



## Statewide Contract News

### COVID-19-Specific Issues

#### REUSABLE CLOTH MASKS AVAILABLE ON MULTIPLE STCs

Cloth masks, both antibacterial/antimicrobial and regular, are available on multiple already established STCs. Most contracts that provide access to a Contractor's entire catalog may have masks available as many vendors are beginning to offer those products. Some specific examples of Contractors who are offering cloth face masks are:

- Fastenal (MRO)
- Grainger (MRO)
- MSC (MRO)
- Staples (Office Supply)
- Products Unlimited (Medical Supplies)

NOTE: Be very careful when looking for antibacterial/antimicrobial reusable face masks. Some manufacturers use metals (silver/copper) or pesticides (Silvador) on their masks to create the antibacterial/antimicrobial effect, and those could pose hazards to some users. Some of these masks utilize bamboo because it has a natural antibacterial/antimicrobial effect. However, some users may be allergic to bamboo.

#### DESKTOP DIVIDERS/BARRIERS

Many of the manufactures on the STC for furniture are now offering transparent and non-transparent dividers for use on tables and desks for COVID-19 protection. As the list is ever changing as new manufacturers begin offering these items, our contract sheet does not specify manufacturers doing so.

Check with the manufacturer you are working with to inquire if these items are available.

Please see *Newly Awarded State Term Contracts* on Page 4 for information on the recently awarded Electrostatic Disinfection Services contracts.

### SPECIAL NOTICES

**Vehicle Rental Services** – It is widely known that on May 22, 2020, Hertz filed for bankruptcy protection under Chapter 11 of the United States Code. The purpose of the filing was to provide Hertz protection from lawsuits while they reorganized their company and solidified their financial base as a result of the effects of COVID-19.

Almost all service locations in South Carolina remain open and fully operational so there will be minimal, if any, impact to their performance under the contract. The few servicing locations that have been closed were primarily located inside other types of businesses (airports, hotels, etc.) that had little to no actual customer use.

If you encounter an issue that cannot be resolved directly with the servicing location, please contact Michael Speakmon at [mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov).

Additional information may be found at this website: <https://restructuring.primeclerk.com/hertz/>

We are working with the supplier to ensure that no additional actions are necessary and will communicate through Dispatches if anything changes.

**Dental Products Contracts** – Due to some miscommunication with MMCAP, the dental products contracts for Darby Dental (4400010327) and Dental Health Products (4400010394) have expired. We are working with MMCAP to create new agreements with both of those of those vendors, but it may take a few weeks. The new dental products contract with Henry Schein (4400023352) is in effect with an expiration date of July 7, 2025. We will post a notice here when the other contracts are in place.

**Lamps & Ballasts** -- Border States Electric Supply is no longer using the Shealy Electric tradename. The Shealy Electric (VIN 7000247577) Lamps & Ballasts contract number 4400016974 has been replaced by Border States Electric (VIN 7000256472) contract number 4400024366. The change is effective as of July 20, 2020.

**Neopost USA** changed its name to Quadient in early 2020, and due to the COVID-19 pandemic, the IRS has been unable to make the name change official. Neopost expects further delays, so, until further notice, Neopost will continue to do business under their NASPO contract and the State of SC's Participating Addendum as Neopost. Where the NASPO site and/or certain documents (such as the Contract Pricing link) may continue to reflect Quadient branding, the information will apply to Neopost business. If you have received an invoice from Quadient that requires the name be changed to Neopost in order to process payment, a process is now in place to make invoice changes and get them back for processing as soon as possible. Please contact Theresa Massara by email at [t.massaro@quadient.com](mailto:t.massaro@quadient.com) to have an invoice changed.

For additional questions or issues, you can reach out to Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) as the Procurement Manager for this contract.

## IT Updates

While South Carolina is in a State of Emergency under Executive Order 2020-15 and any subsequent extensions due to the COVID-19 pandemic, we are suspending all activity related to the Master Information Technology Manufacturer Agreement Program (MITMAP) ([5400018752](#)) and the Statewide Term Information Technology Reseller Master Contract (STIR Master) ([5400018751](#)) procurements so that we can focus on our emergency response role and responsibilities. As a result, the Request for Information response deadlines are extended until further notice.

Please see *Currently Advertised Cooperative Contracts* on Page 4 for updates and information requests on Copy and Print Output Device Programs and Data Communications Products & Services NAPSOC Contracts.

## Calling all Subject Matter Experts, we need YOU!

We are looking for evaluation panel members and subject matter experts for the Digital Transaction Management RFP. If you are interested in being a part of the sourcing team, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) as soon as possible.

## 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 (STC). If you have any information you can share, please contact the appropriate procurement manager. Our goal is to put contracts in place that meet your needs, but we need your input to do that.

