

Cyber Liability Insurance – The More You Know

by DeAna Reed-Sharpe, NIGP-CPP

During the June Town Hall we aimed to provide some clarification concerning the Cyber Liability Insurance contract. Unfortunately, we all came away with more questions than the answers. Consequently, our team met with Willis Towers Watson (WTW) to gain a better understanding of this agreement so we can the best possible guidance moving forward.



The current Cyber Insurance Broker Services contract is a multi-agency contract, which means only State agencies on the participant list may take advantage of it. State Agencies that would like to be added to the participant list should contact the procurement manager, me, DeAna Reed-Sharpe, to be added. Unfortunately, these services will remain unavailable to political subdivisions. This will change when we resolicit later this year as a statewide term contract. The current contract expiration date is December 16, 2023.

Cyber Insurance covers first- and third-party risks related to unlawful electronic security breaches, fraud, financial loss, reputational damage, regulatory intervention, and other forms of loss. Insurance Services provided include, but aren't limited to, breach event response, and crisis management among others. Cyber Insurance coverage steps in to mitigate damages if a data breach occurs.

Securing Cyber Liability Insurance begins with the agency completing an application. Based on the application and discussions with agency personnel, the contractor will quantify risk. The contractor will assess and advise the agency on its data breach or cyber liability insurance needs, including breach event response and other available services; and will advise on how to structure a program to help mitigate some of that risk. How risk can be mitigated will determine what insurance will be available to you or if it won't.

The contractor will obtain detailed proposals, including price quotes, from insurers for Cyber insurance, and present the proposals to the Using Governmental Unit (UGU) for acceptance or rejection. Once a provider is selected, WTW will issue a binder (a temporary insurance contract that provides full coverage) until your formal policy is in place.

Insurance policies do not automatically renew and must be negotiated each year. To avoid a lapse in coverage, please reach out to the contractor at least ninety (90) days prior to your current coverage end date. The contractor will obtain new quotes based on your agency's current needs. Unless there is a significant change to the agency's risk profile, renewal of the exiting policy is usually sufficient.

WTW is a broker with access to eleven (11) insurance carriers currently. The carriers focus on insurance for public entities and education, including higher ed. There is an approved commission paid to Willis Towers Watson for their services, however, the commission rate is not a separate fee but is incorporated into the insurance policy cost. Payment for the insurance coverage is made to WTW and they, in turn, pay the insurance company on behalf of the agency.

Please reach out to DeAna Reed-Sharpe (drsharpe@mno.sc.gov) with any questions, concerns and/or suggestions. Thank you!



WE'RE HIRING

The Division of Procurement Services (DPS) currently has ONE position open in the following area:

⇒ **Agency Higher Ed & Law Enforcement Team – Procurement Manager II**



The position will be posted in the near future. If you are interested in applying, keep an eye out here:

<https://www.governmentjobs.com/careers/sc>

Working in procurement at DPS offers unique, challenging, and interesting opportunities at a level of procurement that you've probably not experienced before. This makes working here even more rewarding as you see the difference you make across the entire state of South Carolina. We hope you'll consider joining our exciting team of procurement professionals! If you're looking for a challenge, you won't be disappointed.

The Monthly Statewide Term Contract Town Hall

The next Town Hall will be Thursday, July 13, 2023, at 10:00 AM. At this meeting we will highlight the Office Supplies contract with some details about items that are being sold under the contract that should not be.

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

IT Questions – rbarr@mmo.sc.gov

Click on this link to register for the MS Teams meeting. Once you've registered, you'll receive an email offering to put the event on your calendar. When you do that, the link to the meeting will be in the calendar invite. If for some reason you don't get the link after registering, you can also find a link to the Town Hall located on the DisPatches page on our website at this location: <https://procurement.sc.gov/dispatches> We look forward to seeing you on July 13, 2023!

Office Supplies Contracts

It's come to our attention that Staples has been selling items under the office supplies contract that were expressly prohibited! We're working with them now to determine how this may have occurred and to figure out how to rectify it. Hear the scoop by joining us for the aforementioned Town Hall July 13.

Name Changes/Novations/Assignments

We're aware that the following suppliers have had their contracts blocked by the Comptroller General's (CG's) Office due to Name Changes and/or Assignments:

- CDWG
- Mythics LLC

important

We're working through these issues with the CG's Office, our division's Business Ops team, and the suppliers as quickly as we can. If you have any questions or concerns, please contact Randy Barr at rbarr@mmo.sc.gov.

