

The New and Improved SC Statewide Contract for Print Management

By **Randy Barr, Sr., CPPO**

The Division of Procurement Services (Division) has implemented [a new cost-saving Print Management Program](#) that has replaced the previous NASPO Output Devices and Managed Print Statewide Contracts. The new Statewide Print Management Program, based on offers received by the awarded vendors, achieves 20% - 50% savings in comparison to our previous contract.

One of the great benefits of this new Statewide Contract is that Recovery ▪ Analytics ▪ Solutions (RAS) will advocate on behalf of all Using Government Units (UGUs) to right-size equipment needs, improve vendor services, and maximum UGU cost-savings. I can hear you asking yourself now... How much is this going to cost me? Wait for it - nothing. This is at no additional cost to UGUs.

Can I Trust RAS To Help Me?

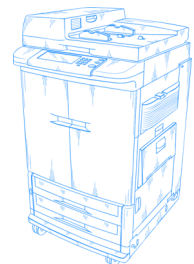
Well, I'm glad that you asked. RAS is completely independent and vendor-neutral; they do not sell or service any print output devices. The Division of Procurement Services (DPS) utilized them as consultants and experts in the issuance of the solicitation for this contract. This Team has decades of nationally recognized print industry expertise serving clients. They will recommend the most advantageous options, but as always, you are the decision-maker on your final selections.

What Can RAS Do for Me?

- Ensure that each UGU maximizes all benefits of the new State agreements by:
 - Understand the needs and objectives of each UGU.
 - Help UGUs select one or more of the most advantageous vendors in each of the five Product Categories.
 - Coordinate with the UGUs selected vendors to ensure a complete program assessment is completed prior to any new device installations.
 - Set up a customized device phase-in schedule for each UGU as necessary.
- Maximize the pool of "Conversion" funds to buy-out existing contracts and enable UGUs to enter the new more cost advantageous program immediately.
 - Limited Conversion Funds are on a first come-first served basis
- Validate actual savings received by each UGU for the entire length of their contract.
- Submit required UGU's cost savings, technology, and support improvements to the State regularly to ensure UGUs are receiving their maximum benefit.

How Can I Get These Savings Started?

- Select your UGU financial and technology decision-makers to work with RAS and vendors.
- Schedule with RAS representatives for a brief kickoff call.
- Select desired vendor(s) for facility walk-throughs of all UGU facilities.
- Contacts:
 - ◊ Eric Presti, MPS Account Executive EPresti@ras-dc.com, (C) 516-287-3476, (O) 877-546-4050 or
 - ◊ Randy Barr, Procurement Manager with DPS, rbarr@mmo.sc.gov, 803-896-5232



All That Sounds Good, But I Still have Questions...

- Well, it looks like 2023 is really proving to be a lucky year for you... DPS and RAS will host a couple of sessions via Microsoft Teams in the upcoming month of February to answer any questions, misunderstandings or concerns that you may have.
- DPS will be sending out dates at a later time via a special announcement and will require you to register via email to rbarr@mmo.sc.gov in order to request an invite to the Teams meeting.

We look forward to serving your needs for the improved cost-effective Print Management Program!



New and Numerous Options for Body Armor and Ballistic Resistant Products

By, Ellicia Howard, Procurement Manager

The State Term Contract for Body armor will be expiring in May of 2023. The State Procurement Office intends to enter into a cooperative agreement with NASPO ValuePoint for Body Armor and Ballistic Resistant Products. Both have contracts with manufacturers that allow authorized dealers to sell their ballistic and stab-resistant body armor. The NASPO ValuePoint contract has more available products and manufacturer brand options that using governmental units (UGUs) may find beneficial. Please review each type of contract options and provide input on what other brands you'd like to see on contract by contacting Ellicia Howard at ehoward@mmo.sc.gov. For more information on the NASPO ValuePoint contract: <https://www.naspovaluepoint.org/portfolio/body-armor-and-ballistic-resistant-products/>.

