

## Keeping a Lid on It — Loose Lids Sink Bids

(or “Welcome to the *Ex-Parte*”)

By **Nathan D. Dawson, Procurement Manager**

We all know one of the primary goals of any procurement is to obtain the goods and/or services you’re soliciting at the best possible price. In order to achieve that goal, a diligent procurement officer advertises their solicitation as far and wide as possible so as to increase competition. However, increasing the number of potential bidders on a solicitation also increases the likelihood those vendors are going to reach out to your end users to get more information about the procurement or, in some extreme cases, try and influence the award.

Such *ex-parte* communications can be detrimental to your procurement. If there is even a perception that some vendors have more/better information than others, the integrity of your entity’s procurement processes can be irrevocably damaged. And if vendors don’t have faith the process is fair and unbiased, they may be discouraged from bidding on future solicitations. Having one point of contact for vendors throughout the procurement process is crucial to ensuring you control what information is being disseminated in relation to your solicitation, and for guaranteeing all potential bidders have the same information as each other - no one vendor should be unduly advantage or disadvantaged.

One of the easiest ways to combat the problem of inappropriate communication is to expressly address it in your solicitation. Clause [02-2A087-1] can be found in the Division of Procurement Services’ *Procurement Compendium*:

### PROHIBITED COMMUNICATIONS AND DONATIONS (FEB 2015)



Violation of these restrictions may result in disqualification of your offer, suspension, or debarment, and may constitute a violation of law.

(a) During the period between publication of the solicitation and final award, ***you must not communicate, directly or indirectly, with the Using Governmental Unit or its employees, agents or officials regarding any aspect of this procurement activity,*** unless otherwise approved in writing by the Procurement Officer. All communications must be solely with the Procurement Officer. [R. 19-445.2010]

( <https://www.procurement.sc.gov/files/2.0.2%20PUBLISH.pdf> )

The Compendium Guidance on Use of this clause is that it is **mandatory** for all solicitations. Including this clause in your solicitation puts vendors on notice that they cannot engage in prohibited communications, and sets out the potential consequences if they do so.

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VENDOR REGISTRATION



HELP  
WANTED

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The clause references Regulation 19-445-2010, which sets out the procedures for the disclosure of procurement information. Subparagraph B of that regulation directs state personnel involved in an acquisition to “forward or refer all requests for information regarding the procurement to the responsible procurement officer.” (<https://casetext.com/regulation/south-carolina-code-of-regulations/chapter-19-state-budget-and-control-board/article-4-office-of-general-services/section-19-4452010-disclosure-of-procurement-information>). “State personnel” includes your end users, panel members, and subject matter experts. Therefore, either include this Regulation in your charging meeting script, or make a point of discussing it with your end users when they first approach you with their requisition request. That way they are also aware such conduct is contrary to the procurement rules, discouraging them from providing information to vendors when they are contacted.

Prohibiting improper communications helps maintain the integrity of your procurement processes and, in turn, your entity’s reputation among the vendor community. Addressing the issue proactively with both vendors and your entity’s personnel may not completely stop vendors from reaching out to people within your organization, but it should minimize the amount of contact made and (hopefully) prevent any prohibited communications from occurring.



**Think Pink.** We did. Tuesday our team recognized October as Breast Cancer Awareness Month. According to the American Cancer Society, breast cancer is the second leading cause of cancer death in women. (Only lung cancer kills more women each year.) The chance that a woman will die from breast cancer is about 1 in 39 (about 2.6%).

Since 2007, breast cancer death rates have been steady in women younger than 50, but have continued to **decrease** in older women. From 2013 to 2018, the death rate went down by 1% per year.

These decreases are believed to be the result of finding breast cancer earlier through **screening and increased awareness, as well as better treatments.**



## Any Port in a Storm

### Statewide Term Contract Product Availability: Shipping Delays and Pricing

By Michael Speakmon, CPPO



You may have noticed by now that there is some disruption in “some” of the markets affecting product availability on some Statewide Term Contracts (STCs). Well, let us assure you that is not the case; in actuality, there are disruptions in **ALL** the markets affecting STCs and beyond. Here at SFAA DPS we’re not seeing too much interference in the IT world, but the goods and services world is pretty much upside down now and that’s affecting everything.

We hear stories about container ships piling up off the coasts of the U.S. (100 outside of Los Angeles at the time of this writing), a shortage of qualified truck drivers for getting what products are unloaded across the country, policies in some states which limit the number of trucks on the road, delivery lead times 180 days or longer, and vehicle vendors unable to take orders due to erratic part manufacturers’ production schedules.

