

Important Notice Concerning the Statewide Term Contract for Merchant Services

The South Carolina State Treasurer's Office (STO) executed a new Payment Solutions Agreement (PSA) for Merchant Card processing with SunTrust Merchant Services, LLC (STMS). This new contract replaces Statewide Term Contract 4400011556 (Solicitation 5400007106), also with SunTrust Merchant Services, LLC.

Please note that:

- ◆ State Agencies and Universities can continue their Merchant Card processing with no changes to their current processing environment and no conversion of Merchant ID (MID) numbers
- ◆ Local Political Subdivisions in South Carolina can continue to utilize the contract for Merchant Card services
- ◆ Your current PCI Compliance attestations will not be impacted, and you will continue to utilize the Clover Security portal for your PCI Compliance needs.
- ◆ The ability to use all existing payment gateways (Payeezy, PayPoint, CardConnect, NIC, etc.) will remain.



The STO will be sending information to participants regarding executing a new Services Participation Agreement. Once ALL participants are transferred to the new contract, the old contract will be terminated.



Statewide Contract News

STC for Drug & Alcohol Testing

We're finalizing our negotiations with Premier Biotech, Inc., through MMCAP to provide D&A services to the State once the current STC expires on February 26, 2022. applya is Premier Biotech's South Carolina servicing representative, so all accounts already established with applya will automatically transfer with no action required on the part of the organization. The transition should be transparent and seamless to all users of the contract.

All products and services appearing on the existing D&A contract are available on the new contract and there are additional products and services available as well. We'll publish more details in a special email sent to this distribution list as we get closer to the contract change over. The contract sheet on our site will be updated with the new information on February 27, 2022.

NASPO Small Package Delivery Services (January Update)

Our office has been diligently negotiating with UPS since mid-December 2021 to reach a mutual agreement on the terms of our participating addendum to establish a contract with them. We continue to hold discussions with UPS about their and our concerns. As a reminder, the contract with FedEx is currently active and available for use and it is a requirement for all governmental bodies, as defined by 11-35-310(18), to use established statewide term contracts when they exist or justify doing otherwise.

Career Readiness Assessments (CRA) STC

We received a protest to the recently awarded STC for CRA. We estimate that this protest will not be finalized prior to the Spring testing requirement for educational activities. We strongly recommend that, if there is a testing requirement prior the end of March/April 2022, your agency take the necessary steps to ensure it will be completed on time.

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 under our Third Party Consulting STC (Solicitation 5400015645). If you'd like to provide input, please contact Kristen Hutto at khutto@mimo.sc.gov as soon as possible.

STC Third Party Consulting

We've issued a change order to the contracts awarded pursuant to 5400015645 to shorten the term beginning January 8, 2022 to expire October 8, 2022 (or whenever the STC Deliverable-based IT Consulting & Professional Services contracts are awarded, whichever occurs first). Additionally, we've added two requirements affecting Job Orders. The first is that a Job Order's maximum value, inclusive of the values of any Job Order Modifications, may not exceed one million dollars. The second is that UGUs must receive Job Order Quotes from at least two Contractors (non-responses, letters indicating no response, and the like don't count!) in order to proceed with a Job Order. If you have any questions or concerns, please contact Kristen Hutto at khutto@mimo.sc.gov

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 when we are conducting market research for new or existing contracts where changes are recommended.

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

The Office of State Procurement (OSP) seeks 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.

Sophos — The OSP is looking into creating a new STC for Sophos (a security software product). Please provide input to Randy Barr, Sr. at rbarr@mimo.sc.gov if you have any information concerning this product, current or potential usage requests, and/or would like to see it as a new STC. Hit Randy up by March 15, please.

Telematics (Fleet Monitoring) — Please email Will Butler (wbutler@mimo.sc.gov) with information about your entity's current installed base of GPS tracking / fleet monitoring / telematics products for your fleet vehicles.

Market Research and Agency Input Requests for existing State Term Contracts

Existing Goods & Services STCs which need your input...

Cots, Folding – Emergency Supplies (Expires 11/20/2022) – Ellicia Howard (ehoward@mimo.sc.gov) is finalizing her research into this contract. These contracts are intended for emergency use, but they're available for use any time. Please pass this information along to anyone in your organization who might provide input. Have them contact Ellicia ASAP.

Water Activated Pothole Patching Supplies (Expires 12/21/2022) – DeAna Reed-Sharpe (drsharp@mimo.sc.gov) is continuing her market analysis. The specifications for these contracts are created and maintained by SCDOT, so any input you may have must be submitted to them. For other questions concerning this contract please contact DeAna as soon as possible.

