



**T**he Division of Procurement Services is pleased to announce that it will be launching its new learning management system, SCOPES, in mid-November 2024. SCOPES will help its users maintain training records and documents, while streamlining course registration and access to online training materials. Like our classes, it will be available to all government procurement employees in South Carolina. In fact, if you have taken a course since 2023, or work for a county, school district, or state agency, there's a good chance that you have already been added to the system!

People with accounts will be notified via email before the go-live date. Please be sure to have your agency white-list notifications from the email [scopes@noverant.com](mailto:scopes@noverant.com), as this is the account that the system will use to send automatic notifications. If you have not been added to our system, registration information and directions will be forthcoming.

With this exciting news, let's highlight some changes to the training program that have already been made, and some that will be coming after the system rollout.

#### **Classes:**

Since the beginning of 2023, the Division of Procurement Services has added or updated many classes. Here are our current instructor-led offerings:

**Acquisition Planning and Market Research** is a new online half-day class to familiarize people with the acquisition planning and market research requirements.

**Specifications and Scopes of Work** is a new full-day class which takes a deeper dive into the best practices for the specification writing process as guided by the SC Procurement Code and Regulations. This class is offered both online and in-person, so be sure to check the individual section to choose your preference.

**Introduction to the SC Procurement Code** is a full-day class which is designed to demystify the SC Procurement Code and Regulations.

**Invitation for Bids** is a new full-day class which takes participants through the State of South Carolina's IFB process from start to finish.

**Procurement Ethics** is a full-day course which has been updated to focus on the SC Code of Ethics and how it relates to the procurement field. This class is offered both online and in-person, so be sure to check the individual section to choose your preference.

**RFP** is a two-day course designed to take participants through the RFP process as outlined in the SC Procurement Code and Regulations. It has recently been updated to focus more on solutions-based solicitations.

**Contract Administration** is a two-day course designed to provide guidelines for a South Carolina State Government standardized approach to Contract Administration.

**Legal Aspects and Compendium Series** is a four-day series that is designed to dive into the basics of contracts, the State's general bidding instructions, and the clauses that are available in the Procurement Compendium.

The Division of Procurement Services' training team has taken care to ensure the information in our classes builds from class to class. Therefore, with the launch of SCOPES, we'll now be instituting prerequisites. Either courses will need to be taken in order, or participants will need to pass an equivalency assessment made of information from the prerequisite courses to enter a class. We hope this process helps people retain the information that they learn in class and obtain a deeper understanding of procurement within the State of South Carolina.

For more information about the courses and their prerequisites, please visit the agency's Courses and Registration page:

<https://training.procurement.sc.gov/training/courses>.



## Certification:

The certification program which existed before 2020 has been discontinued. The agency is working to develop a new certification program but does not have a timeline for a new program at this time. Everyone is encouraged to take (or retake) the instructor-led courses as we work through the process.

While SCOPES is designed to be a repository for people's procurement learning, individual course and certification history from before the 2023 class relaunch will not be uploaded into SCOPES. However, users are welcome to upload their history themselves, should they wish.

The Division of Procurement Services' Training Team is always working to improve the knowledge and access to information of South Carolina Procurement Officials. We look forward to the SCOPES launch, and many more exciting things to come. Please keep an eye on the Division's Courses and Registration page and DisPatches for updates! We look forward to working with you in the future.





**F**or the very first time, South Carolina has become a Lead State for a new NASPO Portfolio for Products & Supplies for Correctional Facilities & Incarcerated Individuals. Michael Speakmon published solicitation 5400027173 for these products in the Lead State role for NASPO and is the procurement officer leading a multi-state evaluation panel with members from Maine, Kansas, Oregon, Idaho and South Carolina. It is common for our procurement managers to sit on multiple NASPO evaluation panels associated with the statewide term contracts we participate in through NASPO, but this is the first time we have been in the Lead State role.

So, what does the Lead State do...there is a lot to it. The Lead State processes a solicitation through their normal solicitation processes using their local procurement code. The Lead State prepares a lot of the solicitation documents using the NASPO format rather than the Lead State's normal format, ensuring that the Lead State's required terms and conditions are appropriately merged with the NASPO required terms and conditions. As you can imagine, there are additional T&Cs needed to permit other states to use another state's awarded contract, called a NASPO Master Agreement (MA).