Current State Term Contract Awarded Items

Concealable Body Armor
Tactical Body Armor
Accessories and Supplies for Concealable and tactical Body Armor

Current State Term Contract Available Brands

KDH Body Armor, Safariland, GH Body Armor, Protech, Point Blank, Armor Express, Survival, Proper, Premier, and Shellback.

NOTE: The Statewide Term Contract specifications are identical to the NASPO specifications for body armor.

NASPO ValuePoint Awarded Products:

- Ballistic-resistant Vest (including carrier):
 - Handgun protection, Level II, male/neutral and female
 - Handgun protection, Level IIA, male/neutral and female
 - Handgun protection, Level IIIA, male/neutral and female
 - Rifle protection, Level IV, male/neutral
- Ballistic-resistant Rifle Plates (including carrier):
 - Rifle protection, Level III, male/neutral
 - Rifle protection, Level IV, male/neutral
- Ballistic-resistant Stand-alone Plate:
 - Rifle protection, Level III, male/neutral
- In Conjunction With Armor (including carrier):
 - Rifle protection, Level III, male/neutral
 - Rifle protection, Level IV, male/neutral
- Stab-resistant Vest (including carrier):
 - Spike protection, 1/Spike, neutral
 - Spike protection, 2/Spike, neutral
 - Spike protection, 3/Spike, neutral
- Combination Vest (including carrier):
 - Handgun/spike, Level II – 2/Spike, neutral

- Handgun/spike, Level IIIA–2/Spike, neutral
- Handgun/spike, Level IIA – 3/Spike, neutral
- Handgun/spike, Level II – 3/Spike, neutral
- Handgun-spike protection, Level IIIA-3/Spike, male/neutral
- K-9 vest: Handgun protection, Level II
- K-9 Vest: Handgun protection, Level IIIA
- Helmet: Handgun protection, Level IIIA
- Ballistic Shields: Handgun protection, Level IIIA
- Non-market basket items: Trauma Pack, Trauma Plate, Insert, Protector (groin, shoulder, throat, etc.), Carriers, Pouches, Replacement Vest Straps, ID Patches, Carry Bags, Face Shields, Helmet Accessories, Shield LED Lights, Shield Accessories, Other Accessories

NASPO ValuePoint Available Brands

Angel Armor, Galvion, Onyx, Slate Solutions, United Shield International, and Midwest Armor. The following brands available under the NASPO contract are also on the current state term contract: *Armor Express, Safariland, HighCom, GH body Armor, Point Blank, and Survival Armor.*

NOTE: We do not solicit for specific brands and there is no guarantee that the brands reflected on the current contract will be available on the next contract.

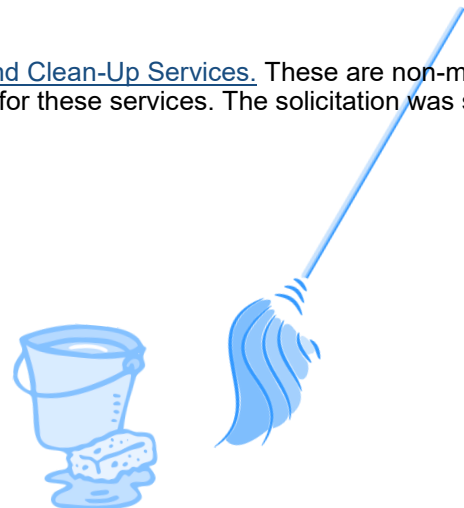


SPECIAL NOTICE

NEW Emergency Response and Clean-Up Services Contracts

In September 2022 the State awarded contracts for [Emergency Response and Clean-Up Services](#). These are non-mandatory contracts that were established for your convenience should you find a need for these services. The solicitation was setup in the following lots:

- Lot 1 – Labor
- Lot 2 – Dehumidification
- Lot 3 – Miscellaneous
- Lot 4 – Vehicles
- Lot 5 – Specialty Services
- Lot 6 – Specialty Services-Air Duct Cleaning



There are several line items within each lot that describe the specific services to be provided and the contract includes all of the equipment and personnel necessary to perform each function.