Debt Collection Services Higher Education (Expires 1/1/2023) – Portia Davis (pdavis@mimo.sc.gov) is reviewing the current specifications and values your feedback. If you are in higher education and use this contract, please let us know how it is working for you. If you do not currently utilize this contract and are in higher ed, please let us know what we can do differently to meet your needs.

Existing Information Technology STCs that need your (or your IT department's) input...

Storage (SAN) Products – Will Butler (wbutler@mimo.sc.gov) wants to know about your passion for storage products, particularly Storage Area Network and related software and services. Please contact Will with information about what you currently purchase using these contracts and if there are products not currently included that would be useful to add.

- **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)**

Market research is concluding on the following contracts. If you have any last-minute information you would like to share, please reach out to the respective Procurement Manager assigned to that contract as quickly as possible.

STC IT Temporary Staff Augmentation – Managed Services Provider (MSP) (5400010842 with TAPFIN) Contact Carol Norfleet at cnorfleet@mmo.sc.gov

STC IT Temporary Staff Augmentation – Supplier Contracts (5400008056) Contact Carol Norfleet at cnorfleet@mmo.sc.gov

STC Citrix Software (5400012348) Contact Kristen Hutto at khutto@mmo.sc.gov

STC HPE Networking Hardware & Services (5400012590) Contact Kristen Hutto at khutto@mmo.sc.gov

STC Palo Alto Networks Products & Services (5400013452) Contact Kristen Hutto at khutto@mmo.sc.gov

If you're currently using this contract, please let us know if you're pleased with the contract and the products offered.

If you have an existing or future need if additional product offerings were made available, please contact Kristen identifying the specific products your agency would like to see added. This information needs to be submitted immediately for consideration.

State Term Contracts which will NOT be renewed or resolicited

Friendly reminder: The following current STCs will not be resolicited as they have been added to the new STC for Appliances & Kitchen Equipment. Use the existing contracts until they expire and then transition to the new STC.

- **Boilerless Streamers (expires 2/28/2022) / Combi-Ovens (Expires 12/17/2022)**

Currently Published Solicitations

LIDAR and RADAR Speed Detection Equipment (5400022353) – Portia Davis (pdavis@mmo.sc.gov) conducted the pre-bid meeting on January 24, 2022. She will be addressing questions in an amendment before the end of the month. We anticipate the bid opening date to remain February 18, 2022.

Executive Search Services (5400022558) – Michael Speakmon (mspeakmon@mmo.sc.gov) published this solicitation on December 30, 2021 with an anticipated bid opening on February 11, 2022 (the contracts being effective on March 11, 2022).

Print Management Program (5400019474) — This solicitation opened on October 20, 2021 and is currently still in the evaluation phase. We anticipate an award date of late February or early March 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov. You can access the solicitation using the following link: [Copiers/Managed Print](#)

SAS (Analytics Software & Solutions) (5400022025) — This solicitation was published on January 18, 2022 and will open on February 28, 2022. We anticipate an award date of mid-March 2022. If you have any questions, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov

One Card Identification Systems (5400020982) — This solicitation was published January 4, 2022 and is scheduled to open February 18, 2022. Please contact Kristen Hutto with any questions or concerns. Also, if you are interested in serving as an **evaluation panel member**, please contact Kristen at khutto@mmo.sc.gov.

Newly Awarded State Term Contracts (STCs)

Medical Supplies & Equipment (5400021848) – Portia Davis (pdavis@mmo.sc.gov) posted the Intent to Award for these contracts on January 20, 2022. Barring a protest, the contracts will be effective on February 1, 2022, and begin on February 20, 2022.

Paper Towels, Toilet Paper, Dispensers (5400021900) – All contracts are effective and the information has been updated on the contract sheet.

Service Award Pins (5400022162) – Portia Davis (pdavis@mmo.sc.gov) posted the Intent to Award on January 5, 2022 as

scheduled. There were no protests, torches, or pitchforks so the contract is effective and will begin on April 1, 2022. The contract sheet at procurement.sc.gov will be updated with the new terms at that time.

Microscopes (5400022234) – Portia Davis posted the Intent to Award as scheduled on December 23, 2021. No protest was received, and all contracts are now effective. The contract sheet online has been updated with the new awards.

Career Ready Assessments (5400022194) – Michael Speakmon (mspeakmon@mmo.sc.gov) posted the Intent to Award on January 5, 2022, and a protest was made in a timely manner. We estimate this protest won't be resolved prior to the Spring testing requirement for educational activities. We strongly recommend that if there is a testing requirement prior the end of March/April 2022 that you take the necessary steps now to ensure that testing will be completed on time.