Chip shortages are affecting many industries, but especially vehicle manufacturing (some models have up to 400 chips per vehicle). Steel and other metal shortages are directly affecting several South Carolina State Government STCs: traffic signal heads, pedestrian signal heads, and concrete culvert pipes are just a few examples. Overseas COVID restrictions inhibit manufacturing parts we need for our products. Weather in Southeast Asia wrought havoc on the output of thousands of small rubber tree farms, which is impacting the rubber supply for tires, hoses and other materials for vehicle manufacturing and replacement parts. We’re still feeling the effects of the six-day Suez Canal blockage back in March 2021, and everyday there are new reports of shortages, outages, and empty store shelves.

The bottom line is that this is what happens when you disrupt the global supply chain for almost a year and cease manufacturing and production for just as long in many markets. Some experts say that it will be long into CY2022 before we get better, others say longer than that. So, what does all this mean to you and purchasing off our STCs? A lot, actually.

We are receiving notices from contractors almost daily that their costs have increased so much, and so quickly, that they cannot maintain their contract pricing. We’re working with all of them as best we can once they contact us, but not all of them are contacting us, and some are just refusing to accept orders. If that happens to you, here is what you need to do:

- Tell the vendor to contact our office immediately so that we can begin having that conversation with them. Just in case, you can notify us as well so we can reach out to them.
- Do not argue with them if they refuse to accept a purchase order. Many of our contractors are just as confused as we are, and this may be a mechanism to keep them from overextending their ability to perform. Again, have them contact us.
- Many vendors are increasing their prices and may not understand that they cannot do that without our consent. If a Contractor gives you a price that doesn’t match what is on contract, contact us ASAP and we’ll investigate it.
- Some Contractors think that they need to cancel their contracts because they cannot accept purchase orders and they will tell you “we cancelled that contract” which may not be true. If a contract is cancelled, we will communicate that from our office, but the vendor may think it’s cancelled because they don’t want to perform anymore. If a Contractor tells you that, have them contact us immediately and we’ll work with them.

During this time, our advice to everyone is:

- Be patient with the vendors. They are trying hard to do the best they can given the ever-changing circumstances.
- Expect delays in order acceptance and delivery, even after a delivery date is given. Transportation, especially ground transportation, is suffering right now with no anticipated relief in sight.
- If a vendor turns down a PO at this time, they are NOT in default on the contract. We cannot make the vendors provide something they cannot get, so please do not tell them they are in default if they don’t accept a PO. Notify our office and we’ll investigate.

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## Statewide Contract News

### SPECIAL NOTICE

#### **NASPO Auto Parts Contracts Extended – Again**

NASPO has extended the light duty auto parts contracts that were expiring on October 19, 2021, until January 17, 2022. At the time of this writing, DeAna Reed-Sharpe is working with our NASPO vendors to extend the existing contracts, which will be completed at the time of publication.

#### **Disposable Food Tray Contracts – Terminated**

Both contracts for Disposable Food Trays were terminated as of October 6, 2021. Based on several factors, including lower than estimated usage and the contractor's ability to secure pricing, it was not possible to continue the contracts with the pricing and availability of the specific items on contract. Currently, there is no intent for our office to solicit for these items until such time that a justifiable demand is established across the state. Questions may be directed to Portia Davis at [pdavis@mmo.sc.gov](mailto:pdavis@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 in late October or early November. 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).

#### **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 (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.*

**Telematics (Fleet Monitoring)** – Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) is requesting fleet-size data from all potential users of the upcoming STC for aftermarket telematics solutions for vehicles, “yellow iron” powered assets, and non-powered assets. Please include specific information about your fleet if available, such as breakdowns by vehicle type and what proportion is leased/ owned. Please email Will Butler with information about your fleet management needs as quickly as possible or to let him know if you would like to serve as an evaluation panel member.

**Propane** – Michael Speakmon has received some sample solicitations and contracts in response to last month's notice about this potential contract, but we could really use more in order to establish sufficient demand. Let us know how you currently procure this resource and if this would be a helpful STC for your entity. ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov))

**Emergency Restoration Services** – Don't miss your chance to contribute to the formation of a new state term contract that could greatly benefit your entity during/after an emergency. Services could include fire damage restoration, water damage remediation, mold remediation, associated equipment rental, and specialty services. If you currently have this type of agreement in place, we'd love to see your scopes of works/contracts. If you anticipate a need/use of this type of agreement, we'd love to hear what you would like included. Please contact Ellicia Howard at [ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov) with your contact information and any supporting documents you might have.