**Digital Transaction Management Solution** -- The OSP is conducting a business analysis to determine the scope of this new statewide term contract. If you have any input, questions, or concerns please contact Kristen Hutto immediately at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**VMware Software & Support** -- The OSP is conducting a business analysis to determine the scope of this new statewide term contract. If you have any input, questions, or concerns please contact Kristen Hutto immediately at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**UVC LED Sanitizing Machine** – The OSP is putting together a STC for the sanitization of equipment such as Laptops, Chromebooks, iPads, Smart Phones, etc. By the time you read this, the solicitation should already be published, but there is still time to make changes in an amendment. For that reason, if you have any input, questions, or concerns please contact Randy Barr, Sr. immediately at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)

**Educational Supplies** – After significant research, the State will NOT be soliciting a separate contract for educational supplies. Most of the items that were identified as an “educational supply” are available under the existing STCs for office supplies. Other items not available on the office supply contracts are available, with generous discounts, from agreements by the South Carolina School District Consortium.

The following were identified as items to be considered for an educational supplies contract:

- Educational Furniture
- Education Materials
- Manipulatives
- Training Materials

As it pertains to Educational Furniture, current and long-standing statewide contracts provide for this specific segment of furniture to be supplied. Second, with regard to educational materials, these items were identified and classified as “Laminating film, spiral charts 16x24 and 24x32, and the roll craft paper,” all of which are available via statewide contracts for Office Supplies & Copy Paper under the heading Art, Drafting and School Supplies. The contracts in place provide a discount for these

items at 60% or 65% off retail price. Third, manipulatives were described as “various objects or materials that students can use, touch, or move around in a classroom in order to help with learning concepts such as math, science, art etc.” However, in further conversation it was discovered that manipulatives are grade and classroom specific and educators often use manipulatives which are classroom and lesson precise (differentiated) and are used to tailored to fit students with different strengths and weaknesses. Additionally, manipulatives are accompanied by additional training materials such as specified above.

Therefore, from a contracting perspective, manipulatives and training materials, while not specifically addressed in current statewide contracts, are commodities in which may be better left to those at the district level as the materials and need do not allow for a broad stroke approach to contracting, but rather requires technical specifications to fill specific and pointed need. Having said that, contracts are in place for Science Education Supplies that include a variety of educational materials and supplies that could be utilized in a similar fashion.

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

**Self-Funded Web Portal** – The current contract 4400008796 resulting from solicitation 5400007500 expires 07/15/2021. OSP will be publishing an RFP for subject solicitation in September/October timeframe. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov) or 803-896-5232.

**SAP SuccessFactors LMS Statewide (540009365)** -- The current contract 4400010768 has been extended for six months and the new expiration date is December 28, 2020. The OSP plans to publish an RFP in June. If you have any input, questions or concerns please contact Kristen Hutto immediately at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) or (803) 737 – 7685.

**Westlaw Legal Research** -- The current contract, 4400011669, is set to expire December 31, 2020. The OSP plans to have a replacement contract in place prior to this new expiration date. If you have any input, questions, or concerns please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**Backhoes/Loaders & Motor Graders** – The current contracts expire on 2/20/2021 and now is the time to provide input into the next version. Do we need to update the specifications? Is there new equipment that should be on the new contract that currently do not appear? Has newer technology made some of the equipment outdated? Only you can answer these questions and we need your input. Contact Ellicia Thompson ([ethompson@mmo.sc.gov](mailto:ethompson@mmo.sc.gov)) as soon as possible with any information you have.

**Light Bars** – Law Enforcement – DeAna Reed Sharpe, [drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov) is beginning her research into the next iteration of these contracts. Please contact her ASAP with suggestions/recommendations/improvements that can be made to the current contracts. Are there products that need to be added? Removed? Replaced?

**Service Award Pins** – DeAna Reed-Sharp is looking at the current contract and is looking for input. Please contact her at [drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov) with any input, good or bad, if you think it will be helpful.

**Tires** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) is beginning her research onto the next iteration of the STC for tires. Please contact her if you have any suggestions for changes to the current contract which expires in March of 2021.

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

Nothing new to report.

### **Currently Published Solicitations**

**Solar Flashers (5400020068)** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) has published the new solicitation for solar flashers. Details and a copy of the solicitation may be found here: <http://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitationnumber=5400020068>

**Disposable Food Trays (5400020084)** – Kelly Cobian([kcobian@mmo.sc.gov](mailto:kcobian@mmo.sc.gov)) has issued Amendment #1 for this solicitation and we do not anticipate issuing a second amendment. Bid opening is scheduled for August 3, 2020, and awards are scheduled to be posted on August 7, 2020. If all that remains, the contracts will begin on August 19, 2020. You may follow, and read the details of the solicitation, at this link: <http://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitationnumber=5400020084>.

