



Buffer Your Operations Against Uncertain Fuel Supplies

Without proper planning, you WILL run out of fuel this winter

– by Michael Speakmon, CPPO

Unless you've been living under a rock or hibernating all year long, you're aware fuel prices, especially for diesel, are erratic at least and crazy at best. We'll not go into all of the different political, economic and logistical issues creating the situation. Suffice it to say there isn't much we can do about any of it because it's out of our control. What we *can* control is proper planning for fuel needs when things start to get even crazier.

No fuel is more essential to the global economy than diesel. In transportation it powers trucks, ships, buses, and trains. It powers construction, farming, and manufacturing machinery and it's used to heat homes.

Here are some of the issues that those who are paid to keep an eye on things have observed lately:

- Increased cost of diesel amid shortages in supply
- Diversion of diesel to the Northeast for use as heating oil
- Terminals serving branded customers (Shell, BP, Chevron, etc.) before non-branded (our contractors), which causes...
- ...our contractors having to visit multiple terminals to get fuel to fulfill our orders, adding additional expenses
- More US diesel being shipped to European countries because of the Russian sanctions (that haven't kicked in yet) aiding the oil companies to make a better profit
- Strikes, like the averted rail strike, which could have a huge impact on fuel availability

Again, for those who are tuned into the market, none of this is a surprise, but it's putting additional strain on our fuel contractors and their ability to provide service. A few weeks ago, Mansfield Energy, the Contractor for our fuel card management system, moved the Southeast US into a "Red" status which means you need to order fuel 72 hours prior to your expected delivery, instead of the usual 24-hours.

Here are some tips to help keep you from an emergency situation for the coming months (and yes, assume it will be months).

- **Plan ahead for everything** – You know your needs better than anyone and are most likely working with the same contractor(s) on a regular basis. Work with them to ensure smooth delivery of your orders, even if they need to deliver after hours, and maybe even pre-schedule deliveries if you're not doing so. There's nothing in the contract that restricts you from setting up recurring deliveries on a regular basis.
- **Keep an eye on the weather—EVERYWHERE** – Weather has a huge impact on fuel availability, but not just the weather in South Carolina. Heavy snowstorms in Texas, Louisiana, and the Midwest can have an impact on the abil-

ity to get fuel into, out of, or through those regions which will impact the availability to get fuel to us. If it looks like a massive storm system is going to hit those parts of the country, make sure you're topped off ahead of time.

- **Keep your tanks topped off** – Especially those of you who have contracts with your energy company where they can turn off your fuel when they need more assets for residential use. That can happen with little notice and you'll be stuck trying to get fuel on an emergency basis.
- **Overreact ahead of time, not in the moment** – Play it safe and err on the side of caution as much as possible, because we are ALL going to experience a shortage at the same time. At some point there is going to be limited availability and we are all going to be competing for the same limited supply.

I'm not trying to be an alarmist, but the fuel situation is pretty rocky and you need to be prepared. SFAA DPS is working with our fuel Contractors as much as necessary on pricing, so keep an eye on the [fuel contract sheets](#) for updates or changes to pricing. We will communicate any alterations to contracted pricing on those sheets. Remember an ounce of prevention is worth a pound (or gallon) of cure.



SPECIAL NOTICE

NEW Athletic Uniform Contracts – DeAna Reed-Sharpe, NIGP-CPP (drsharpe@mmo.sc.gov)

The new statewide term contracts for athletic uniforms, equipment, and accessories went into effect November 17, 2022. These are non-mandatory statewide term contracts offering a catalog discount for various brands for the purchase of new athletic uniforms (stock and custom), PE wear, footwear, accessories, and small equipment used in the practice, performance, and participation in a specific sport. The discount is available via catalog and on-line ordering. Athletic wear and gear used by coaches and game officials are also included in this contract. We received offers from and awarded contracts to BSN Sports LLC, Johnson-Lambe Company Inc., and Shuma Sports. Awarded vendors offered discounts for four categories of uniforms: Athletic Uniforms (stock), Custom Athletic Uniforms, Athletic Footwear and Athletic Equipment & Accessories. The [contract information on the Procurement website](#) includes a chart depicting the awarded vendors, their awarded brands, categories, and discounts. Embroidery and silk screen pricing is also included on [our site](#). The solicitation contains subsequent evaluation and award periods. The number of available brands and vendors may increase as additional offers are received and evaluated during the contract term.



Large equipment used in training (i.e. football sleds, tackling dummies, etc.) and equipment normally associated with a gym (weights, machines, treadmills, etc.) are NOT included in this contract. We're working on a separate contract for that equipment and will be reaching out for your input very soon.

NEW Temporary Medical Staffing Contracts – Portia Davis (pdavis@mmo.sc.gov)

Due to the professional medical personnel shortage, the State has implemented a non-mandatory contract for [Temporary Medical Services](#). This contract will help alleviate Using Governmental Units' (UGUs') staffing shortages until a permanent employee can be hired.

