

~~CALIBRATIONS~~ →

*News from the  
Office of the State Engineer*

## Current Bidding Environment for Roofing Projects

For the many agencies that have current or future roofing construction projects (re-roofing and new roofs), this current building environment can cause headaches and uncertainty. We at the Office of State Engineer (OSE) have received some beneficial information from roofing contractors and roofing manufacturers/suppliers that will hopefully help you in determining what path is best for your roofing project.

Below is a bullet list of key points:

- Roofing contractors are willing and ready to bid projects.
- Roofing contractors do not have control over material availability/delivery, and until materials are ordered they do not know availability/delivery schedule and are “not in line”.
- Roofing contractors are providing pricing when requested but their actual pricing costs are not guaranteed from the manufacturer/supplier until delivery.
- Based on availability of several key components (insulation and fasteners), the earliest contractors see a roof project commencing actual work is the end of this year or early next year (December 2022/January-March 2023). Some shortages are also evident with membrane types and coverboards. Obviously, all components of the roof assembly are needed to proceed with a project.
- The availability of several key components of the roof system (polyisocyanurate insulation and fasteners) are about 8-12 months.
- Delivery times are not provided until ordered, and when materials are ordered, pricing is not guaranteed until delivery.
- Until a project is bid and awarded, roofing contractors do not have ‘a place in line’.
- The Contract Documents have provisions for time extensions that is beyond the contractor’s control (See SCOSE AIA A201 8.3).

There is some good news to this craziness. This is a good time to complete roof maintenance and repair projects as well as exterior wall projects; exterior wall contractors have not been affected the same way. Fenestrations (windows) are 10-14 week fabrication timeframe after approved submittals.

If you have any questions don't hesitate to call your OSE project manager. [We're here to help.](#) — Perry Derrick, PE





## Premier Biotech and MMCAP ID Number

Users of the Drug & Alcohol and Background Screening contract may be contacted by Premier Biotech and asked to complete an MMCAP application to receive an MMCAP ID number. The State has a parent ID number, but for reporting purposes to MMCAP, Premier needs each purchasing location to have a unique MMCAP ID. If they reach out to you there is no need to contact our office. They will provide you with what needs to be completed and assist you in the process. If you already have an MMCAP ID, and anyone who uses the pharmaceutical contract will, they should not reach out to you but there may be exceptions.

## Aluminum Hull Boats Price Adjustment

During July we processed a price adjustment for the aluminum hull boat contract. The new prices are reflected on the contract sheet at this [link](#).

## Desktop Specialty Paper Contract Expiration

The Contractor for specialty paper chose not to exercise the remaining term on the contract, and our attempts to negotiate the continuation of the contract weren't successful, so the contract expired on June 30, 2022. We're working to publish a new solicitation quickly, but you can purchase paper from the office supplies contracts until such time as a new contract is put in place.

## Drug & Alcohol Background Screening (July Update)

Premier Biotech, the primary Contractor for drug & alcohol testing and background screenings, has recently implemented a new issue escalation process for all subcontractors on the contract by providing a contact directly to the Premier Biotech offices for their use. They've also notified all subcontractors that the State won't tolerate anyone suspending or withholding services, for any reason, to a State agency, customer, employee or potential employee. The notification also instructs the subcontractors to NOT contact any State agency, customer, employee, or potential employee in assistance with problem resolution under the contract. If they do either of these, they risk no longer being able to provide services under the contract or contracting with the State directly.

Premier has also provided the State's customers with an issue escalation contact directly to their office if you experience issues with the contract. That information appears on the contract sheet which can be found at this [link](#).

It could take up to 30 days for them to communicate with all the subcontractors (there are over 200) about the new procedures and contacts but we should begin to see interruptions ceasing immediately.

## Hertz Rental Car Contract

Before using the Hertz Rental Car contract, we're asking that you request Hertz to provide your organization an agency specific discount code by contacting Nadika Perera at [Nadika.perera@hertz.com](mailto:Nadika.perera@hertz.com). It only takes a moment and only needs be done one time. The agency code will identify your specific use of the contract in their quarterly reporting to our business operations office, which helps us monitor the use of our contracts.



## Household Appliances Contract Termination

We terminated the household appliances contract and are developing the new solicitation now and it should be published by the time you read this. Getting the new contract in place a priority, but until then, use the Walk-In Building Supplies contract with Lowe's for smaller purchases or consider use of the Commercial Appliances contract.