**STC Quest One RFP (5400019911)** has been published with an anticipated award date of October 15, 2020. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov) or 803-896-5232.

**Records Conversion - Paper to Digital (540008164)** – The solicitation to establish new contracts for Paper Conversion is anticipated to be awarded in August. If you have any questions or concerns, please contact Will Butler at [wbutler@mso.sc.gov](mailto:wbutler@mso.sc.gov) or 803-737-9854.

**Telematics (After Market Fleet Monitoring) (5400018151)** – The RFP to establish a STC for Telematics is currently in the evaluation phase with an anticipated award by August. If you have any questions or concerns, please contact Will Butler at [wbutler@mso.sc.gov](mailto:wbutler@mso.sc.gov) or (803) 737-9854.

### Newly Awarded State Term Contracts (STC)

**STC Biometric Time Keeping** -- Contract 4400024016 has been awarded and effective contracts dates are July 7, 2020 – July 6, 2025. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mso.sc.gov](mailto:rbarr@mso.sc.gov) or 803-896-5232.

**Large Tractors and Mowers (5400019565)** – DeAna Reed-Sharpe([drsharp@mso.sc.gov](mailto:drsharp@mso.sc.gov)) posted the awards for these contracts on 7/15/2020, and the new contracts will begin on 8/7/2020.



**Electrostatic Disinfection Services (5400019840)** – Ellicia Howard ([ehoward@mso.sc.gov](mailto:ehoward@mso.sc.gov)) awarded the contracts for electrostatic disinfection services on May 29, 2020, and they became effective on June 10, 2020.

The contract offers the following services only:

**Disinfection up to 10,000 SF- Price per square foot for electrostatic disinfection up to 10,000 SF**

**Disinfection 10,000-100,000 SF- Price per square foot for electrostatic disinfection between 10,000 SF up to 100,000 SF**

**Disinfection over 100,000 SF- Price per square foot for electrostatic disinfection for over 100,000 SF**

**Vehicle Flat Rate- Price per vehicle for electrostatic disinfection service**

**Bus Flat Rate- Price per bus (school bus, transit bus, etc.) for electrostatic disinfection service**

**Vehicle Discount Rate- Discount per vehicle for electrostatic disinfection service when coupled with facility disinfection services**

**Minimum charge to provide Services.**

**Detention Space Electrostatic Disinfection Service** -- Price per square foot for electrostatic disinfection of Detention Space.

Any other disinfection services related to COVID-19 must be procured through your janitorial services provider or through the source selection methods under the procurement code.

All Contractors do not provide services in all South Carolina counties. To assist you with finding a Contractor in your county, the contract sheet lists the counties that each Contractor will service. A link to the contract sheet [is here](#).

It is the using governmental unit's responsibility to confirm the products that the Contractors are using meet the qualifications of the contract, including asking the Contractor to provide evidence to that affect, should there be any question.

Note: Some of these Contractors are new to the State's contracts and may be unfamiliar with our processes and procedures. Please be patient with those contractors and walk them through what they need to do to provide services.

### Currently Advertised Cooperative Contracts

**Copier/Output Device New NASPO Contracts** (Colorado as Lead State to Agreement #NP-18-001) Most previously awarded manufacturers now have executed Participating Addendums/new contracts assigned under this NASPO Contract. Additional updates and document links will be uploaded as they become available. The new contract page may be viewed at: <https://procurement.sc.gov/files/contracts/copiers%20output%20devices%20july%2017%202020a.pdf>. If you have any questions, please contact Carol Norfleet at [cnorfleet@mso.sc.gov](mailto:cnorfleet@mso.sc.gov).

**Copy and Print Output Device Program** – Review is in progress on a Statewide Request for Proposals for a comprehensive copy and print output device program contract that will bring acquisition of copy, print, scan, and duplication devices and equipment, as well as managed print and cost per copy agreements, under one statewide term contract. The goal is for streamlining the processes, customer convenience and cost savings. We appreciate the good response received on the customer survey in May and will utilize the information gathered as next steps are considered. Questions may be directed to Carol Norfleet, [cnorfleet@mso.sc.gov](mailto:cnorfleet@mso.sc.gov), 803-737-3224.



## *New and Improved Statewide Temporary Personnel Service Contracts*

A little birdy chirped in our ear and The South Carolina Division of Procurement Services (DPS) listened! In order to better serve all statewide contract end-users, as of June 15th, 2020, new Statewide Temporary Personnel Service contracts are in place. Contracted vendors are ready to meet your organization's temporary staffing needs.