Concrete Culvert Pipes (June Update)

Don't forget, that on May 15, 2023, the State approved a price increase for the concrete culvert pipe contract with Gossett. This is the first price increase they've requested since the beginning of the contract in August 2021. The new pricing is effective August 1, 2023, and the new pricing will be posted on our website the day before. If you need a copy of the new pricing before then, please contact Michael Speakmon (mspeakmon@mmo.sc.gov).



DSCSA Contract with Inmar is Available for Use

If you don't know what DSCSA is, then you have no need for this contract. DSCSA is the "Drug Supply Chain Security Act" and is a federal requirement for pharmacies. So, if you don't have a pharmacy, you don't have anything to worry about. For those of you with pharmacies, the contract number is **4400031447** and you can reach out to Inmar directly for those services.

No More Pursuit-Rated Sedans... At Least for a While

Stelantis (Chrysler/Dodge/Jeep/Ram) recently announced that MY23 (model year) will be the last MY for the pursuit rated, and all other models of the Charger. The Dodge Durango Pursuit will be the only pursuit-rated Stelantis vehicle available for MY24. Orders for the MY23 Pursuit Charger can be placed through (maybe) the first week of July, but it doesn't hurt to call and ask. Stelantis is in the process of developing a new pursuit-rated sedan, but it likely won't be available until at least MY25. They've not yet announced what model it will be.

Remember that under the current vehicle contracts, dealer inventory is available. If you're in the market for a pursuit-rated sedan, you can still reach out to our Contractors to see what's available. Go kick some tires!

Narcan Available on STC

The Federal Government is taking Narcan off the list of prescribed drugs and making it an over-the-counter (OTC) drug as of September 1, 2023. Narcan is currently available under the MMCAP contract for pharmaceuticals and available to anyone who: 1) is an MMCAP member, and 2) has someone who can provide the facility with the authority (prescription) to provide it. Beginning September there will be no need for a prescription. We're working with Cardinal now to determine how we'll make Narcan available to everyone. We'll publish the process in a future edition of DisPatches.

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. We need your input to ensure success.

Sophos – We anticipate publishing this solicitation in August 2023 with an anticipated award date in November. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov. If you're a current or future user of Sophos, we'd love to hear from you to ensure the new state term contract will meet your needs.

Market Research and Agency Input Requests for existing State Term Contracts

Police Belts, Holsters and Accessories – Portia Davis (pdavis@mmo.sc.gov) will be working with various state law enforcement agencies to ensure we're responding to their needs. But there may be some *local* law enforcement entities who are eager to share their ideas. Please get this notice to your friends working in law enforcement at the local level. They too can reach out to Portia to provide feedback!

ForeScout CounterACT – Security Software Products & Services – We anticipate publishing this solicitation in July 2023 with an anticipated award date of mid-to-late September. If you have any questions or concerns, please contact Alicia Pearson at apearson@mmo.sc.gov. If you're a current user of Forescout Counter/ACT, we we'd love to hear from you to ensure this state term contract is truly effective.

IT Equipment Leasing – We anticipate publishing this solicitation in July or August 2023 with an anticipated award date of December. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov. If you're a current user of Presidio and the IT Equipment Leasing contract, we'd love to hear from you to ensure the new state term contract will work for you. If there are adjustments or additions which could improve the user experience, please let us know.

R.I.P. – The following STC will NOT be resolicited:

Hyper Converged Integrated Systems (Expires 7/6/2023) – This contract will not be resolicited as the technology will be available on the upcoming NASPO Computer and Equipment Contracts (due for award in July 2023). If you have any questions or which to convey your condolences, please contact Alicia Pearson at apearson@mmo.sc.gov.

Currently Published Solicitations

NEW – STC for Mattresses (5400025171) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published an amendment on June 21, 2023, to push the bid opening date out. It remains TBD. We received a lot of information during the Q&A contrary to what our market research indicates. So now we need a bit more time to review our solicitation and make some adjustments.

NEW – Idera Software, Maintenance & Services (5400025546) – This solicitation was published on June 20, 2023, with bid opening for July 7. We anticipate an award date of July 19. If you have any questions or concerns, please contact Alicia Pearson at apearson@mmo.sc.gov.

Electronic Document Management System (EDMS) – Stephen Taylor (staylor@mmo.sc.gov) published this on February 23, 2023. The pre-proposal conference was held on March 9, while the bid opening happened on April 13. The evaluation panel scored the proposals in late May. Demonstrations have been scheduled for offerors during the week of June 19 – 26. The Intent to Award will be published in July.

IT Temporary Staff Augmentation MPS and Supplier Contracts – Stephen Taylor (staylor@mmo.sc.gov) published this on April 17, 2023. The pre-proposal conference was held May 2, while the bid opening took place on May 30. More than 150 offers have rolled in and are under review. Awards will be published on July 6.

