

## Speakmon Speaks

...and smooths the speedbumps for the vehicle contracts

**A**nytime you try anything new there are always going to be some speed bumps, so we need to deal with those as best we can when they arise. A situation has come up with one of our vehicle Contractors and I want to make everyone aware of that and how to handle it should it happen again.

For those who may not know, there is a tax savings benefit when ordering a vehicle through a vehicle Contractor, and then having THAT Contractor order additional equipment off of one of our other STCs. A good example of this is adding a truck body to a cab chassis to get a complete truck on one PO. This has been a common practice for years and never became an issue until we started doing vehicle contracts as cost-plus.

The vehicle contracts permit the Contractor to add their cost-plus percentage to the total cost of the vehicle, and that includes any option packages, after-market accessories, etc. As long as the vehicle contractor does NOT buy that equipment off our contract, they can add their cost-plus percentage to those costs.

However, buying off one of our contracts changes the rules and they CANNOT add that cost as part of their cost-plus and here is why. The cost-plus percentage is the vehicle Contractor's profit and the State's administrative fee. When they purchase a truck body off the STC for truck bodies, the truck body Contractor already has his profit AND the appropriate administrative fee built into that price. It also brings the terms and conditions of the other STC into the vehicle transaction, and you can't use the contract without invoking those terms and conditions. So, if the vehicle Contractor adds an additional profit element and administrative fee on top of that, then the customer is over-paying, and we won't let that happen.

One of the GOOD things about our cost-plus vehicle contracts is we have a lot more vendors on contract than we've had in the past. One of the BAD things is a lot of those new Contractors are not used to doing business with us at this level so they may not fully understand how everything works. Therefore, we strongly recommend that you work closely and carefully with your vehicle Contractor and look at everything with a very close eye before committing to a purchase. As always, if you have any questions, you can reach out to **Michael Speakmon** ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) for any assistance.



## Backhoes/Motor Graders/Loaders Contracts

To make a long story short, our office has been monitoring a NASPO opportunity for heavy construction equipment potentially using that contract in lieu of processing our own solicitation for backhoes/motor graders/loaders. While we will be participating in some of those NASPO contracts (because they have a TON of equipment we don't have on contract), we decided that we will likely not participate for backhoes/motor grader/loader portions. (That's a whole other conversation)

To that end, we are planning to process a new solicitation for these items very early in the new year unless something else changes with the NASPO contracts. The current contracts expire January 22, 2024 and the new contracts wouldn't be in place until probably around April.

So, our question to all of you is this: **If we were to let the current contracts expire as scheduled and have nothing in place until April(ish), would that have a negative impact on your operations?** If not, we would prefer not to extend them, but we'll do the best we can if it is important to you. Our research shows that holding prices the same for the extension would be unlikely and suppliers might not be able to extend as such. Please reach out to Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) with your response **no later than December 20, 2023**. We'll assume that no response means this will not be an issue for your entity, so it's important to contact her otherwise.

## Temporary Medical Staffing Holiday Pay

There have been some questions regarding holiday pay and when it applies on the STC for Temporary Medical Services. For clarification: holiday pay is allowable on the actual date of the holiday and not the date the State observes the holiday. We've posted this information to the contract sheet on <https://procurement.sc.gov/contracts/search?v=17915-9919-0-0>

## Protective Equipment and Supplies

We finally have a comprehensive protective equipment and supplies STC! This contract has four lots:

- Correction Security
- Hazmat Fire
- Rescue Fire
- and Law Enforcement

Each lot has a market basket of the most used items in South Carolina and the remaining catalog (non-market basket items) will have a 41% discount off the catalog price. Some items included in the market baskets are Protective Gear, Thermal Imager, First Responders Kit, Security Detectors. Additional details can be found on our website: <https://procurement.sc.gov/contracts/search?v=20752-9919-0-0>

## Records Conversion, Storage & Destruction

We did not receive any responsive offers for Lot 1 (Records Destruction) and Lot 2 (Records Storage and Retrieval) for the subject solicitation. We have issued a new solicitation (see *Currently Published Solicitations*) for those lots, but the new awards will not be effective before the end of the current contracts on December 17, 2023. Therefore, we have extended the following contracts until February 17, 2024, or until a new contract is awarded, whichever comes first.

Stevens & Stevens (4400020188) – Storage & Retrieval

Carolina Shred (4400020185) – Records Destruction

Shred With Us (4400020186) – Records Destruction

Vital Records (4400020187) – Storage & Retrieval

Awards for Lot 3 (Records Conversion – Microfilm) and Lot 4 (Records Conversion, In-House Destruction, Storage and Retrieval) are posted on our website.