The medical staff positions are filled by Locum Tenens providers for positions including, but not limited to, Registered Nurses (RNs), Licensed Practical Nurses (LPNs), Licensed Baccalaureate Social Workers (LBSW), and Phlebotomists. Employees of Locum Tenens must be licensed by the State of South Carolina Board of Nursing, have a Multi-State License through the National Council of the State Boards of Nursing – Nurse Licensure Compact as a Registered Nurse, License Practical Nurse or hold current licensure by the State of South Carolina Board of Social Work Examiners.

The maximum markup the vendor can charge is 45% and the pay rates must be within the stated values listed on the contract. The Procurement Manager can add additional positions upon approval and proper documentation, so if there is a position you think should be added, contact Portia and provide her with:

- The position Title
- A detailed position description (use one of the contracts as an example)

A recommended hourly pay band with a minimum and maximum hourly rate, with a justification to support the recommended rates

Temporary Medical Service is a new State Term Contract so your feedback on how the contract is working for your agency is important and always welcome. Please send any recommendations, issues, or additional information to pdavis@mmo.sc.gov.

“Lamps & Ballasts” Contracts are now “Lighting”

When we restructured the old Lamps & Ballasts specifications earlier this year, we did it so we could include a wider range of products than just lamps and ballasts. So, we decided that the old “Lamps & Ballasts” category name just didn’t fit anymore. When you go to look for them on the contract sheet they are now listed as “Lighting (formerly Lamps & Ballasts).” It’s the same contracts just under a more appropriate name.

Information Technology STC notices that you and your IT Department need to know about

Dell EMC SAN Products – See *State Term Contracts which will NOT be renewed or resolicited* section.

NetApp SAN Products – The NetApp contract is no longer in effect due to NetApp’s objections to our continuation of the statewide contract. Please contact Will Butler at wbutler@mmo.sc.gov if you have any questions.

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

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

Psychological Evaluations for Law Enforcement Officers (November Update)

Michael Speakmon (mspeakmon@mmo.sc.gov) is working with the Criminal Justice Academy (CJA) to update the specifications of the solicitation to match current CJA guidance. Michael anticipates issuing the solicitation in early January with the new contracts being effective prior to the current contracts’ expiration on April 23, 2023.



Market Research and Agency Input Requests for existing State Term Contracts

Truck Bodies – Dump, Utility & Flatbed – Michael Speakmon (mspeakmon@mmo.sc.gov) continues his market research on this contract. While it’s primarily a DOT contract, there are users outside DOT. If you have any input, please contact Michael ASAP.

One Card Identification Systems – We’re actively looking for subject matter experts (from both government entities and the supplier community) to participate in a working group that will assist with drafting new specifications. If you’d like to volunteer or submit feedback, contact Kristen Hutto at khutto@mmo.sc.gov by December 15, 2022.

E-Recruitment & Onboarding System -- The current contract with NeoGov is extended to December 30, 2023. We anticipate publishing the replacement solicitation in December 2022.

State Term Contracts which will NOT be renewed or resolicited

Dell EMC SAN Products – When Dell acquired EMC Corporation and the EMC Storage Area Network (SAN) product line, it created an overlap of (1) our EMC SAN statewide contract and (2) our statewide contract under the NASPO ValuePoint portfolio for Dell Computers, Laptops, Tablets, Storage, Servers, and Peripherals. Dell confirmed all EMC SAN products are available under the NASPO contract and the EMC contracts are set to expire Dec. 30. The contract number for our NASPO Participating Addendum with Dell is 4400011358 and you can view the current list of authorized resellers here: <https://procurement.sc.gov/contracts/search?v=13052-9918-0-0>. Please contact Will Butler at wbutler@mmo.sc.gov if you have any questions.

Polyester Blue Tarps (Expires 3/4/2023) – These items may be purchased under the existing MRO contracts after contract expiration.

Combi-Ovens (Expires 12/17/2022) – Use the Appliance & Kitchen Equipment contracts for these items after contract expiration.

Currently Published Solicitations

Marketing Services (5400023703) – Ellicia Howard (ehoward@mmo.sc.gov) is evaluating offers received and will publish the intent to award on December 5, 2022.

Bulk Off-Road Diesel (5400024381) – Ellicia Howard (ehoward@mmo.sc.gov) published this solicitation November 21, 2022. The pre-bid meeting is scheduled for December 5, 2022 and bid opening is January 9, 2023.

VMware Products & Services (5400023716) – We issued this solicitation July 18, 2022. An amendment was posted to extend the opening date to September 23, 2022. This contract is now in the final evaluation phase of the Master Services Agreement (MSA) and an award is expected around late December 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STCs)

NEW Athletic Uniforms, Equipment and Accessories (5400023815) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the award for these contracts November 4, 2022 and they became effective and active November 17th. As you use this new STC, please provide your feedback (See the article in this newsletter for additional information).

