

PRICE ADJUSTMENTS FOR EVERYONE!

by Michael Speakmon
Team Lead, Goods and Services

We're starting to feel a little like Oprah up here. YOU get a price adjustment! YOU get a price adjustment! EVERYONE GETS A PRICE ADJUSTMENT! OK, so it's *not really* like that, but we're getting pretty busy with price adjustments happening at every turn thanks to ongoing supply chain issues.



Truthfully, we're working with several suppliers to address prices on their goods & services contracts. The requests we're getting are not just limited to a few specific industries, we're getting them from across the spectrum of our contracts and it doesn't look like things are going to ease up anytime soon.

The Division of Procurement Services is committed to doing everything we can within the limits of procurement law to ensure that we do NOT have to cancel any contracts. We've already heard from some suppliers requesting cancellations because they can't meet a contracted price and/or they can't guarantee when products will become available. Some can't even get a commitment on pricing from their manufacturers so we can negotiate a price adjustment. For some contracts, it's become a situation of "I don't know when I can get something, and I don't what it's going to cost once I CAN get it."

DisPatcheS readers are dealing more with the suppliers on a daily basis than we are, so we want you to help us assure them that all is not lost and there is a light at the end of the tunnel. We're actively discussing options available within the law and considering those options as necessary when negotiating with the suppliers based on their needs and ours.

If a supplier reaches out to you with concerns about pricing on their contract, point them to our office so we can have that conversation with them. They may not be fully aware of what options are available, so we certainly want the opportunity to talk before they take any action.



Statewide Contract News

Information Security & Privacy Services

We're reaching out to current contractors to execute change orders. These changes extend our contracts under this portfolio for Lots 1-7. We're also finalizing plans for future contracts. If you have feedback regarding the existing contracts or information for the pending solicitation, please reach out to Will Butler as quickly as possible, wbutler@mmo.sc.gov.

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

Important Notice Concerning the STC for Merchant Services (February Update)

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 may 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 continues to send information to participants regarding executing a new Services Participation Agreement. Please complete the agreement as quickly as possible. Once ALL participants are transferred to the new contract, the old contract will be terminated.

STC for Drug & Alcohol Testing (February Update)

The D&A services contract (4400028221) is effective as of February 27, 2022. applya is Premier Biotech's South Carolina servicing representative. All accounts established with applya will transfer with no action required on the part of the organization. The transition should be transparent and seamless to all contract users.

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

NASPO Small Package Delivery Services (February Update)

Our office continues to negotiate a participating addendum with UPS. It remains our intent to establish a contract acceptable under South Carolina law, but we have no anticipated date as of this publication.



As a reminder, the contract with FedEx is active and available for use. It's a requirement for governmental bodies, as defined by 11-35-310(18), to use established statewide term contracts when they exist.

We appreciate specifications, usage data, lessons learned through existing contracts and any other information your IT Professionals, Facilities Directors, or appropriate End Users could share. It's useful when we're conducting market research for new or existing contracts, especially where changes are recommended.

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

The Office of State Procurement (OSP) is seeking 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 which meet your needs, but we need your input to ensure success.

Sophos – We're kicking around the idea of a new STC for Sophos (a security software product). Please share your input with Randy Barr, Sr. at rbarr@mmo.sc.gov by March 31 if you have any thoughts on this product.

Telematics (Fleet Monitoring) – Please email Will Butler (wbutler@mmo.sc.gov) with info about your current installed base of GPS tracking / fleet monitoring / telematics products for vehicles.

Market Research and Agency Input Requests for existing State Term Contracts

Existing Goods & Services STCs in need of your input:

Polyester Blue Tarps – (Expires 2/4/2023) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is beginning her research into this contract. Please reach out to her as soon as possible if you have any input that can assist her as she looks to ensure this contract is meeting the needs of your agency.

14-Passenger Mini School Bus (Expires 2/21/2023) – Ellicia Howard (ehoward@mmo.sc.gov) is just beginning her market research for this contract. These are the "Jacob's Law" buses and there have been a lot of changes in the bus market since we last solicited for them. We'll be working with the supplier community to revise the specifications, but we always put a premium on YOUR input. Please reach out to Ellicia to have your say!

Cold Laid Asphalt Concrete Mixture (Expires 3/31/2023) – Portia Davis (pdavis@mmo.sc.gov) is conducting market research on this commodity with the fun name. The specifications for this one are developed and maintained by SCDOT, so she'll be working with them to make sure our specs are *en pointe*. Should you have any input you think could be beneficial, reach out to Portia as soon as possible.

Existing Information Technology STCs in need of your (or your IT Department's) input:

Storage (SAN) Products – Will Butler (wbutler@mmo.sc.gov) wants to pick your brain about storage products, particularly Storage Area Network and related software and services. Please contact Will with information about what your organization currently purchases and if there are products not currently included but would be in a perfect world:

- **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 wrapping up on the following contracts. If you have any last-minute information you'd like to share, please reach out to the respective Procurement Managers below soon.