**Procurement Professionals, please reach out to your Information Technology Department with the following market research request updates:**

The market research for creating new STCs for the contracts listed below has been completed and the OSP will be publishing solicitations in 2022. Thank you for all the feedback we received in helping us make this decision. If you have any questions, please contact Randy Barr ([rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)).

CradlePoint, VM Ware, Varonis

**As with all requests, we would appreciate specifications, usage data, lessons learned through existing contracts, and any other information your IT Professionals, Facilities Directors, or appropriate End Users could share when we are conducting market research.**

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

### Existing Goods & Services STCs that need your input:

**Traffic Signal Controllers (Expires 4/4/2022)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is continuing her research into the next iteration of this contract. DOT creates and monitors the specifications for this contract, so if you have any input concerning the specifications, please let Portia know so she can contact DOT and provide them with your input.

**Industrial Gases – Cylinder Exchange (Expires 4/30/2022)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) is continuing her research into the next version of this contract. She would like to know if there are some gasses that are being used on a regular basis that we can add to the list of gasses that are specifically priced to get a better price? Are there gasses that are somehow not covered by the contract that we need to look at? If so, please contact DeAna ASAP.

**LIDAR and RADAR (Expires 5/24/2022)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is responsible for this contract. The Department of Public Safety (DPS) is responsible for producing the qualified products list for these products. If your local law enforcement agency wants a specific product included, they need to reach out to their counterparts in DPS to have those products tested and approved. Please let us know if you need assistance with those efforts.

**E10 Ethanol Blended Gasoline (Expires 7/10/2022)** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) is beginning her analysis into the next iteration of this contract and would appreciate any input that your organization may have. Is it working well for you, or is there an adjustment we could make to better meet your needs?

**Meals, Ready-to-Eat – Emergency Supplies (Expires 7/29/2022)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is beginning to develop the business case for continued contracting for MREs. While it's pretty much a no brainer that we will continue providing these under contract, now is the time to give your thoughts on the quality of MREs on contract and offer some ideas about what we could do to improve the contract.

**Asphalt Emulsion Paving Mixtures – CRS-2, CRS-2P & CMS-2 (Expires 7/31/2022)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) is the procurement manager for this one, but the specifications are developed and monitored by DOT. Should you have any input to those specifications please contact DOT and provide them with your input and copy us to the communication. If we can assist in make this connection, please let us know.

**Airport Pavement Maintenance and Rejuvenation (Expires 8/21/2022)** – Ellicia Howard ([ehoward@mmo.sc.gov](mailto:ehoward@mmo.sc.gov)) is beginning her research into these contracts. It is our intention to combine the separate contracts for rejuvenation and maintenance into one contract as has been the practice in the past. Should you have any recommendations for changes to either of these contracts please contact Ellicia as soon as possible.

**Ballasts & Lamps (Expires 9/7/2022)** – DeAna Reed-Sharpe ([drsharpe@mmo.sc.gov](mailto:drsharpe@mmo.sc.gov)) is very interested in your input for the next version of this contract. There have been many advances in the ballasts and lamps industry since the last time this was processed, and we need to know what your needs are. If your needs are shifting more towards the LED market, we need information, specifications, and feedback on how best to meet this need. **Please forward this information to your facilities manager/department so they can contact DeAna as soon as possible with their input.**

### Procurement Professionals, please reach out to your Information Technology Professionals with the following market research requests

**STC IT Temporary Staff Augmentation – Managed Services Provider (MSP) (5400010842 with TAPFIN)** -- The existing contract expires July 31, 2022. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, the Beeline tool, policies and procedures, or processes, please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) by December 01, 2021.

**STC IT Temporary Staff Augmentation – Supplier Contracts (5400008056)** -- The existing contract is in force until August 8, 2022 or until new contracts are positioned. If you have any input, questions, or concerns regarding how the existing contract is structured, please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) by December 1, 2021.

**STC Citrix Software (5400012348)** -- The existing contract expires April 7, 2022. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) by October 30, 2021. OSP is considering combining this contract with the Citrix Netscaler contract (SC Contract 4400026444). If you see any reason why this would not be successful, please reach out to Kristen ASAP.