STC Mobile Device Management – The Intent to Award for solicitation 5400022155 was posted January 6, 2022 and was effective on January 18. The contract 4400028110 contract term will be April 9, 2022 – April 8, 2027. Contact Randy Barr, Sr. at rbarr@mmo.sc.gov if you have any questions or concerns.

STC Digital Fingerprinting Services & SLED Concealed Weapon Permit System (5400021691) - The contract awarded pursuant to this solicitation is currently under administrative review by the Chief Procurement Officer. An emergency contract has been established with the incumbent vendor, Idemia Identity and Security USA, LLC to ensure service in the interim. Contact Kristen Hutto at khutto@mmo.sc.gov with questions.

STC Cisco Hardware and Software Products and Services -- The next opportunity for submitting offers on this Fixed Price Bid (See Solicitation 5400021841 at this link: [Solicitation Attachments \(sc.gov\)](https://procurement.sc.gov)) for provision of Cisco Hardware and Software Products and Services is October 18, 2022 11:00 a.m. Please contact Carol Norfleet at cnorfleet@mmo.sc.gov if you have any questions about this contract.

NASPO Copier Contracts – The current contracts have been extended for six months (to June 30, 2022) as the State continues to formulate its own STC for copiers.

Managed Print Services Contract (5400010032) – Similar to the above. Current contracts are extended to June 30, 2022 while the State works on a Statewide Term Contract for copiers.

Cooperative Contracts Updates

Snowplow Cutting Edges – The current NASPO contracts expire June 22, 2022. While we are not current users of those contracts, it is our intent to participate in the new versions. As of this writing, NASPO has not published the solicitation, but we will take the necessary steps to participate when they do.

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.

Security and Access Control – Our office has posted an Intent to Participate in the upcoming NASPO Security & Fire Protection Services solicitation. As was the case previously, the State anticipates participating in the Security Categories of the contract. If you have any questions or concerns, please contact Carol Norfleet at cnorfleet@mmo.sc.gov.

Computer Equipment – The NASPO ValuePoint sourcing team is in the evaluation phase. If you have any questions or concerns, please contact Will Butler at wbutler@mmo.sc.gov.



At a Glance

SFAA DPS Website Traffic—2021 Calendar Year

SCBO.sc.gov
Total pageviews: **1,506,072**

Total ads created: 7,367
Total new users created: 298



Procurement.sc.gov
Total pageviews: **1,348,834**



All NASPO-Developed Courses Offered Free

Lexington, KY – The National Association of State Procurement Officials (NASPO) announced today that it will make all NASPO-developed Procurement U courses available free to users.

Procurement U courses are designed for procurement professionals of all levels and offer contact hours that apply to the Universal Public Procurement Certification Council (UPPCC) Certified Professional Public Buyer (CPPB) and Certified Public Procurement Officer (CPPO) certifications.

Opening all NASPO-created courses will provide up to 64 contact hours free of charge to procurement professionals, with more courses to be added in the future. The currently available hours meet up to 88 percent of the contact hours needed to sit for the CPPB examination. In addition, on Monday, January 31, 2022, NASPO will release a Self-Assessment and Study Tool that aligns with the UPPCC's 2021 Body of Knowledge and Competencies to assist any procurement professional seeking their certification.

In 2021, as part of an effort to thank public procurement staff for their work during the COVID-19 pandemic, NASPO established the Procurement U Gives Back program that offered 100-level courses free of charge to all users. From March to December 2021, the Procurement U Gives Back Program:

- Gave away \$1,024,300 worth of courses, providing 52,973 contact hours
- Added 5,360 new users to the learning management system
- Processed 23,947 course registrations

“Opening all NASPO-developed courses allows us to meet procurement professionals where they are. When budgets are tight, training dollars are often the first things to be cut. We take seriously our commitment to be the strategic partner for public procurement. We want to make sure that cost is never a barrier to the coursework that can take someone’s career to the next level,” said NASPO CEO Lindle Hatton.

Instructor-led courses and courses developed in conjunction with a third-party are not included in the free course list at this time.

About NASPO: The National Association of State Procurement Officials (NASPO®) is a non-profit association dedicated to advancing public procurement through leadership, excellence, and integrity. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia, and the territories of the United States. NASPO is an organization that helps its members as public procurement leaders through promotion of best practices, education, professional development, research, and innovative procurement strategies.

Taking the Lead



*Dedicated DisPatches readers will remember that our very own division director, Delbert Singleton, was recently elected to the presidency of NASPO (National Association of State Procurement Officials). He assumed those responsibilities on January 1st and not long thereafter we cornered him in the hall. We posed seven tough questions to him, which he answered quite directly before giving us the slip. Nonetheless, the leadership position with NASPO is an honor and Delbert's election speaks to the important role South Carolina State Government procurement professionals play in their field. Here are his thoughts on the road ahead for us all, which includes the much talked about **eProcurement** project...*

You were recently elected as 2022 President of the National Organization of Procurement Officers (NASPO), can you tell us what that will involve?

