



NEW Vehicle Contracts Are Ready for Use

“Vrrooom vrrooom.” — Michael Speakmon, CPPO

Our new (and newly remodeled) vehicle contracts are in place and ready to roll. Two days after the contracts became effective, we were notified of a surprise window that opened September 19th for Pursuit-rated Durangos. We’d have missed this had the new contracts not been in place. Details on the contracts can be found on at [this link](#), but here’s a snapshot:

1. We have 13 contracts with Contractors who represent 12 different manufacturers.
2. We solicited as a Fixed Price Bid and will allow new offers every six months of both terms of the contract. If a vendor isn’t already on contract, they have three more opportunities to make an offer.
3. Each contract is for the FULL LINE of vehicles from the manufacturer, rather than select vehicles as in years past. Note: Ignore the product category codes assigned to each of the contract awards. Those were used for administrative purposes only and do NOT restrict what’s available under the contract.
4. Each contract includes NEW vehicles only. A new vehicle is defined as a vehicle that hasn’t been previously titled. What that means is that the contract will allow you to purchase a 2022 vehicle that is considered new, you’re not restricted to 2023 models and newer.
5. Each contract includes vehicles in the Contractors existing inventory, meaning on the lot. If one of the Contractors has a new vehicle on the lot, you can purchase it under the contract.
6. Orders are NOT restricted to what’s available through fleet resources. Orders can be placed for retail vehicles if the Contractor is willing to sell them to us.
7. We’ve literally contracted with everyone for everything for the actual cost of the vehicle, plus no more than 6%.

It’s important to remember that all vehicle manufacturers are prioritizing their vehicle sales based on total profit potential. Even though we have “access” to the retail side, some contractors may not want to sell us those vehicles because they can make a better profit selling to the public.

All vehicle contracts awarded under a previous solicitation will either expire at their current date or the State will not exercise the option for the remaining term (all ending on October 31, 2022). Even though those contracts are still effective, many of the vendors can’t maintain their contracted pricing. To help ease any confusion, we’ve removed links to any contracts that POs can’t be placed against.





SPECIAL NOTICE

Flint Equipment Company is now Dobbs Equipment (September Update)

Our office continues to work with Flint to process the novation agreements to assign the existing Flint contracts to Dobbs Equipment. The STC that this will impact is contract 4400025399 for Backhoes/Loaders/Motor Graders, but the change in ownership won't occur until September 30th. Once they've completed the change, we'll process the novation as soon as possible.

Enterprise Rental Price Update

In August NASPO affected a change to the Nationwide Vehicle Rental rates for Enterprise. The change became effective September 16, 2022. The new rates are posted on the contract sheet on our website, procurement.sc.gov.

United Rental Price Adjustment (STC for Equipment Rentals)

NASPO, and the Lead State of Vermont, approved a price adjustment for the United Rentals equipment rental contract which was effective September 19, 2022. The new prices are posted to the contract sheet on our website. Any POs processed before that date should reflect the pricing at the time the PO was issued.

Auto Parts

We're aware of the issues some of our users are having with the auto parts contract. We're working to find the proper resolution to that contract and ask for your patience while we determine the best way forward to ensure the contract is meeting the needs of our customers.

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

NetApp SAN Products

We encourage prior users of the NetApp contract (4400016181) not to place any further orders using this state term contract, as NetApp has objected 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 existing State Term Contracts

Rock Salt – DeAna Reed-Sharpe (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.

One Card Identification Systems – We're actively looking for subject matter experts to participate in a working group that will assist in drafting new specifications. If you'd like to volunteer or submit any feedback for consideration, please contact Kristen Hutto at khutto@mmo.sc.gov by October 15, 2022.

State Term Contracts that will NOT be renewed or resolicited

Nothing new to report.

Currently Published Solicitations

Debt Collection Services (5400023482) – Portia Davis published Amendment #2 to the solicitation on September 12, 2022, with a bid opening date of September 28, 2022. This solicitation combines the previous STC contract for debt collection for higher education institutions and a Department of Revenue (DOR) agency contract for debt collection.