**STC HPE Networking Hardware & Services (5400012590)** -- The existing contracts expire June 30, 2022 and we're in the throes of market research for the new solicitation. If you have any input, questions, or concerns regarding how the new solicitation (and its resulting contracts) should be structured or improved, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) immediately.

**STC Palo Alto Networks Products & Services (5400013452)** -- The existing contracts expire June 30, 2022 and we're also in the thick of the market research for the new solicitation. If you have any input, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov) immediately.

**Information Security and Privacy Services (Expires 04/21/2022)** – This office still needs input from any local government entities, school districts, or political subdivisions that are interested in any of the following services:

Lot 1 – Security Monitoring Analytics	Lot 2 – Security Incident Response Management
Lot 3 – Security Infrastructure Support	Lot 4 – Distributed Denial of Service
Lot 5 – Security Assessments and Other Consulting	Lot 6 – Application Security Assessment and Remediation
Lot 7 – Privacy Support Services	

If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, or the services delivered under this contract (in general or for a particular ISPS contractor), please contact Will Butler at [wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov).

Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) is completing the market research for these products including, but not limited to, storage hardware, software, and related services. Please contact Will with information about what your organization currently purchases using these contracts:

**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)**

**Interview Room / In-Car (Local Storage Only) / In-Bus Digital Video Recording Systems (Expires 06/11/22)** – With the current contracts scheduled to expire June 11, 2022, this office continues to conduct market research. **We're especially interested in gauging the ongoing need for video recording systems which utilize on-premise local storage (e.g. hard drives) as opposed to cloud-based storage.** Please email Will Butler at [wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov) with any input.

**EMC Products (Expires 06/30/22)** – Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) continues market research into these products including, but not limited to, storage hardware, software, and related services. If you have any input regarding the current contracts or these products, please contact Will as soon as possible.

**NetApp Products (Expires 06/30/22)** – Will Butler ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) continues market research into these products including but not limited to storage hardware, software, and related services. If you have any input regarding the current contracts or these products, please contact Will as soon as possible.

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

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)

See the notice regarding **Disposable Food Tray Contracts** in the Special Notices section.

## Currently Published Solicitations

**STC Digital Fingerprinting Services & SLED Concealed Weapon Permit System (5400021691)** -- This solicitation is currently in evaluation and we anticipate an award date of November 23, 2021. If you have any questions or concerns, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov). Learn more [here](#).

**STC Print Management Program (5400019474)** -- This solicitation opened on October 20, 2021 and is currently in the evaluation phase. We anticipate an award date of late December/early January 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov) Access the solicitation using the following link: [Copiers/Managed Print](#)

**STC Mobile Device Management (5400022155)** – This solicitation was published on October 6, 2021 with a bid opening of November 23<sup>rd</sup>. We anticipate an award date of early December 2021. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov). Access the solicitation [here](#).

**Digital Government Services (Formerly: Self-Funded Web Portal)** -- Solicitation **5400021069** remains in the evaluation phase with an award date tentatively scheduled for December 2021. This will allow a six-month period for transitioning as appropriate.

For details on this State Term Contract, please visit SFAA's Procurement Services Web Portal webpage, <https://procurement.sc.gov/files/contracts/Web%20Portal%20Update%20020421.pdf>. Additional updates will be provided as necessary. If you have any questions or concerns, please contact Kimber Craig, at [kcraig@mmo.sc.gov](mailto:kcraig@mmo.sc.gov).

**Household Appliances (5400021924)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is evaluating offers received and is scheduled to publish the Intent to Award on October 27, 2021. The solicitation and award documents can be reviewed [here](#).

**Service Award Pins (5400022162)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is soliciting for this contract now because the current Contractor declined to renew after the initial term which ends on March 1, 2022. The pre-bid meeting was held on October 21, 2021, and the bid opening date is scheduled for November 22, 2021. The solicitation documents can be accessed using the following link: [Service Award Pins](#)

**Career Ready Assessments (5400022194)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) published the new solicitation on October 12, 2021. The pre-proposal meeting is scheduled for October 25, 2021, with a bid opening date of November 15, 2021. Barring any issues, the award will be posted on December 11, 2021, with a contract start date of December 23, 2021. A copy of the solicitation can be found [here](#).

**Microscopes (5400022234)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is doing Take II of this [solicitation](#) to permit some vendors who missed their opportunity to bid on the previous solicitation, and whom we have determined would be beneficial to the State to have on contract. The solicitation was published on October 21, 2021, with a bid opening date of December 2, 2021.