## The Monthly Statewide Term Contract Town Hall

**The next Town Hall will be Tuesday, January 9, 2024, at 10:00 AM.** At this meeting we will highlight the Cyber Liability Insurance contract that was just awarded.

**YOU** can help set the agenda for the meeting by emailing any specific questions you may have a few days before the meeting. We didn't receive any questions via email last month, but we wanted to remind you that it is always an option. Email your questions ahead of time to one of the following people:

G&S Questions – [mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)

IT Questions – [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)

**Click on this link** to join the meeting, registration is no longer necessary. You can also find a link to the Town Hall located on the DisPatches Newsletter page on our website at this location. <https://procurement.sc.gov/dispatches>

We look forward to seeing you on January 9, 2024!

## 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 (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.*

**Sophos** – Due to unforeseen circumstances, we have had to push out publishing this solicitation. We anticipate publishing this solicitation in January or February 2024. If you have any questions or feedback, please contact Yolanda Cohen, at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov). If you are a future user of Sophos, we would love to hear from you to ensure the new state term contract will effectively meet your needs. Let us know what you currently use and what you anticipate using over the next 1-3 years and we will make every effort to ensure those items are included in the upcoming solicitation.

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

**All-Terrain Vehicles (Expires 10/9/2024)** – Ginger “let’s get this thing stuck” Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) is beginning her market research into the next iteration of this contract. SCDNR is the primary user of this contract, and they provide the specifications that we use. However, we want to look into expanding the types of vehicles available on this contract. Those of you in the coastal areas, or anywhere really, who use these type vehicles please get with her and provide some specifications on the ATVs you use and help us expand what is offered under this contract to better meet your needs.

**Truck Bodies – Dump, Utility and Flatbed** – Michael Speakmon (of Page One fame) is already working with SCDOT on updating the specifications on the three types of bodies that are currently on contract. However, we know that there are more body types that our users need and now is the time to have a conversation about those body types. Reach out to Michael so we can have that conversation, but coming with a basic set of specifications on bodies you have purchased in the past will help shape the conversation better.

**Temporary Medical Staffing (Expires 11/17/2024)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is beginning her analysis for the next iteration of these VERY popular contracts. While we have been keeping a close eye on this one, we want to make sure we are capturing everyone’s needs. If you have any information that would be helpful to Portia, please contact her ASAP.

**Building Inspection & Testing Services (Expires 12/15/2024)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is the new procurement manager for this contract, and the SME is primarily the folks from the Office of State Engineers (OSE). However, if you think services need to be added, please contact Portia so she can initiate that conversation with the OSE.

**Bottled Water (Expires 12/15/2024)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) will be processing the next solicitation for bottled water. Please reach out to her with anything you wish her to consider when it comes to the contract. As a reminder, this contract is not just for emergency use and is available to everyone year-round.

**Hardware Maintenance Manager (Expires 12/22/2024)** – This is one of the contracts that was transferred from Team IT to Team G&S and Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)). That means Portia is not very familiar with it yet, so she really needs your input so that we ensure we are meeting all your needs.

**Toner: Remanufactured Toner Cartridges (Expires 1/6/2025)** – This is another transfer from Team IT that landed in Ginger Hardee’s ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) lap. Please reach out to her if you have anything that would help improve these contracts. (Editor’s note: if you can’t tone it, tan it.)

**Learning Content Management Systems (Expires 06/03/24)** – We anticipate publishing this solicitation in late December or early January with an anticipated award date of May 2024. If you are a current user of this contract, please let us know what has worked for you. If you haven't used it because it didn't fit your needs, please provide us feedback on what we can do to add to the new solicitation. If you have any questions or concerns, please contact Stephen Taylor, at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov).

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

**Traffic Signal Heads & Lenses (Expires 8/18/2024)** – We do not intend to resolicit these items because they now fall under the new Traffic Control Devices contract ([link here](#)). If you think that there are items on this contract that are not available on the traffic control devices contract, reach out to Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) as soon as possible to have that conversation.

**In-Car/In-Bus Digital Recording Systems expires 12/11/2023** – The current In-Car/Bus Digital will sunset December 11, 2023. This contract will be replaced by a Participating Addendum we will be executing with NASPO Public Safety Video Systems, Oklahoma Solicitation number 0900000504 OK-MA-145-21.

#### Currently Published Solicitations

**Fuel Card Management (5400026257)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) published this solicitation on December 4, 2023. The pre-proposal meeting is scheduled for December 19, 2023, with the bid opening anticipated to be January 22, 2024.