This was solicited as a Fixed Price Bid, so it is available for additional awards during all terms of the contract except the final term. Three contracts were awarded on the initial offering; Belfor Property Restoration (all lots), Crank Marketing Group (Lots 1, 2 & 5), and Steri-Clean (Los 2 & 3).

A link to the contract sheet is [here](#), and if you have a local company that may want to make an offer have them contact Ellicia Howard at ehoward@mmo.sc.gov or direct them to the [Solicitation #5400021940](#).

Pedestrian Signal Heads Contract Extended

We have extended these contracts to October 7, 2023, while we work to incorporate these into a larger solicitation for traffic control devices. We are working with SCDOT in developing that solicitation now and anticipate issuing the solicitation sometime in March 2023.

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.

Proofpoint – We anticipate publishing this solicitation in February 2023 with an anticipated award date of April 2023. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov. If you are a current user of Proofpoint, we would love to hear from you to ensure the new state term contract will effectively meet your needs.

Sophos -- We anticipate publishing this solicitation in March 2023 with an anticipated award date of May 2023. If you have any questions or concerns, please contact Alicia Pearson at apearson@mmo.sc.gov. If you are a current user of Sophos, we would love to hear from you to ensure the new state term contract will effectively meet your needs.

Market Research and Agency Input Requests for existing State Term Contracts

One Card Identification Systems – If you are part of a higher-ed institution, we need your help! Our old specifications for One Card systems have gotten very long in the tooth, and we need to know what YOUR needs are in 2023! (and 2024, and 2025, and 2026...) We are getting together a working group that will assist in drafting new specifications. Don't miss out! If you would like to volunteer or submit any feedback for consideration, please contact Will Butler ASAP @ wbutler@mmo.sc.gov, (but please not later than February 10, 2022).

Marine Inboard/Outboard -- DeAna Reed-Sharpe is working with SCDNR and finalizing her market research into the new versions of these contracts. If you have any information that you feel may be helpful, please reach out to her at drsharpe@mmo.sc.gov.

E-Recruitment & Onboarding System -- The current contract with NeoGov has been extended until December 30, 2023. We anticipate publishing the replacement solicitation in February 2023.

Electronic Document Management System (EDMS) – We anticipate publishing this solicitation early part of February 2023 with an anticipated award date of early mid-June 2023. If you have any questions or concerns, please contact Stephen Taylor (staylor@mmo.sc.gov).

Idera -- We anticipate publishing the Idera solicitation in February or the early part of March 2023 with an anticipated award date of late April/early May 2023. If you have any input, questions, or concerns please contact Alicia Pearson at apearson@mmo.sc.gov

State Term Contracts which will NOT be renewed or resolicited

The following current STCs will not be resolicited:

Polyester Blue Tarps (Expires 3/4/2023) – These items may be purchased under the existing MRO contracts after contract expiration.

Dell EMC SAN Products – Since Dell acquired EMC Corporation and the EMC Storage Area Network (SAN) product line, it created an overlap between (1) our EMC SAN statewide contract, and (2) our statewide contract under the NASPO Value-Point portfolio for Dell Computers, Laptops, Tablets, Storage, Servers, and Peripherals. Dell has confirmed that all EMC SAN products are available under the NASPO contract, and the EMC contracts are set to expire on 12/30/2022. The contract number for our NASPO Participating Addendum with Dell is 4400011358, and you can view the current list of authorized resellers here: <https://procurement.sc.gov/contracts/search?v=13052-9918-0-0>. Please contact Will Butler at wbutler@mmo.sc.gov if you have any questions

Currently Published Solicitations

RFI for Protective Equipment & Supplies (5400024557) – Portia Davis (pdavis@mmo.sc.gov) issued this RFI on January 3, 2023, with responses due January 23, 2023. The intent of this RFI is to gather information from vendors who sell protective and safety equipment in the categories of Corrections Security, Hazmat/Fire Rescue, and Law Enforcement/Law Enforcement Bomb. Our hope is that as a result of this RFI, we can establish contracts with multiple vendors for several types of equipment that are not currently on contract.