The NASPO solicitation format divides a lot of the "sections" we use in the Uniform Solicitation Format (USF) from the compendium into separate attachments, some of which will not appear in the final MA. As such, ensuring that the proper clauses appear in the proper attachment is a must. Michael worked with NASPO's and our legal team to make sure none of our clauses conflicted with theirs, making the necessary edits, or using one of the NASPO versions when necessary.

The multi-state evaluation panel team members play a larger role in helping to prepare the evaluation plan and some of the other solicitation documents as they have input into each of the documents to ensure we are meeting the needs of the other states. As an example, one of the biggest issues that needs to be addressed in any portfolio is shipping to Alaska and Hawaii...not something we really need to worry about on a typical South Carolina STC. 😊

This is a multi-award RFP with the evaluation plan structured so that each offer must go through different stages and achieve a minimum score/standard before moving on to the next stage of evaluation. Offers that do not meet the requirements for any stage are rejected at that stage and do not move on. All of that is clearly spelled out in the Evaluation Plan which is Attachment C of this solicitation (that would normally appear in Section VI of the USF). We structured this in such a way that there are nine separate categories, and suppliers receive more points the more categories they offer on. Our goal is to effectively contract with suppliers that can fully meet the majority of the agencies' needs for these types of products. In so doing, agencies can recognize the efficiencies of working with suppliers who can provide a lot of the categories (if not all of them) while the states can recognize the cost savings through economies of scale.

You can read the solicitation documents at this link: <https://apps.sceis.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400027173>

Once the MAs are awarded and effective from this portfolio, Porta Davis will start working with NASPO on a new Protective Equipment and Supplies portfolio (see the first article about the STC for Protective Equipment and Supplies earlier in the newsletter for an idea of what the potential NASPO contract could look like).

Contact Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) for additional information about this article or the NASPO Portfolio for Products & Supplies for Correctional Facilities & Incarcerated Individuals.



## Protective Equipment and Supplies

As the security and safety of educational facilities have become a top priority nationwide, we wanted to remind you know that the State has awarded the **Protective Equipment and Supplies** statewide term contract.

The awarded vendor **Safeware (4400033336)** has the following items available to help increase security and safety for any facility:

- Security window film (Ballistic Window Film)
- Ballistic construction paneling
- Portable metal detectors
- Vape detectors, and more

If you have any questions, please reach out to Portia Davis, at [pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov).

## Herbicide Contracts Extended

The current contracts for herbicides have been extended until December 8, 2024, or until a new contract is in place, while we make significant improvements to the new solicitation. Please see the *“Currently Published Solicitations”* below for additional details.

### The Monthly Statewide Term Contract Town Hall

The next Town Hall will be Tuesday, October 15, 2024, at 10:00 AM.

**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 October 15, 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 (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.

**IT Service Management (currently Service Now only) (Expires 1/18/25)** – We're currently working to expand the scope of this contract beyond the brand specific Service Now. We anticipate publishing this solicitation in September/October with an proposed award date in February/March 2025. If you have any input or expertise with IT Service Management, please contact Clifton Sanders at [cdsanders@mmo.sc.gov](mailto:cdsanders@mmo.sc.gov). *Again, if you are a current or potential user of this type of contract, we want to hear from you to ensure this expanded contract will meet your needs.*

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

**Oracle Software and Support** – We anticipate publishing this solicitation in October with an anticipated award date of February. If you have any questions or concerns, please contact Stephen Taylor at [staylor@mmo.sc.gov](mailto:staylor@mmo.sc.gov). If you're a current or potential user of the Oracle Software contract, we'd love to hear from you to ensure the new state term contract will effectively meet your organization's needs.



**Geographic Information System (GIS) Software (Expires 01/14/2025)** – We anticipate publishing this sole source in October 2024. If there are changes that could be made to the existing contract so the new one will better meet your needs, please bend Lillanea Bouknight's ear at [lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov).

**IT Service Management (currently Service Now only) (Expires 1/18/25)** – We're currently working to expand the scope of this contract beyond the brand-specific Service Now. Please see the "Market Research and Agency Input Request for NEW State Term Contracts" above for additional details.

