

**Hyper Converged Integrated Systems**

Solicitation Number 5400014465

**Contract Period:**

07/07/2018 – 07/06/2023

[Contract Terms & Conditions](#)

**ITMO Procurement Manager**

Kristen Hutto

(803) 737-7685

[khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov)

Last Updated: 02/05/2021

**CONTRACTORS**

[Lenovo Global Technology](#)  
[RoundTower Technologies, LLC](#)

**ORDERING & CONTRACT NOTES**

- Governmental bodies (as defined in §11-35-310(18)) must have a Division of Technology approved IT Plan prior to making any purchase over \$50,000 utilizing either of these contracts.
- Agencies governed by the requirements of [2017 S.C. Act No. 97, Part 1B, Section 117.121](#) should reference and must adhere to the Hyper Converged Integrated Systems Security and Architecture Review Board (SARB) Standard accordingly. All SARB standards can be viewed [here](#).
- All final quotes must be explicitly approved by the Procurement Officer in writing prior to issuing a Purchase Order.
- “Proof of concept” demonstrations are available at no cost to UGUs. If you are interested, contact the account representatives to determine the appropriate type and duration.
- UGU should require the Contractor disable any “Call Home” features when necessary to mitigate the risk of sensitive data disclosure.

**DO NOT SIGN ANY DOCUMENTS THAT CONTAIN ADDITIONAL TERMS AND CONDITIONS**

*Independent Software Licensing Agreements have already been entered between the State and each of the Licensors, EMC (VxRail) and Nutanix. These agreements apply to all South Carolina Governmental Bodies (as defined by S.C. Code Ann. § 11-35-310(18)), excluding an entity exempted from the South Carolina Consolidated Procurement Code by S.C. Code Ann. § 11-35-710 (“Exempt Entity”). An “Enrollment Agreement for South Carolina Public Entities” must be signed by each Exempt Entity and Public Procurement Unit (as defined by SC Code Ann, §11-35-4610(5)) wishing to be a participant and countersigned by the Licensor. The Contractors are required to provide a copy of the enrollment agreement to requesting entities and facilitate the execution by all parties prior to providing any software.*

**CONTRACT 4400018985**

Contractor: Lenovo Global Technology

Vendor Number: 7000246822

HCIS Platform: Nutanix

Hardware: Lenovo

MINIMUM APPROVED DISCOUNT SCHEDULE	
Category	Discount Off List Price
Lenovo HX Appliances / Nutanix Software & Support	37.5%
VMware Hypervisor Licensing & Support	20%
Services	22%

To order Lenovo ThinkAgile HX/Nutanix, please call or email the field sales team to schedule a project-planning meeting. Once sizing, system configuration, and quoting activities are complete, Lenovo ThinkAgile HX appliances, warranties, and services may be ordered directly from Lenovo or through one of the named Lenovo ThinkAgile HX resellers listed on the State Contract.

**FIELD SALES TEAM**

Alex Meade, Account Executive

[ameade@lenovo.com](mailto:ameade@lenovo.com)

(910) 315-8880

Ronnie McCoy, Inside Account Executive

[cmccoy1@lenovo.com](mailto:cmccoy1@lenovo.com)

(919) 723-8925

**APPROVED SUBCONTRACTORS**

- **CDWG**  
200 N Milwaukee Ave  
Vernon Hills, IL 60061  
(847) 371-6090  
Vendor Number: 7000033346  
Subcontract Number: 4400019861  
Point of Contact: Kyle Irwin  
Email: [kyleirw@cdw.com](mailto:kyleirw@cdw.com)
- **5S Technologies**  
121 Edinburgh South Drive, Suite 205  
Cary, NC 27511  
(919) 364-9400  
Vendor Number: 7000289424  
Subcontract Number: 4400025547  
Point of Contact: Les Roach  
Email: [les.roach@5Stechnologies.com](mailto:les.roach@5Stechnologies.com)
- **Data Network Solutions**  
629 Lake Tide Drive  
Chapin, SC 29036  
(803) 932-9915  
Vendor Number: 7000035473  
Subcontract Number: 4400019849  
Point of Contact: Fred Reavis  
Email: [freavis@datanetworksolutions.com](mailto:freavis@datanetworksolutions.com)
- **SHI International Corp**  
290 Davidson Avenue  
Somerset, NJ 08873  
(800) 211-0831  
Vendor Number: 7000178284  
Subcontract Number: 4400023957  
Point of Contact: JP Witt  
Email: [john\\_witt@shi.com](mailto:john_witt@shi.com) or [carolinateam@shi.com](mailto:carolinateam@shi.com)
- **eGroup Holding Company, LLC**  
PO Box 38  
Mount Pleasant, SC 29465  
(843) 737-9005  
Vendor Number: 7000208493  
Subcontract Number: 4400021427  
Point of Contact: Jeff Thomas  
Email: [Jeff.Thomas@eGroup-us.com](mailto:Jeff.Thomas@eGroup-us.com)

**CONTRACT 4400018987**

Contractor: RoundTower Technologies, LLC

Vendor Number: 7000236377

HCIS Platform & Hardware: VxRail

MINIMUM APPROVED DISCOUNT SCHEDULE	
Category	Discount Off List Price
Hardware, Software, Maintenance & Support	37.5%
Freight & OEM Training	Pass Through
Volume Pricing Discount (\$100-250K)	Additional 1%
Volume Pricing Discount (\$250-500K)	Additional 2%
Volume Pricing Discount (\$500K - \$1M)	Additional 3%
Volume Pricing Discount (\$1 M+)	Additional 4%

PROFESSIONAL SERVICES MAXIMUM RATES		
Rank	Rate	Title
P6	\$400	Converged Chief Engineer
P5	\$325	Converged Principal Engineer
P4	\$225	Sr. Converged Engineer
P3	\$175	Converged Engineer
P2	\$130	Assc Converged Storage Engineer II
P1	\$80	Assc Converged Storage Engineer I

To order VxRail, please call or email the Account Executive to schedule a planning meeting. Once sizing, system configuration, and quoting activities are complete, order directly from RoundTower Technologies, LLC **only**.

**CONTACT INFORMATION**

Wes Furchner, Account Executive  
[wes.furchner@roundtower.com](mailto:wes.furchner@roundtower.com)  
(704) 621-8208

Tony Pittman, Systems Engineer  
[tony.pittman@roundtower.com](mailto:tony.pittman@roundtower.com)  
(803) 729-8263

Dedra Delaney, Inside Sales  
[dedra.delaney@roundtower.com](mailto:dedra.delaney@roundtower.com)  
Phone (513) 247-7930  
Fax (513) 247-7509