Cradlepoint Products, Services & Accessories (5400024556) – This solicitation was issued on January 9, 2023. The pre bid is scheduled for January 24th and bid opening February 21, 2023. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Job Order Contracting (JOC) Administrator (5400024253) – Portia Davis (pdavis@mmo.sc.gov) is reviewing offers received and will charge the evaluation panel in the near future.

Science Education Supplies (5400024380) – Portia Davis (pdavis@mmo.sc.gov) published this on January 10, 2023. The pre-bid is scheduled for January 26th, with a bid opening date of February 24, 2023.

Bulk Off-Road Diesel (5400024381) – Ellicia Howard (ehoward@mmo.sc.gov) held the reverse auction for this on January 19, 2023, and will post the Intent to Award as scheduled on January 27, 2023.

Grounds Maintenance Equipment – Phase II (5400024472) – Portia Davis (pdavis@mmo.sc.gov) published this on January 17, 2023. The pre-bid is scheduled for January 30th, with a bid opening date of March 3, 2023.

Cold Laid Asphalt (5400023591) – Portia Davis (pdavis@mmo.sc.gov) is evaluating offers received and will post the Intent to Award on February 3, 2023, as scheduled.

Grounds Maintenance Equipment – Phase I (5400024616) – Ellicia Howard (ehoward@mmo.sc.gov) published this on January 17, 2023. The pre-bid is scheduled for January 30th, with a bid opening date of March 3, 2023.

Newly Awarded State Term Contracts (STC)

Propane Buses (5400024307) – DeAna Reed-Sharpe (drsharp@mmo.sc.gov) posted the award for these contracts on January 9, 2023, and they became effective and active on January 20, 2023.

Type A-1 Mini-Buses (5400024203) – Ellicia Howard (ehoward@mmo.sc.gov) posted the intent to award on December 21, 2022, as scheduled. No protest was received so the contract became effective on January 6, 2023 with a start date of February 22, 2023.

New Toner Cartridges (5400023835) – New [contracts](#) are now in place for Dell, Lexmark, Xerox, and Brother toner cartridges. Please contact Will Butler at wbutler@mmo.sc.gov if you have any questions.

Managed Services Provider (MSP) (5400022555) – Stephen Taylor (staylor@mmo.sc.gov) posted the Intent to Award on October 14, 2022 and *the Intent to Award has been cancelled due to CPO Decision. New solicitation for Managed Services Provider will be published as soon as possible.* TAPFIN will continue to provide the services under a contract extension. The supplier contracts for IT Temporary Staff Augmentation are extended until 8/25/2023. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.

VMware Products & Services (5400023716) – The intent to award was posted on January 9, 2023 and was effective January 20, 2023. Contract period will be January 20, 2023 – January 19, 2028. A link to the contract is [here](#). If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Cooperative Contracts Updates

NASPO Vehicle Lifts Contract Expires on February 10, 2023!

NASPO recently published the new solicitation for Vehicle Lifts and Garage Associated Equipment, but the new contract awards will not be made before the current contracts expire and NASPO is NOT extending the current contracts. Since we don't know exactly how long it will take NASPO to get the new contracts in place, you'll need to make sure you have what you need for approximately the next six months just to be safe.

NASPO Laboratory Supplies & Equipment

These contracts are set to expire on March 31, 2023 and NASPO is just now releasing the solicitation for the new contracts. There is no indication yet from NASPO as to whether or not the contracts will be extended, so we'll keep an eye on it and take actions to extend if they are approved.

NASPO Automatic External Defibrillator & Accessories

The lead state of Oklahoma is working with the Contractors now to extend these contracts until October 4, 2023, while NASPO processes the new solicitation. Once NASPO extends the contracts we'll request approval to extend the South Carolina contracts.

Professional Grade Tools & Equipment – NASPO anticipates issuing the new solicitation in January 2023.

Mail Equipment, Supplies and Maintenance -- New Participating Addendums under a new NASPO Value Contract (2022-2027) BPM003137 have been executed and signed. The State has entered into new [agreements](#) with BlueCrest, Bell & Howell, Pitney Bowes and Quadient. If you have any questions or concerns, please contact Stephen Taylor (staylor@mmo.sc.gov).

