to receive payment under the contract. If a subcontractor contacts anyone in your agency for assistance for payment, or denies someone service, have them contact Premier Biotech directly using the escalation information on our contract sheet, and then notify Michael Speakmon (mspeakmon@mmo.sc.gov) as soon as possible afterward.

On another note, Premier requested, and we approved, a price adjustment for pricing on the contract. Most, but not all, of the lots are affected and the increases were done by line item rather than a straight percentage across the board. This was actually a better method as not all line items increased by the same percent. Overall, the prices are about 15% higher which is not too bad considering what's going on right now. New pricing is effective November 1, 2022.

Finally, not everyone who deals with this contract receives this newsletter so please pass this along to your organizations personnel who work most closely with the contract.





NEW Emergency Response and Clean-Up Services Contracts

By Ellicia Howard, Procurement Mgr., SFAA DPS

Emergency Response and Clean-Up Services are now available on statewide term contract. This contract is created to furnish response and clean-up services for disaster or emergency situations pertaining to damage from fire, water, storm and environmental damage. The following services are included in this contract: drying, containment, decontaminations, removal, treatment, transportation, disposal, and disinfecting/sanitizing.

We currently have 3 contracts awarded by lot to Belfor Property Restoration (4400029928, Lots 1-6), Crank Marketing Group (4400029929, Lots 1,2,5) and Steri-Clean (4400029927, Lots 2,3). The lots awarded are Lot 1- Labor, Lot 2- Dehumidification, Lot 3-Miscellaneous, Lot 4-Vehicles, Lot 5-Specialty Services and Lot 6-Specialty Services-Air Duct Cleaning.

The contractors' servicing areas and awarded lots are listed on our website at [this link](#). These contracts are effective from September 22, 2022, to September 21, 2025. More contracts can be added based on the schedule within the solicitation document.

***Please Note:** New vendors will need to use solicitation number 5400024275 to submit their bid in SCEIS. They will not be able to bid on solicitation 5400021940, but end users can still review the current awarded contractor information and details within the solicitation document <https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400021940>.

Use of this contract is NOT mandatory by governmental bodies but is provided for their convenience.





NEW STC for Auto Parts

We've published solicitation 5400024199 – STC for Automotive Parts (details can be found in the *Currently Published Solicitations* section of the newsletter). These new contracts will replace the current contracts we have under the NASPO Master Agreements and are slated to begin on January 1, 2023.

NEW Vehicle Contracts Are Ready for Use (October Update)

The new vehicle contracts are proving to be VERY popular. Between the contract start date of September 13th and this writing, over \$40 MILLION in POs have been processed against the contracts. The information below is provided one last time, but most of it appears on the Vehicle Contract Sheet [here](#).

1. We have 13 contracts with Contractors who represent 12 different manufacturers.
2. We solicited as a Fixed Price Bid and will allow new offers every six months of both terms of the contract. If a vendor is not already on contract, they have three more opportunities to make an offer.
3. Each contract is for the FULL LINE of vehicles from the manufacturer rather than select vehicles as in years past. *Note: Ignore the product category codes assigned to each of the contract awards. Those were used for administrative purposes only and do NOT restrict what is available under the contract.*
4. Each contract includes NEW vehicles only. A new vehicle is defined as a vehicle that hasn't been previously titled. What that means is that the contract will allow you to purchase a 2022 vehicle that's considered new, you aren't restricted to 2023 models and newer.
5. Each contract includes vehicles in the Contractors existing inventory, meaning on the lot. If one of the Contractors has a new vehicle on the lot, you can purchase it under the contract.
6. Orders are NOT restricted to what's available through fleet designated resources. Orders can be placed for retail vehicles if the Contractor is willing to sell them to us in accordance with the contract.
7. We have literally contracted with everyone for everything for the actual cost of the vehicle, plus no more than 6%.

It's important to remember that all vehicle manufacturers are prioritizing their vehicle sales based on total profit potential. Even though we have "access" to the retail side, some Contractors may not want to sell us those vehicles because they can make a better profit selling to the public.

All vehicle contracts awarded under a previous solicitation will expire on October 31, 2022.

Information Technology STC notices that you and your IT Department need to know about

Third Party Consulting — The current contracts have been extended to their original term expiration date of January 7, 2024.