### **NetApp Storage Products**

Net App contract (4400016181) has been extended until June 30, 2023, as we decide whether to participate in the pending NASPO contract. Please contact Will Butler at [wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov) if you have any questions.

### **Supply Chain Disruptions Continue (July Update)**

While we're still getting some requests for price adjustments, things have slowed down a bit (knock on wood). We continue to work with each contractor to do our best to keep the contract in place while still provide some control over the pricing. We appreciate your understanding as we navigate this ever-changing environment.

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

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

**Athletic Uniforms, Equipment and Accessories** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) finalized research into the possibility of a STC for Athletic Uniforms, Equipment and Accessories and will publish a solicitation by the first week of August. The purpose of this solicitation is to establish a source or sources of supply for the purchase and delivery of athletic uniforms, equipment, and accessories. Athletic teams utilizing these contracts include but aren't limited to the following categories: football, volleyball, basketball, baseball, softball, soccer, track & field, lacrosse, and cheerleading. There are 28 acceptable brands and the allowance for a "private label" offering option for this solicitation. We appreciate the feedback received during our requests for input. Be sure to watch for the solicitation to publish and let us know if you think it will meet your needs. If you have an area of concern, we can always adjust during a solicitation amendment, but we'll need your feedback as quickly as possible.

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

**Motors – Marine Inboard/Outboard (Expires June 18, 2023)** – This is the companion contract to the STC for Boats. DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) is just beginning her market research into this solicitation. Please contact her directly if you have any comments on how the current contract is working or any suggestions for making improvements.

**Desktop Specialty Paper (Expired)** -- Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) is working on the next iteration of this contract. Let her know ASAP how this contract has been working for you and provide any recommended changes that could make the contract better. Additional information regarding this contract is included in the *Special Notice* section.

**Fabric (Reflective) Roll-Up Signs and Stands (Expires July 29, 2023)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) is the manager for this contract and while it's primarily a contract for SCDOT's use, she'd be happy to consider any input for other users, or potential users, of this contract to include in her research.

**E-Recruitment & Onboarding System (previously 5400013621) (Expires December 29, 2022)** -- Contract 4400017794 expires December 29, 2022. We intend to publish the new solicitation in late July or early August. If you have any feedback regarding specifications or suggested contract improvements, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) as soon as possible.

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

Nothing new to report.

### **Currently Published Solicitations**

**HVAC Testing, Adjusting & Balancing (5400022868)** -- Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) conducted the pre-bid on June 28, 2022. We didn't receive any questions, so no amendment was published and the bid opening date remains July 29, 2022.

**Airport Pavement Maintenance and Rejuvenation (5400023517)** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) is evaluating

offers received and we don't expect a change to the award posting date of August 2, 2022.

**Lamps & Ballasts (5400023518)** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) conducted the pre-bid meeting on July 11, 2022 and published Amendment #1 on July 18, 2022. We don't anticipate any changes to the bid opening date or the anticipated award date of August 18, 2022.

**Career Ready Assessments (5400023732)** -- Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) published the solicitation on July 13, 2022. The bid opening date is August 17, 2022 with an anticipated award date of September 14, 2022.

**Managed Services Provider (MSP) (5400022555)** -- Carol Norfleet ([cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov)) published this solicitation on March 18, 2022. This contract is for a Managed Services Provider for the IT Temporary Staff Augmentation Contract and the Small Software Applications Development Contract. Proposals were due April 13, 2022. This solicitation is still in the evaluation phase, and we anticipate an award mid-August 2022. The existing contract with TAPFIN remains in place.

**Snare Products & Services (5400023795)** -- This solicitation was re-issued on July 19, 2022 and is scheduled to open on August 10, 2022 and to be awarded on August 11, 2022. The previous solicitation was cancelled due to non-responsive offers. Please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) with questions or concerns. The IT Team is excited to soon have this new STC in place for your use.

**Taser 7 Products & Accessories (5400023761)** – This solicitation was issued July 15, 2022 and it is scheduled to open August 18, 2022 and awarded August 24, 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).



**VMware Products & Services (5400023716)** – This solicitation was issued on July 18, 2022 and is scheduled to open on August 25, 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov). The IT Team is excited to have this new STC in place soon for your use.