**Records Conversion, Storage & Destruction (5400026233)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) issued this solicitation for the two lots not awarded under the previous solicitation. The bid opening is scheduled December 14, 2023, and we hope to have the awards published on December 21, 2023. We have extended the affected contracts so there is no break in service.

**One Card Identification Systems (5400025634)** – We are still in the evaluation phase of this solicitation. An extension of the award has posted, and we hope to have additional information to share soon. If you have any questions or concerns, please contact Stephen Taylor at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov). This solicitation allows for expanded offerings beyond the previous contract.

**Electronic Transcript Services – (5400026118)** - This solicitation was published on November 7 with bid opening on December 18 and an anticipated award date of December 29, 2023. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**Service Now – (5400025836)** - This solicitation was published on November 9 with bid opening on December 11 and an anticipated award date of December 20, 2023. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**Web Conferencing (5400026215)** - This solicitation was published on December 1<sup>st</sup> with bid opening on January 8, 2024 and an anticipated award date of January 19<sup>th</sup>. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**E-Recruitment & Onboarding System (5400023901)** – This solicitation remains in the evaluation process. The existing contract with Neogov has been extended to July 1, 2024, or until a new contract is awarded, effective, and all transition services are completed, whichever date arrives first. If you have any questions or concerns, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**Privileged Access Management for CyberArk (5400026252)** – We published this solicitation on December 4th with an anticipated award date of January 9, 2024. If you have any questions or concerns, please contact Stephen Taylor, at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov). If you were a current user of the Cyber Ark Software contract and feel that the previous contract needs improvements, please reach out immediately so those can be considered through an amendment to the solicitation.

#### Newly Awarded State Term Contracts (STC)

**NEW! Mattresses (5400025637)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) posted the award on November 1, 2023, and the contracts became effective on November 14, 2023. Details can be found on our website.

**NEW! Protective Equipment and Supplies (5400025505)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) posted the award on November 9, 2023, and the contact became effective on November 22, 2023. Details are available on our website.

**NEW! Cyber Liability Insurance (5400025805)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) posted the intent to award on November 22, 2024. Barring a protest, the contract will become effective on December 6, 2024.

**Hitachi San Products (5400023707)** - Yolanda Cohen published this Intent to Award on October 31, 2023 for InfoSystems, Inc. (440033244). The term for the new contract began on November 13, 2023. If you have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

**Forescout (5400025072)** – Stephen Taylor published the Intent to Award September 20, 2023. The term for the new contracts began October 27, 2023. If you have any questions or concerns, please contact Stephen at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov).

**Managed Services Provider (5400024620)** – The protest received for this solicitation has been denied by the chief procurement officer. However, an appeal to the Procurement Review Panel was received. The Procurement Review Panel will be meeting in December. If you have any questions, please contact Stephen Taylor ([staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov)).

**IT Equipment Leasing (5400025256)** – Stephen Taylor ([staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov)) published the Intent to Award on November 7, 2023. The term of the contract will start on February 7, 2024. The new contract was awarded to Ontario Investments, Inc. If you have any questions or concerns, please contact Stephen Taylor at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov).

**Poly Video Conferencing Equipment (5400025777)** – Yolanda Cohen published the intent to award on November 28, 2023. The term of the contract will start December 28, 2023 – December 27, 2028. If you should have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

## Cooperative Contracts Updates

**NASPO AED & Accessories** – The NASPO AED solicitation has been cancelled by the lead state of Alaska and is being resolicited by the new lead state of Oklahoma. NASPO has not indicated if there will be an extension to the existing contracts which expire February 4, 2024, so we'll keep an eye on that. Just to be safe, users should assume that an extension is not forthcoming and ensure they have what they need prior to the contracts expiring in February.

**PCs, Servers, Storage, Peripherals** – NASPO has extended contracts to January 31, 2024 for Howard, IBM and Microsoft, which have been extended on our site as well. Currently we are preparing, as well as negotiating, new Participating Addenda for Lenovo Global, Lenovo Inc, Zebra Technologies (NEW), and a PA has been extended to Dynabook as well. If you are a current user of these NASPO contracts, we would love to hear from you if you have any concerns about the new contracts or with any changes you were hoping to see with the new contracts so those could potentially be considered with the new PAs. If you should have any questions and/or suggestions, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

**NASPO Public Safety Video Systems** – This contract will be replaced by a Participating Addendum we will be executing with NASPO Public Safety Video Systems, Oklahoma Solicitation number 0900000504 OK-MA-145-21. SC Participation Addenda will be extended to Kustom Signals and Pro-Vision Solutions, LLC, while three suppliers are still pending negotiations via the NASPO ValuePoint Solicitation for Public Safety Video Systems. If you should have any questions and/or suggestions, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