NetApp SAN Products

We encourage prior users of the NetApp contract (4400016181) not to place any further orders using this state term contract, as NetApp has objected to our continuation of the statewide contract. Please contact Will Butler at wbutler@mmo.sc.gov if you have any questions.

Market Research and Agency Input Requests for NEW State Term Contracts (STC)

The Office of State Procurement (OSP) is seeking input on the following recommendations for new State Term Contracts (STC). 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.

Psychological Evaluations for Law Enforcement Officers

There are currently multi-agency contracts for the subject services that were awarded under solicitation 5400014768 and we're looking at the possibility of creating a Statewide Term Contract in lieu of the multi-agency contracts. We're already collaborating with DPS, PPP, SLED, DNR, Forestry and UofSC. This would be a mandatory STC, so if your state agency has a law enforcement division, this will impact you. Please review the scope in the link under the solicitation number above and provide any comments to Michael Speakmon (mspeakmon@mmo.sc.gov) as soon as possible.

Market Research and Agency Input Requests for existing State Term Contracts

Truck Bodies – Dump, Utility & Flatbed – Michael Speakmon (mspeakmon@mmo.sc.gov) is beginning his market research on this contract. While it's primarily a DOT contract there are users of the contract outside of DOT. If you have any input, please contact Michael ASAP.

One Card Identification Systems – We're actively looking for subject matter experts (from both government entities and the supplier community!) to participate in a working group that will assist in drafting new specifications. If you'd like to volunteer or submit any feedback for consideration, please contact Kristen Hutto at khutto@mmo.sc.gov by November 15, 2022.

E-Recruitment & Onboarding System -- The current contract with NeoGov has been extended until December 30, 2023. Please contact Kristen Hutto at khutto@mmo.sc.gov by November 15, 2022 for a copy of the draft version of the replacement solicitation to provide feedback and suggestions.

State Term Contracts that will NOT be renewed or resolicited

Nothing new to report at this time.

Currently Published Solicitations

Automotive Parts (5400021499) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published this solicitation on October 14, 2022. The pre-bid was scheduled for October 27, 2022, with an anticipated bid opening on November 28, 2022. The intent is for the contracts resulting from this solicitation to replace the current contracts that are awarded under the NASPO Master Agreements. We clearly stated in the solicitation that having an in-state presence wasn't a requirement but is very beneficial for the contract customers. It's structured as a fixed price bid (FPB) so vendors who miss the initial offering may submit at a later date.

Athletic Uniforms, Equipment and Accessories (5400023815) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is evaluating offers received and is scheduled to post the intent to award on November 4, 2022.

Temporary Medical Services (5400024065) – Portia Davis (pdavis@mmo.sc.gov) conducted the pre-bid for this one on September 29, 2022, and published Amendment #1 on October 17, 2022, in response to questions received. The bid opening is



scheduled for November 2, 2022, with awards expected to be published on November 7, 2022. The purpose of this solicitation is to contract with locum tenens providers to provide temporary medical personnel in a variety of positions. This will be a non-mandatory contract for two years while we gather data to evaluate the possibility of doing a more long-term version, which is our intent.

Marketing Services (5400023703) – Ellicia Howard (ehoward@mmo.sc.gov) received several questions that took some time to respond to and we had to issue an amendment to change the bid opening date to TBD. Amendment #2 was issued October 24th with a new bid opening date of November 9th.

Career Readiness Testing (5400023732) – Michael Speakmon (mspeakmon@mmo.sc.gov) is evaluating responses received. The original award posting date has been extended indefinitely but we appear to be close to the end of the process.

Cots (5400023907) – Ellicia Howard (ehoward@mmo.sc.gov) is evaluating offers received and we anticipate posting the intent to award on November 4, 2022, as scheduled.

Water Activated Pothole Patching (5400023975) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is evaluating offers received and will post the intent to award as scheduled on October 28, 2022.

VMware Products & Services (5400023716) – This solicitation was issued on July 18, 2022. An amendment was posted to extend opening date to September 23, 2022. This contract is still in the evaluation phase and award is expected around mid-November 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STC)

Debt Collection Services (5400023482) – Portia posted the intent to award for these contracts on October 24, 2022. Barring a protest, these contracts will be effective and active on November 3, 2022.

Household Appliances (5400023731) – Portia Davis (pdavis@mmo.sc.gov) posted the intent to award on September 27, 2022, and the contract became effective and active on October 7, 2022. Details can be found on the contract sheet at this link.