E-Recruitment & Onboarding System (5400023901) - This solicitation was issued January 31, 2023 and the bid opening occurred April 5. We anticipate an award date in July. If you have any questions or concerns, please contact Kristen Hutto at khutto@mmo.sc.gov.

Service Now (5400025182) – This solicitation was published May 3, 2023. The pre-bid was conducted May 10 and the bid opening on June 16. We anticipate an award in July. If you have any questions or concerns, please contact Randy Barr at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STC)

NEW – STC for Compactors and Roll-Off Containers (5400024734) – Portia Davis (pdavis@mmo.sc.gov) published the Intent to Award June 29, 2023 and the contract immediately went into effect (we received only one offer). See our [Statewide Term Contracts page at procurement.sc.gov](#) for more information.

New HP Toner Cartridges (5400025023) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the Intent to Award on June 2, 2023. We received no protests, so the award became active June 14. Details can be found on the contract sheet at this link: <https://procurement.sc.gov/contracts/search?v=19316-9919-0-0>

Managed Services Provider (5400024620) – Stephen Taylor (staylor@mmo.sc.gov) published this January 20, 2023. The pre-proposal conference was held February 10 and the bid opening occurred April 3. The evaluation panel reviewed proposals and demonstrations were held late May. The Intent to Award was published June 15. A protest is underway, so the award is stayed until the CPO makes a determination on the matter.

Palo Alto Products & Services (5400023441) – An Intent to Award was posted June 19, 2023. Contracts are effective July 1, 2023 – June 30, 2028 barring any protests. If you have any questions or concerns, please contact Alicia Pearson at apearson@mmo.sc.gov.

Proofpoint (5400024741) – An Intent to Award was posted June 9, 2023. Contracts will be effective June 21, 2023 – June 20, 2028 barring any protest. If you have any questions or concerns, please contact Randy Barr at rbarr@mmo.sc.gov.

Cooperative Contracts Updates

Park & Recreation/Playground Equipment – New contracts are awarded and the details will be found on our [STC page at procurement.sc.gov](#) when they become active July 1.

Professional Grade Tools and Equipment – NASPO extended the current contracts until September 30, 2023 while they continue evaluating the offers. We'll work with our contractors to get our agreements extended.

Security and Fire – The lead state Nevada has received proposals as of February 23, 2023. Evaluations are complete and Nevada plans to award contracts to the following vendors on or about August 1:

A3 Communications, Inc.
ADT Commercial LLC
Advance Security Integration, LLC (Security 101)
Convergent Technologies
Electronic Contracting Company
Environmental Systems Corporation
Harris Mountain West, LLC
Integrated Security Technologies, Inc.
IntraWorks
Johnson Controls Fire Protection LP
Justice Systems Corporation
Mobile Communications America, Inc.
Stone Security
Systems Engineering, Inc.

South Carolina will develop Participating Addenda once contractors are awarded under NASPO. If you have any questions or concerns, please contact Stephen Taylor at staylor@mmo.sc.gov.



Computer Equipment, Peripherals & Related Services – The lead state Minnesota has received proposals and the anticipated contract start date is July 1.

South Carolina will develop Participating Addenda once contractors are awarded under NASPO. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.



KNOW THE LINGO

Terms used in procurement can be quite complex and occasionally perplexing to comprehend. For this reason, SC SFAA DPS provides a list of key terms and abbreviations in procurement. This list pertains to commonly used acronyms, words, and phrases associated with South Carolina procurement and is not inclusive of every acronym, word, or phrase used within this program or in other government procurement programs. General definitions are provided for reference only. This guide is meant for general usage only and should not be relied upon as anything other than a study aid.

CLICK [HERE](#) FOR YOUR PROCUREMENT DESK REFERENCE!

State of South Carolina Print Management Program Frequently Asked Questions (FAQs)

What are the primary benefits of the new State Print Management contract?

- To maximize cost savings for State Agencies and Using Governmental Units (UGU) through pre-negotiated, guaranteed pricing. The former NASPO and other consortium contracts do NOT contain pre-negotiated guaranteed pricing.
- Improve service levels by including strict equipment uptime, physical technician response time, loaner device, and "lemon clause" protections.
- Reduce program complexity to simplify the selection process for users.
- Increase program transparency by revealing the total cost of equipment and service.
- Make it easy for users to compare the price and value of their vendor options.
- Require standardized equipment configurations with accessories that all users want including two-sided printing and stapling.
- Include expert independent consulting services at no additional cost to provide additional assistance to each UGU.

Which products are covered in the new program?