I was elected in 2020 serve as President-elect in 2021. As of January 1, 2022, I started serving as NASPO's President

What are your plans for the organization?

There are four priorities/initiatives (presented in no particular order of importance) I have set for my tenure as NASPO President:

1. Expansion of our Strategic and Academic Partners.

Under this initiative we will focus on engaging colleges and universities and developing strategic partnerships with associations/organizations to elevate the role of the procurement profession and central procurement offices across the country. As such, we want to focus on diversity and inclusion of minority and underrepresented groups in academics, internships, and the public procurement profession. Expansion of engagement with universities that have strong supply chain and business programs is also a priority under this initiative.

2. NASPO Organizational Alignment

This is an initiative that began last year and we will conclude the process this year of organizational realignment to better serve our members.

3. Procurement and Legal Alignment

With this initiative, we will develop a working group of NASPO members and Law Institute participants to review and consider the impact of changes coming down the pike.

4. Celebrating NASPO's 75th Anniversary

NASPO was formally established on January 29, 1947, in Chicago, Illinois. For 75 years, NASPO has been a leader in advancing public procurement "through promotion of best practices, education, professional development, research, and innovative procurement strategies." Through this initiative, we will highlight NASPO's rich history, focus on NASPO's contribution to the profession and spotlight NASPO's members who were instrumental in NASPO's growth and development.

As the President of Board of Directors for NASPO, what are some of the procurement trends that you see across the country?

Believe it or not, there are other things that procurement professionals are engaged in besides the continued national response to addressing the issues surrounding the ongoing COVID-19 pandemic. Each year, NASPO polls its members to gauge the top 10 priorities for the year. Sitting at #4 nationally is eProcurement. I mention eProcurement because we are in the throes of obtaining and implementing an eProcurement solution for South Carolina — something that has been more than 20 years in the making for us. Training and Certification for procurement professionals ranks at #5 of the top 10 priorities seen across the country. Holding the #1 spot for 2022 is Customer Service to Agency Stakeholders. I encourage you to take a look at the NASPO "2022 Top 10 Priorities for State Procurement" at <https://www.naspo.org/2022-top-10-priorities/>.

What is eProcurement?

Automating the purchase of goods and services with internet-based tools, structured specifically for Procurement with integration to financial systems to facilitate/protect those processes.

Why are so many states transitioning to eProcurement systems?

These systems increase efficiency by automating and streamlining processes, reduce prices by increasing competition, analyze purchases by providing access to accurate spend and contract data, improve spend under management, improve transparency and accountability and much more.

Is the State of SC Division of Procurement Services considering transitioning to an eProcurement system?

Yes! In fact, an RFP was published in 2021 seeking an eProcurement solutions provider. We look forward to partnering with whomever is chosen to implement this much needed and long anticipated eProcurement solution. One word—**“REVOLUTIONARY”**.

What impact will your new responsibilities within NASPO have on South Carolina?

During my tenure as NASPO President, I want to continue to spotlight South Carolina as a national leader in the procurement profession. I believe my position will help South Carolina procurement professionals to have a “front seat” to and participate in procurement concerns across the country.



STATE AGENCIES: The South Carolina Department of Administration (Admin) and the State Fiscal Accountability Authority (SFAA) are pleased to announce the award of the new Digital Government Services contract to NIC, Inc. This contract, along with the new sourcing management and governance organization being established through Admin, will help set the foundation for a new era of digital government services available to the state of South Carolina.

Over the next six months, Admin and NIC will collaborate to implement new tools and technologies designed to enable the next generation digital government platform. It is important to note that during this time, our primary guiding principle will be to “do no harm.” As such, we will be taking every precaution through careful planning to minimize any potential impact to existing customer operations, with no interruptions to payment processing, point-of-sale transactions, websites or applications.

During this period you will receive timely communications and be introduced to the newly forged Admin management and governance organization, which is designed to be your central point of contact for any related questions. The new governance structure will also provide program transparency, security of service delivery in compliance with industry standards, and provide a framework for researching and delivering new services and adding new customers to the digital government platform.

This is an exciting time for our state and its citizens. With your support and input throughout this journey, we will be successful in achieving the vision to deliver a secure digital platform that is accessible from any device, and provides a one-stop shop with a seamless user experience for citizens to engage with the government of South Carolina.

Should you have any questions or concerns regarding the new contract, service delivery model or upcoming transition, please contact Admin’s Program Management Office (pmo@admin.sc.gov) or your Agency Relationship Management (ARM) representative directly.