## Newly Awarded State Term Contracts (STC)

**One Card Identification Systems (5400022908)** -- This solicitation was awarded June 17, 2022, however, a protest found its way to us. Please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) with questions or concerns. While the CPO's administrative review is underway, we've extended contract 4400013326 with Smiths Addressing Machine Services Inc for six months. Both CBORD and Bridgeway declined to extend their contracts.

**Print Management Program (5400022842)** – The solicitation was awarded on June 20, 2022, however, a protest came along. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)

**Varonis Products & Services (5400023328)** – This solicitation was awarded on July 11, 2022. This too is under protest. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)

## Cooperative Contracts Updates

### **Computer Equipment (PCs, Servers, Storage, & Peripherals)**

We're working with each manufacturer currently on contract in order to extend these contracts in line with the NASPO Value-Point Master Agreements through February 28, 2023. In the meantime, the Lead State continues to work on finalizing new Master Agreements for these categories of products.





**“To improve is to change; to be perfect is to change often.” — Winston Churchill**

**“The road to success is always under construction.” — Lily Tomlin**

**“We’re shaking things up to better serve you.” — Kimber Craig, CPPO**

In 2017, the Division of Procurement Services implemented a new structure consisting of the Agency Sourcing Team and the Statewide Contracting Team. The Statewide Team maintained the historical structure of one team for Information Technology and one team for Goods/Services. The Agency Sourcing Team had two teams centered around specific groups of agencies.

This structure has been successful in developing stronger one-on-one relationships with our agency customers.

However, we have missed having an IT-focused team on the Agency Sourcing side. Therefore, we are adding a third team! The two existing teams – Higher Education & Law Enforcement and Human Services & Other Agencies – will remain but will be focused on Goods/Services procurements only.

The new team will be focused only on IT and process procurements for all agencies. We’ll be moving existing staff and adding 2 additional Procurement Manager II positions to form the new IT Team.

- ◆ **Sheila Willis will remain as the Team Lead for the Higher Education & Law Enforcement.**
- ◆ **Jo Sullivan will be moving from the Human Services & Other Agencies Team to lead the new IT Team.**
- ◆ **Zach Yarbrough has been promoted to Team Lead for the Human Services & Other Agencies.**

We’re currently in the process of realigning our existing team members. Once this has been completed, **we’ll posting to fill the additional positions.** If you have ever wanted to join the exciting world that is the Procurement Services Division – now is the time!





## “STEERING INTO THE SKID” ON VEHICLE CONTRACTS

By Michael Speakmon, CPPO

We've been working very hard with the vehicle manufacturers and dealers to get something in place that can address the constantly changing vehicle ordering process. Some of the challenges we're facing are:

- Dealers not able to hold their pricing on the contract
- Manufacturers not holding their pricing to the dealers
- Order windows opening and closing with little or no notice
- Limited vehicle availability
- Some models not being produced
- Purchase orders being cancelled by the manufacturer AFTER acceptance
- Manufacturer/Dealer making changes to the price AFTER PO acceptance
- Dealers afraid to enter into a contract because of all of the above



Any single one of these issues would make contracting challenging, but all of them combined make it darn near impossible.

We met with the vehicle manufacturers and dealers, as well as several state and political subdivision representatives, on July 20<sup>th</sup> and explained what we're planning to do. Our plan is to do a fixed price bid on a cost-plus basis and award to all Offerors who are found to be responsive and responsible. The contracts will have an initial term of one year with one optional one-year term.

The process for ordering vehicles will be explained in detail in the contract, but the basics of the process are that when you have a PO for vehicles, you'll get quotes from multiple Contractors who are awarded that vehicle category. Your entity will determine who has the most reasonable price and delivery terms. That is who you would process the PO with. There will also be guidance provided regarding how to validate the cost from the dealership as you obtain quotes and ultimately authenticate through the time of invoice. This process will also allow us to spread out large POs over different manufacturers or dealerships when one may not have as many vehicles as we need.

It's our aim to have the solicitations issued no later than the first week of August. Since we're doing a fixed price bid and awarding to all responsive and responsible Offerors, we can shorten the timeline a little to get the contracts awarded and effective well before November 1<sup>st</sup>, which is when they would normally start. More to follow on this once we get everything published.