- All equipment must be new. Service and support will be provided by the awarded vendor(s) under the following five print output product categories:
- Product Category 1: Copier/MFDs (multifunctional devices) including convenience and production devices,
- Product Category 2: Network Printers (not USB-connected local printers),
- Product Category 3: Wide-Format Printers,
- Product Category 4: Digital Duplicators, and
- Product Category 5: Scanners.

What if we want to get out of an existing contract and move into the new cost saving program before our current contract expires?

- The State has engaged expert consultants (Recovery Analytics Solutions [RAS]) to assist with the transition to the new program. They will work in concert with your UGU to ensure the optimal program roll-out and 100% vendor contract compliance. There may be special vendor funds available to assist you in moving into the new program faster.

Can we keep our existing devices for backups?

It is not fiscally prudent to maintain redundant equipment and incur higher costs. It is in the best interests of the State and its users to eliminate older technology and reduce costs.

- No, state agencies cannot keep older redundant equipment.
- UGUs determine what they choose to do.
- The new contract will require higher equipment uptime thresholds and faster repair response time.

Our current devices were purchased with our UGU's funds. What happens to those devices now?

There are two options:

- Primary: Devices owned by the UGU that are no longer needed will be disposed of by the selected vendor.
- Alternative: UGUs may decide to donate their old devices.
- In any case, please refer and adhere to State's asset disposal policy when dispositioning these machines.

Will all our existing print output devices be replaced at the beginning of the new contract?

- No, the new devices will be installed on an agreed-upon phase-in schedule.
- All copiers will be upgraded to full copy/print/scan multifunctional device (MFD) capability.

If using RAS's consulting services is mandatory, do we have to accept RAS's recommendations?

- No. UGUs make all final selections regarding vendors, models, and acquisition options.

Will using RAS slow our process down?

- No. RAS will save you time in your decision-making process by very quickly providing UGUs with all necessary data to make more informed business decisions.

What device acquisition options are there?

- UGUs may elect to purchase or lease any device in any Product Category.
- In the Copier/MFD category, UGUs may also choose a rental program option which is similar to the old "cost per copy" program.

Which acquisition options trigger GASB accounting methods to be used?

- Both the lease and rental options trigger the GASB rules to be followed.

Who decides what initial copier/MFD (multifunctional device) we receive?

- UGUs make the final selection. UGUs select any additional options desired.
- Model types will be proposed for your UGU's consideration based on a review of your historical print volumes by the selected vendor(s).
- Each UGU will be contacted to review proposed devices prior to installation.
- The default replacement plan is a one-for-one like-for-like device substitution, but other right-sizing options for the UGU's consideration may be presented by RAS and equipment vendor.
- In general, users will receive devices that are at least as fast as what users currently have to accommodate a higher printing volume. In a few cases, because of your past print/copy/scan volumes, faster units may be recommended.
- All device recommendations will be vetted by an expert independent consulting firm for the benefit of each UGU at no additional cost.

Will I have printing and scanning capabilities on my new copier/MFD (multifunctional device)?

- Yes, all Copier/MFDs will be pre-configured with the most common options included.
- Printing and scanning will be standard features on all copier/MFDs
- Duplex, Stapling, and Hole Punching will be configured on all higher-speed devices

It is imperative that copiers are on the network and printer drivers installed on all desktops to take advantage of the lower per-page printing costs.

Although desktop network printers are not being removed, users incur higher cost printing to those devices. Users are strongly encouraged to print to the new lower-cost copier/MFDs.

How will service be handled?

- All service is performed by local authorized dealers or manufacturer branch offices. All print output devices will be tagged with the proper 800 number or email address to place a service call. Alternatively, each UGU may determine whether to route service calls through its own Help Desk. Users are requested to not call vendor technicians directly to ensure a proper paper trail of service calls.

How long does it take to install a new print output device?

- The actual installation of your new device should take less than ½ hour. Your old print output device will have to be removed and properly disposed of.

When will training on the new equipment take place?

- Training on the equipment will take place at the time it is replaced. If it is not convenient for the user at that time, selected vendor representatives will come back at a more convenient time to train on the advanced features.

How many vendors were selected under the new Print Management program?

- The number of awarded vendors under the new State-wide program varies by Product Category. See the contract sheet for additional details: <https://www.procurement.sc.gov/contracts/search?v=17972-9918-0-0>

How long will it take to replace our current devices?

- The State anticipates all copier/MFDs will be replaced in the first two years of the new contract.
- The plan is for all devices to be installed under purchase or five-year rental/lease programs.
- If necessary, the State will extend the program for two years so that all (or most) devices will have lease/rental program terms expiring in 2028 or 2029.