Print Management Program (5400022842) – The statement of award was posted on Sept 16th for categories 2-5 for this solicitation. Category One (copiers) is now scheduled for review by the Procurement Review Panel and a decision should be reached before the end of the calendar year. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov

Varonis Products & Services (5400023328) – This solicitation was awarded on July 11, 2022; however, a protest was received. The award has been appealed and will be reviewed by the Procurement Review Panel. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov

Managed Services Provider (MSP) (5400022555) – Stephen Taylor (staylor@mmo.sc.gov) posted the Intent to Award on October 14, 2022 and a protest has been received. TAPFIN continues to provide the services under a contract extension. The supplier contracts for IT Temporary Staff Augmentation are extended until August 25, 2023. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.

New Toner Cartridges (5400023835) – Contracts were awarded on October 21, 2022 and will become effective on Novem-



ber 3rd, 2022. Contracts were awarded for Dell, HP, Lexmark, Brother, and Xerox toner cartridges. The Lot for Kyocera was cancelled because no bidders were able to obtain a Letter of Authorization from Kyocera. Please contact Will Butler at wbutler@mmo.sc.gov with any questions.

Cooperative Contracts Updates

Mail Equipment, Supplies and Maintenance -- The current NASPO ValuePoint contract ADSP016-00006328 is extended to December 31, 2022. New Participating Addendums under a new NASPO Value Contract (2022-2027) BPM003137 are being prepared and will be executed as signed. The State intends to enter into new agreements with Bell & Howell, Pitney Bowes, Quadient and BlueCrest. If you have any questions or concerns, please contact Stephen Taylor (staylor@mmo.sc.gov).



NATIONAL RECOGNITION FOR SFAA'S KEITH MCCOOK!

During its 75th Annual Conference, the National Association of State Procurement Officials (NASPO) awarded the 2022 Giulio Mazzone Distinguished Service Award (Mazzone Award) to Keith McCook. The Mazzone Award recognizes service, on a continuing exemplary basis, to the public purchasing profession. The program was created in 1982 as the NASPO Distinguished Service Award, and in 1994 was re-named for Giulio Mazzone.

McCook is the General Counsel for the State Fiscal Accountability Authority and has spent most of his legal career advancing and advocating for the procurement profession and sound, practical procurement policies and practices. Maggie McConnell, a 1996 recipient of the Mazzone Award, in presenting McCook as one of two awardees for the night, said "[Keith] may often have been overlooked for accomplishments in the public procurement world because the [he] has not served as a Chief Procurement Officer. [His] achievements, however, have changed the face of public procurement nationally."

Recognizing the need for formal procurement law education within NASPO's conferences and events, McCook



DPS Div. Dir. Delbert Singleton and award recipient Keith McCook



has been credited for almost singlehandedly driving the creation of NASPO's procurement law attorney online community and resources, and the creation of NASPO's State Procurement Law Institute. "NASPO members get better legal advice and understand how a key stakeholder – their attorneys – affects the procurement profession," said McConnell.

"For me, receiving the Mazzone award is an honor of a lifetime," McCook said. "One I never imagined I would get. Without the support and encouragement of Dianne Lancaster, Richard Pennington, and above all - Voight Shealy, I would have gotten very little done at NASPO. It's been a lot of fun." He further stated, "NASPO does such a great job of giving us an opportunity to make a difference all across the country and to support each other at home. I encourage all of you to get involved and if you are already involved, get more involved. One thing I've learned is you're going to get a lot more out of it than you expect. I certainly have."

Delbert Singleton, NASPO's 2022 President and Director for the Division of Procurement Services, noted that the Mazzone award recognizes those in the procurement profession who make significant and impactful contributions to the public procurement profession with an eye toward advancing the profession. "There are very few people who bring the level of dedication, passion, and tenacity to the procurement profession than Keith does. Having watched him grow into the procurement expert he has become, I would say that this has truly been a calling for Keith," Singleton said.



Early Detection

Once again October means it's time to remember the importance of early detection in the war on breast cancer. Our team sported pink on October 25th and posed for this lovely group shot to remind YOU that early detection saves lives.

According to the American Cancer Society, when breast cancer is detected early, and is in the localized stage, the 5-year relative survival rate is **99%**. Early detection includes doing monthly breast self-exams and scheduling regular clinical breast exams and mammograms.