NEW Temporary Medical Services (5400024065) – Portia Davis (pdavis@mmo.sc.gov) posted the intent to award November 7, 2022 and the contracts became active November 18, 2022. See the *Special Notices* section for additional information.

Career Readiness Testing (5400023732) – Michael Speakmon (mspeakmon@mmo.sc.gov) posted the intent to award November 3, 2022. No protest appeared so the contract became effective November 16, 2022.

Cots (5400023907) – Ellicia Howard (ehoward@mmo.sc.gov) posted the intent to award November 4, 2022 as scheduled. No protest appeared and the contract became effective November 17, 2022.

Water Activated Pothole Patching (5400023975) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the intent to award as scheduled on October 28, 2022. No protest arrived so the contracts became effective November 9, 2022.

NEW NASPO IT Research & Advisory Services -- In addition to the existing Participating Addendum (PA) with Gartner, the State entered a PA with Forrester on November 4, 2022 for NASPO's IT Research & Advisory portfolio. You can find contract details here: <https://procurement.sc.gov/contracts/search?v=17696-9918-0-0>.

Print Management Program (5400022842) --The statement of award posted Sept 16th for Categories 2-5 for this solicitation. Categories 2 -5 are now posted on our [contract website](#). Category One (copiers) is now scheduled for review by the Procurement Review Panel and a decision should be reached before the end of the calendar year. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Varonis Products & Services (5400023328) -- Following protest decisions, this award was reinstated on November 18th and is effective November 18, 2022 – November 17, 2027. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.



Managed Services Provider (MSP) (5400022555) – Stephen Taylor (staylor@mmo.sc.gov) posted the intent to award October 14, 2022 but a protest arrived. TAPFIN continues to provide the services under a contract extension. The supplier contracts for IT Temporary Staff Augmentation are extended until August 25, 2023. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.

New Toner Cartridges (5400023835) – The new contracts for Dell, HP, Lexmark, Brother, and Xerox toner cartridges are under protest. The existing contracts for HP, Lexmark, Kyocera, and Ricoh toner cartridges are extended. Please contact Will Butler at wbutler@mmo.sc.gov with any questions.

Cooperative Contracts Updates

Professional Grade Tools & Equipment – NASPO anticipates issuing the new solicitation in January 2023.

Mail Equipment, Supplies and Maintenance -- The current NASPO ValuePoint contract ADSP016-00006328 is extended to December 31, 2022. New Participating Addendums under a new NASPO Value Contract (2022-2027) (BPM003137) are being prepared and will be executed as signed. The State intends to enter into new agreements with Bell & Howell, Pitney Bowes, Quadient and BlueCrest. If you have any questions or concerns, please contact Stephen Taylor (staylor@mimo.sc.gov).



Division of Procurement Services Teams–up to Offer New Certificate Program

The Division of Procurement Services is partnering with the National Association of State Procurement Officials (NASPO) and the National Contract Management Association (NCMA) to offer the **Contract Management Organizational Capabilities** certificate program. This 8-week intensive is based on the Contract Management Standard, an approved National standard by the American National Standards Institute and will be a symbol of participants' credentials within the world of public acquisition and contract management. Twenty-seven participants from the Division of Procurement Services and other State agencies have been selected for this pilot program. They are:

Randy Barr, CPPO — Division of Procurement Services
Ashley Bishop — SC Parks, Recreation and Tourism
Sonja Corley-Brown, CPM – Division of Procurement Services
La'Toyia Davis, CPPB – Department of Education
Portia Davis – Division of Procurement Services
Thomas DeLoach Jr. – Department of Public Safety
Matthew Hall – Department of Administration
Johnny Harleston – SC DHEC
Ellicia Howard – Division of Procurement Services
Kevin Flarisee – SC Arts Commission
Megan Leath – Department of Public Safety
Beth Marsh, NIGP-CPP, CPPB – Division of Procurement Services
Jeremy McDaniel – Winthrop University
James Okeke – Division of Procurement Services
Nakendra Perry – Division of Procurement Services
DeAna Reed-Sharpe, NIGP-CPP – Division of Procurement Services
Lisa Roland – SC DHEC
Kathy Santandreu, CPPO, CPPB – Division of Procurement Services
Trey Shealy – SC DHEC
Michael Speakmon, CPPO – Division of Procurement Services
Drew Spires – Department of Administration
Stephen Taylor, NIGP-CPP – Division of Procurement Services
Francine Threatt-Miller – SC DHEC
Anna Marie Triester – Winthrop University
Ed Welch – Division of Procurement Services
Sheila Willis, CPPB – Division of Procurement Services
Zach Yarbrough – Division of Procurement Services