## Newly Awarded State Term Contracts (STCs)

**STC Barracuda (5400021840)** – The intent to awards were posted on September 27th. [Awards](#) will be effective October 25th, 2021 with a maximum contract term ending October 24, 2026. If you have any questions or concerns, please contact Randy Barr, Sr., [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**STC Recovery Audit Services (5400021878)** -- The award date for this solicitation was September 28, 2021. However, new contracts will begin on October 24, 2021, the day after expiration of the existing contracts. If you have any questions or concerns, please contact Kristen Hutto at [khutto@mmo.sc.gov](mailto:khutto@mmo.sc.gov).

**PLEASE NOTE:** State agencies are required to participate in the recovery audit program required by annual proviso (2021/2022 Proviso 117.85). Recovery audits apply only to payments made more than one hundred eighty days prior to the date the audit is initiated and cover at least three complete fiscal years. Not all state agencies are on the same three-year cycle, however, many state agencies completed a recovery audit in 2019 for fiscal years 2016 through 2018 (i.e., July 1, 2015 through June 30, 2018). Therefore, those state agencies should be gearing up to engage a recovery audit firm to complete recovery audits for fiscal years 2019 through 2021 (i.e., July 1, 2018 through June 30, 2021) in 2022. Every state agency is



responsible for maintaining their compliance with the proviso requirements so verify the date of your agency's last completed recovery audit and take action as appropriate.

**STC Check Point Products and Services (5400021588)** – Will Butler published initial awards for Check Point Products and Services on August 31 with additional awards posted in October. The new contracts are now in effect. Please contact Will ([wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)) with any questions.

**Microscopes (5400021700)** –Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) published the Intent to Award on September 29, 2021 as scheduled and Awarded Contracts are in place. See currently published solicitations for additional information on those lots not awarded during this solicitation process.

**ADA Buses (5400021385)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) posted the Intent to Award on October 19, 2021. We did have three buses that we did not receive responsive offers for so we'll be working with the vendor community and DOT to verify those specifications and resolicit if necessary.

**Vehicles** – The Goods & Services Team published the awards for all vehicles on October 11, 2021. A link to each solicitation is below that will have a link to the awarded contracts.

	<b>Sedans &amp; Crossovers</b>	<b><u>5400021884</u></b>	<b>Law Enforcement</b>	<b><u>5400021790</u></b>	
<b>Vans</b>	<b><u>5400021805</u></b>	<b>Pickups</b>	<b><u>5400021774</u></b>	<b>SUVs</b>	<b><u>5400021749</u></b>
<b>Cab &amp;Chassis</b>	<b><u>5400021775</u></b>	<b>Truck Bodies</b>	<b><u>5400021785</u></b>		

**STC Cisco Hardware and Software Products and Services** -- The OSP-ITMO published Intent to Awards for contracts under Fixed Price Bid Solicitation (Enter 5400021841 at SC Contract Search) for Cisco Hardware and Software Products and Services to 20 contractors. Awards will be effective 10/20 – 26/2021. As a Fixed Price Bid, additional offers will be accepted for review by the next submission deadline of 1/20/2022, 11:00 a.m. Please contact Carol Norfleet at [cnorfleet@mmo.sc.gov](mailto:cnorfleet@mmo.sc.gov) if you have any questions about this contract.

**NASPO Copier Contracts** – The current contracts have been extended for six months (from 12/31/2021 to 6/30/2022) as the State continues work on a Statewide Term Contract for copiers.

### Currently Advertised Cooperative Contracts

**Mailing Equipment, Supplies, and Maintenance** -- Our office has 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](mailto:cnorfleet@mmo.sc.gov).



### **Speakmon, Continued from Page 3**

- Ordering windows for some vendors are opening and closing with little notice, and without their control. There is the potential for a PO to be cancelled after acceptance by the vendor if their ordering window closes during processing. That being said, we are working diligently to minimize the occurrence of this.
- Consider putting off projects that are not priorities. We know this can mess with budgeting but there may be times where you just can't get what you need to complete the project.
- Expect price fluctuations for the foreseeable future. We are doing our best to protect our pricing as much as possible, but the markets are constantly fluctuating and that is affecting different Contactor's differently.

We promise you are NOT alone during this time and that our office is here actively working on your behalf. Do not hesitate to contact the Procurement Manager listed for that contract and reach out to them with any questions/ concerns you may have. We will get through this together!