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

STC Palo Alto Networks Products & Services (5400013452) Contact Will Butler at wbutler@mmo.sc.gov if:

- ⇒ you are currently using this contract, please let us know if you are pleased with the contract and the products offered.
- ⇒ you have an existing or future need if additional product offerings were made available, please contact Will identifying the specific products your agency would like to see added and the potential usage for the same. This information needs to be submitted immediately for consideration.

State Term Contracts which will NOT be renewed or resolicited

Last 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

Print Management Program (5400019474) — We published a cancellation of this solicitation on February 9, 2022. Our office will re-solicit with revised specifications no later than February 28th, with an anticipated award date of late May/early June. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov

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- late March 2022. If you have any questions, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

One Card Identification Systems (5400020982) — This solicitation is CANCELLED. A new one is out “on the streets” now. 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.

STC Citrix Products & Services – (5400022681) — This solicitation was published February 2, 2022 and is scheduled to open March 18, 2022. We anticipate an award date of March 25th. Please contact Kristen Hutto with any questions or concerns at khutto@mmo.sc.gov.

Traffic Signal Cabinet/Controller (5400022093) — Porta Davis (pdavis@mmo.sc.gov) held the pre-bid meeting for this solicitation on January 19, 2022 and received no questions, so no amendments were birthed. Awards will be posted on March 7, 2022.

LIDAR and RADAR Speed Detection Equipment (5400022353) – Portia Davis (pdavis@mmo.sc.gov) published another amendment to the solicitation on February 14 (our agency's version of a Valentine). The bid opening date is now March 2, 2022.

Executive Search Services (5400022558) – Michael Speakmon (mspeakmon@mmo.sc.gov) held the bid opening on February 11, 2022 as scheduled and is evaluating offers now. Awards will be posted on March 1, 2022, unless Michael is head-hunted and takes an executive position elsewhere.

Industrial Gases – Cylinder Exchange (5400022452) – DeAna Reed-Sharpe(drsharpe@mmo.sc.gov) published this solicitation on February 11, 2022. The bid opening is set for March 21, 2022. We worked closely with the supplier community and made some changes that we think will be very beneficial to the State. We look forward to the feedback from the Feb. 23 pre-bid.

ADA Buses (5400022716) – Portia Davis (pdavis@mmo.sc.gov) published this solicitation on February 11, 2022. We had several non-responsive offers on the previous iteration of this solicitation last year. We worked with SCDOT and the supplier community to make sure our specs are now written to maximize competition, based on what's available in the market. The pre-bid is scheduled for February 28, 2022 and the bid opening for March 28, 2022.

Vehicles – SUVs (5400022830) – Portia Davis (pdavis@mmo.sc.gov) published this solicitation on February 16, 2022. This one is limited to two vehicles: SUV-4 (Ford Explorer class SUV) and SUV-5 (Ford Expedition, Chevrolet Tahoe class SUV). Since there was only one change needed to the specs, we are doing this one quickly. There was no pre-bid and the bid opening was Feb. 23. If all goes as expected, the resultant contracts will be effective on March 18, 2022.

Newly Awarded State Term Contracts (STC)

Career Ready Assessments (5400022194) – Michael Speakmon (mspeakmon@mmo.sc.gov) posted the Intent to Award on January 5, 2022 and a protest was timely received. The protest decision hasn't been posted by the CPO as of this writing. We'll let you know when there's an update.

Education Consulting (FPB) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted four additional awards to this fixed price bid. Once the contracts are effective March 3, 2022, our total number of providers will rise to 30.

STC Mobile Device Management (4400028110) — The Intent to Award for solicitation 5400022155 was posted January 6, 2022 and became effective January 18, 2022. Contract 4400028110's term is 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 was established with the incumbent vendor, Idemia Identity and Security USA LLC to forestall and interruption of service. 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://www.sfaa.sc.gov/SolicitationAttachments)) 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 – Current contracts are extended for six months to December 31, 2022 as the State continues work on a Statewide Term Contract for copiers.

Managed Print Services Contract (5400010032) – Current contracts are extended for six months to December 31, 2022 as the State continues work on a Statewide Term Contract for copiers.

Cooperative Contracts Updates

Fire Truck and Apparatus – NASPO recently awarded contracts for fire truck and apparatus. The contracts include aerial, pumper, tanker & rescue, and wildland (Type 3) trucks. We're reviewing the master agreements and evaluating the contracts for use in South Carolina. If you have any questions, please contact Portia Davis at pdavis@mmo.sc.gov.

Automotive Parts – New auto parts contracts have been awarded and they became effective January 5, 2022. We executed contracts with three suppliers: Factory Motor Parts, NAPA Auto Parts, and Parts Authority. Details can be found on the contract sheet at [this link](#).

Laboratory Supplies & Equipment – The NASPO contracts for laboratory supplies and equipment are extended to March 31, 2023 while NASPO issues a new solicitation. The contracts and contract sheet on our website have been updated to reflect this.

Mailing Equipment, Supplies, and Maintenance — Our office 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.



February is Heart Health Month

Heart disease is the leading cause of death for both men and women in the United States. Our folks wear red one day each year in February in support of the patients and their families impacted by heart disease.