Marketing Services (5400023703) – Ellicia Howard (ehoward@mmo.sc.gov) published the solicitation on September 8, 2022. The pre-bid meeting is scheduled for September 20th and the anticipated bid opening is October 24, 2022.

Household Appliances (5400023731) – Portia Davis (pdavis@mmo.sc.gov) is evaluating responses received to this solicitation and will publish the intent to award on September 27, 2022, as scheduled.

Career Readiness Testing (5400023732) – Michael Speakmon (mspeakmon@mmo.sc.gov) is evaluating responses received.

Athletic Uniforms, Equipment and Accessories (5400023815) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) held the pre-bid for this August 11, 2022. We still need time to address some of the questions received after the pre-bid, so the amendment didn't go out as scheduled. You can check on the status of the solicitation at the following link: <https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400023815>.

Cots (5400023907) – Ellicia Howard (ehoward@mmo.sc.gov) published the solicitation on September 1, 2022. The pre-bid was conducted on September 13, 2022 and she is addressing questions she received. It's anticipated that the amendment will be published on September 23rd.

Water Activated Pothole Patching (5400023975) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published the solicitation on August 30, 2022 and conducted the pre-bid on September 9, 2022. She's currently evaluating the questions she received and is preparing responses. We don't anticipate a change to the bid opening date and time.

New Toner Cartridges (5400023835) – This solicitation was published on August 22, 2022 with a bid submission deadline of October 5, 2022. A reverse auction is planned for October 12, 2022. Please contact Will Butler at wbutler@mmo.sc.gov with any questions.

Managed Services Provider (MSP) (5400022555) -- Carol Norfleet (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. The potential contract is currently in the evaluation phase and award is expected in September 2022. TAPFIN continues to provide the services under a contract extension. The supplier contracts for IT Temporary Staff Augmentation are extended until August 25, 2023.

VMware Products & Services (5400023716) – This solicitation was issued on July 18, 2022. An amendment was posted to extend opening date to September 23, 2022. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STC)

Firefighting Foam (5400023887) – Portia Davis (pdavis@mmo.sc.gov) posted the intent to award on September 6, 2022. No Protest was received so the contract became effective on September 16, 2022.

Hitachi SAN Products & Services (5400023707) – Contracts were awarded September 8th and are effective September 23rd. If you have any questions or concerns, please contact Will Butler at wbutler@mmo.sc.gov. The IT Team is excited to have this updated STC in place for your use soon.

NASPO IT Research & Advisory Services - The State entered a Participating Addendum with Gartner on September 14, 2022 for NASPO's IT Research & Advisory portfolio. You can find contract details here. We're also working to enter a Participating Addendum with Forrester. If you have any questions, please contact Kristen Hutto at khutto@mmo.sc.gov.



Taser 7 Products & Accessories (5400023761) – Contract was awarded on September 13, 2022 and is effective September 13, 2022 – September 12, 2027. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.



Print Management Program (5400022842) – The statement of award was posted on Sept 16th for categories 2-5 for this solicitation. Category One (copiers) has been under administrative review by the CPO. That decision is posted [here](#). If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.



Varonis Products & Services (5400023328) – This solicitation was awarded on July 11, 2022, however we received a protest. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Cooperative Contracts Updates

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 and Quadient.

NASPO won't publish their September updates in time for this edition of DisPatches. Our October edition will include information for both September and October.

FOR MORE INFORMATION ON THESE AND OTHER STATEWIDE TERM CONTRACTS, [VISIT OUR WEBSITE](#).

Acquire

We provide efficient, innovative, and responsive services to acquire information technology, construction, goods and services through effective broad-based competition.

Administer

We provide guidance and oversight to promote integrity, ethical behavior, and increased public confidence in the acquisition process.

Advise

We provide training and advice to ensure compliance with law, policies, and practices.