With the old contracting period ending June 30, 2020, overlapping contracting periods aimed to provide Using Governmental Units (UGUs) a two-week opportunity to renew current relationships with temporary staffing providers, diversify relationships utilizing new vendors, and to align budget considerations with a new minimum/maximum pay structure.

The new pay structure approach is meant to encourage end-users to use the Temporary Personnel Staffing contracts to determine appropriate pay in relation to the job descriptions provided.

You may be asking yourself, how does this work?

Cooperating with your organization's Hiring Managers or Human Resource department you can maintain the provided job descriptions and further refine a position description to meet your needs. For example your organization needs to temporarily hire a Clerical Specialist with procurement experience. Working within and maintaining the scope of job descriptions provided to you, your organization has the ability to customize and add individual sought-after skills. Of course the job description cannot be completely modified from a Clerical Specialist to an Accountant or Assistant Finance Director. UGUs must remain vigilant ensuring the scope of the provided job description is strictly adhered to. Secondly, once the position description is finalized, based on the pre-determined minimum and maximum pay structure for Clerical Specialist, your organization is authorized to pay no less than the minimum amount of \$9.35 per hour up to the maximum hourly rate of \$17.64 per hour. **Keep in mind, the rate ceiling applies to the rate before the markup is applied, so what is actually paid to the temp agency may be more than the range in the contract.** For example, the maximum pay rate for the Clerical Specialist is \$17.64 per hour. If an agency has a temp in at the max rate – they would actually be paying the contractor \$24.696 per hour (rate plus 40% markup).

Working within and maintaining the scope of the provided job descriptions is critical to avoiding contract misuse. On the other hand, to use the contract correctly, a UGU may not pay more than the maximum amount for any given job description. That said, a UGU is authorized to pay any amount between the minimum and maximum hourly rates of pay for a coordinating job description. This authorization allows UGUs to access temporary employees which best suit its individual hiring needs and pay accordingly considering a temporary employee's experience, skill level, and, perhaps, the cost of living (where applicable).

Note that the new contracts in place do not provide the framework for temporarily hiring any medical personnel, IT or executive-level incumbents. As it pertains to IT professionals and executive-level staff augmentation, there are other statewide contracts in place. UGUs wishing to contract for medical staffing MUST follow the SC Consolidated Procurement Code to obtain any skill level of temporary medical staffing.

The South Carolina Division of Procurement Services hopes it has set in place a more seamless transition from one contracting period into the next. To assist you in better educating your organization on the appropriate use of contracts for Temporary Personnel Staffing Services, you may access the solicitation documents here:

<http://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitationnumber=5400018632>

If you have further questions or want to provide feedback, you may contact Kelly Cobian, Procurement Manager, at [kcobian@mms.sc.gov](mailto:kcobian@mms.sc.gov).



## Juniper is Busting Out All Over

The Office of State Procurement has established a new and improved STC for Juniper Networks, Inc., with authorized resellers. The State of South Carolina's previous contract with Juniper was through a NASPO agreement. One of the benefits to the new STC is it includes necessary contract language, and meets advertising requirements to allow for the use of e-Rate funds. (This is also true of the recently awarded Ruckus contract.)

This contract is for all Using Governmental Units (UGU) and political subdivisions. Contract dates are effective June 1, 2020 – May 31, 2025. This contract contains the best negotiated prices for Juniper products and services. The contract was awarded to Juniper Networks, Inc., (4400023908) and the authorized resellers are listed below.

Juniper Networks, Inc. Point of Contacts:

Bill Hicks

Juniper Networks

Phone: 919-345-3464

Email: bhicks@juniper.net

Roxanne Bieniek

Juniper Networks | Business Development | SLED

Phone: 603-312-8350

Email: rbieniek@juniper.net

Click here to access [Contract Terms & Conditions](#)

Click here to access [Contract Pricing](#)

Discount % Off MSRP

- Networking Software 45%
- Network Routers, Switches, Security and Wireless 45%
- Maintenance, Professional Services and Training 15%

### AUTHORIZED RESELLERS FOR JUNIPER CONTRACT 4400023908

Partner Name	Sales Contact	Sales Contact Email	Sales Contact Telephone
A3 Communications, Inc	Hunter Thornton	hthornton@a3communications.com	678-630 -9134
Data Network Solutions, Inc.	Bruce Fisher	bfisher@datanetworksolutions.com	704-905-1920
Layer 3 Communications	Alex Chitty	achitty@layer3com.com	770-613-4011
CDW Government LLC	Chris Stacey	cstacey@cdw.com	203-851-7001
International business machines (IBM)	Rod Del Cerro	rod.delcerro@ibm.com	202-420-8541

Please refer to the below link for more specific details on each contract. <https://procurement.sc.gov/files/contracts/Juniper%20june%2022%202020.pdf>

If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov). or (803) 896-5232.