**Emergency Response and Clean Up Services** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) is beginning her research into the next iteration of this contract. This will be the first time we resolicit this contract so having user input is critical to make necessary changes. Tell us what you need us to know about your experiences.

The purpose of this solicitation is to have a STC with contractors to perform response and clean-up services for disaster or emergency situations. Recent events have driven home the importance of such agreements. Contractors will remove and dispose of property damaged or at risk of damage, from fire, water, storm, or environmental factors.

Please reach out to Ginger ASAP with information on how the contract worked for you. If you're not currently a user of this contract, please let us know if there are changes that could be made that would make the contract more attractive to your agency.

## Currently Published Solicitations

**Herbicides (5400026890)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) published Amendment #4 on September 6. The new bid opening is October 23. After the initial publication, we received a great deal of additional information about products that are widely used throughout the State but weren't included. So, we've added those products! This will substantially increase product availability for multiple agencies. Current contracts are extended at their current pricing until December 8, or until a new contract is in place, to allow us more time to improve and continue processing this solicitation.

**Equipment Maintenance Management Program (5400027058)** – The contracts formerly known as "Hardware Maintenance Manager" are being rebranded. Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) published the amendment to this solicitation on September 9.

**Truck Bodies (5400027146)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) published Amendment #2 on August 29. The new bid opening date was September 16. Ginger is in the evaluation stage of the process. Awards will be posted on October 2.



**Bottled Water (5400027271)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) published an amendment on September 17. The bid opening remains October 7. Don't forget water is **not just for emergency events!** The bottled water contracts will be used to support day-to-day operations of South Carolina governmental entities (State and local government) **and** the emergency operations of South Carolina Emergency Management Division.



**Remanufactured Toner Cartridges (5400027356)** – Ginger Hardee (gghardee@mmo.sc.gov) published this solicitation on September 9 and held the pre-bid meeting on September 23. She's reviewing questions received and will publish an amendment in the near future to address them.

**Microsoft Software and Products (Solicitation 5400026992)** – This solicitation was published June 3. The evaluation of proposals is finished. We anticipate publishing this award any day now. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.



**Disaster Recovery Planning Software (Solicitation 5400027138)** – This solicitation was published August 2 with an anticipated award date in December. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.

**Constituent Management Services (5400026967)** – This solicitation was published June 28. Subsequent amendments moved the opening date to September 20 with an anticipated award date in late November. Offers are currently being evaluated. If you have any questions or concerns, please contact Randy Barr at rbarr@mmo.sc.gov.

## Newly Awarded State Term Contracts (STCs)

**Telematics (5400026434)** – Michael Speakmon (mspeakmon@mmo.sc.gov) received a protest on July 22 and the award is suspended until the Chief Procurement Officer (CPO) issues a decision. The CPO held a hearing on September 12. We anticipate he'll publish his decision soon.

**All-Terrain Vehicles (5400026973)** – Ginger Hardee (gghardee@mmo.sc.gov) published the Intent to Award on August 22. The contracts will become effective September 4.

**Communications Equipment and Services (Print & Mail Services) (5400026928)** – The Intent to Award was posted and effective September 4. The contract will start October 16. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

**Tenable Products & Services (5400027280)** – The Intent to Award was posted September 16 the agreement became effective September 26. The contract will start October 5. If you have any questions or comments, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

**Body Cameras, In Car & SaaS: Video Storage – Software Data (5400026810)** – The Intent to award was posted August 21 and became effective September 4. The contract effective date is September 4, 2024 – September 3, 2029. If you have any questions or comments, please contact Randy Barr at rbarr@mmo.sc.gov.

**PC Matic (5400027148)** – Clifton Sanders (cgsanders@mmo.sc.gov) posted the Intent to Award July 17. The contract was effective July 17 due to only one offer being received. The contract start date was September 6.

**SolarWinds (5400026774)** – Clifton Sanders (cgsanders@mmo.sc.gov) posted the Intent to Award August 16. The contract was effective August 27 and the contract start date is October 31.

## Cooperative Contracts Updates

**NASPO Public Safety Video Systems (4400035340)** – South Carolina negotiated the participating addenda with Motorola Solutions, Inc. and has issued a contract. If you should have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

