



As a reminder, an approved IT plan is required for IT expenditures greater than \$50,000 for all state agencies. Institutions of higher education are exempt from this requirement. For information, please visit: [IT Planning](#).

The IT Plan is required when submitting a solicitation request to SFAA Division of Procurement Services for any IT-related request and for any COTS IT purchase between \$50,000 and \$100,000.

Admin's Program Management Office (PMO) supports this process by providing an [Agency Relationship Management \(ARM\) representative](#) and overseeing the IT Planning Process as well as other tasks listed with: [IT Program Management](#).

If you need assistance with the IT Plan, please reach out to your Agency's internal IT contact and/or your ARM representative.

A copy of the approved IT plan for expenditures above \$50,000 must be attached to the [Solicitation Request Form](#) (item no. 6) or if you are a non-certified agency making an IT COTS purchase over \$50,000, send a copy of the approved IT plan with the written requests for quote or copy of the SCBO ad, all quotes received, and a draft of the statement of award, to your agency's team lead at OSP.

If your agency needs access to the IT Plan, please contact Byron Quinatoa (byron.quinatoa@admin.sc.gov) who can assist with access or document questions.

Drug & Alcohol and Background Screening Contract Extended

MMCAP has extended their agreement with Premier Biotech through October 31, 2025 while they finalize the new contracts. We have extended our contract as well. Once MMCAP has fully executed agreements,

we will review them and determine which one works best for South Carolina.



A3Communications

Our office is conducting a compliance audit of many of our statewide term contracts. At present we are working through an audit of A3Communications.

If you are a **local municipality, higher ed, and K12 agency** and have done business with A3Communications under the contracts noted below, please reach out to our Collections Team with your POs and purchasing data. We are validating that proper pricing was charged to entities as a part of the audit and do not have transparent access to your purchases through SCEIS like we do for state agencies.

Again, please provide your POs for purchases from 2018 to today on the contracts noted below via email to Collections@mmo.sc.gov as quickly as possible but no later than July 15th.

Contract numbers:

- 4400016282 HPE Networking Hardware and Services
- 4400029363 HPE Networking Hardware and Services
- 4400016495 EMC Sans Product
- 4400018340 Security and Access Control
- 4400032400 Security and Access Control
- 4400018256 Arrowhive
- 4400025089 Palo Alto
- 4400026057 Audio Visual
- 4400027240 Cisco

We appreciate your response and assistance in the audit process and will keep you informed if any discrepancies are found with purchases made by your entity. Know that future requests for this type of information could be forthcoming for other STCs in an attempt to ensure contract compliance and correct pricing. Ensuring that your entity is not overcharged for supplies, services, and IT is an important part of a compliance audit. It is not possible for us to complete those efforts without your assistance. Teamwork makes the dream work, and we appreciate you making this compliance audit a success.



Tariffs can be challenging to navigate, especially in an environment that is changing rapidly. Because of the continual shifts in fluctuating prices and tariff assessments, we recommend a more fluid approach to handling them. Unfortunately, there is not a cookie-cutter answer and/or way of handling a price adjustment request due to tariff assessment. That being said, there is a helpful

- **No cookie cutter solutions**
- **For guidance, visit NASPO's [Tariff's page](#)**
- **State agencies should consider temporary surcharge where appropriate**

resource that was published by NASPO that serves as a good guide. [Navigating Price Fluctuations and Tariffs in Public Procurement - NASPO](#) As noted in the guide, you must first examine your contract to see what it will allow. You then have to validate that the request for price adjustment is valid and justified. You should always reject preemptive price increase requests not based on anticipated tariffs or documented market changes. The NASPO resource offers several options for ways to negotiate price increases and validate supplier requests. Again, how you conduct that market research will vary based on the contract and what it will allow. We would encourage that where appropriate, agencies should consider granting a temporary surcharge over a permanent price increase. When issuing a change order allowing a temporary surcharge, it is also recommended that both parties validate the continued need for the surcharge after a given period of time (recommended 6 months, but no more than annually).



Temporary Personnel Contract – Corporate Staffing – Blocked POs

On June 19, 2025, our office executed a novation for one of the temporary personnel contracts that expired June 14. The Contractor changed their name during the last term of the contract and did not notify our office until their payments were blocked by the CG's office. We've issued a new contract to the same contractor under their new name. So, **you will need to process any POs that were locked under the OLD contract number under the NEW contract number.** And, of course, all this needs to occur before year-end closeout.

We'll leave the new contract open until July 15 to give everyone sufficient time to process their POs.

If you have any questions reach out to Ginger Hardee at gghardee@mmo.sc.gov or 803-737-0687.

OLD Contract: Corporate Staffing Services, LLC (4400024126)

NEW Contract: Corporate Staffing, LLC (4400037418)

NASPO New Body Armor Contracts (June Update)

Apparently, NASPO and the Lead State of Colorado are still negotiating with vendors on the body armor contracts. Last month there were nine contracts and now there are ten. Also, Safariland is still in

negotiations, and they expect to get that resolved soon.

Here is a link to the NASPO contract sheet: <https://www.naspovaluepoint.org/portfolio/body-armor-and-ballistic-resistant-products-2025-2030/>

As we stated last month, it is our intent to participate with all current manufacturers on contract, but we'll need your input if you want us to contract with the other manufacturers. Let Ginger Hardee (gghardee@mmo.sc.gov) know if you need us to contract with any of the other manufacturers.

The Monthly Statewide Term Contract Town Hall

The next Town Hall will be July 9, 2025, 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

IT Questions – rbarr@mmo.sc.gov

We've been having issues with different links so the only link to the Town Hall will be on the Dispatches webpage on our website at this location: <https://procurement.sc.gov/dispatches>

We look forward to seeing you on July 9, 2025!

Oracle Software and Support (Solicitation 5400027875) – This contract has been cancelled prior to performance. The previous contract is extended to May 4, 2026 or until the new contract has been negotiated and awarded. If you have any questions or concerns, please contact Clifton Sanders, at cdsanders@mmo.sc.gov.

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 (STC). 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.

Propane – Ben Duckenfield (bduckenfield@mmo.sc.gov) is conducting market research for a possible new STC for propane. Please reach out to Ben directly with information related to your propane needs, the types of tanks you have and possibly their locations. We'll use this data to help justify the need for the new contract. If you don't mind sharing your solicitation/contract documents, they'll help us ensure your needs are addressed should we move forward.

Uniform Rentals – Michael Speakmon (mspeakmon@mmo.sc.gov) is conducting market research into a new STC for uniform rentals to include mats, mops, etc. What we're primarily looking for are the different types of uniforms and sizes and typical usage data. The intent of the contract is to have a market basket of the most common items with a percent discount off the rest of the items in the two categories.

Non-Lethal Weaponry – Michael Speakmon (mspeakmon@mmo.sc.gov) is wondering if there's a need out there for non-lethal weapons (Byrna, Pepperball, etc.). We assume that law enforcement, corrections, higher education institutions and maybe some school districts may be using or have a need for non-lethal weapons. If so, reach out to Michael with a description of what your entity is using so we can determine if there is a statewide need.

Google Services (New STC) – We anticipate publishing this solicitation late July 2025 with an anticipated award date in December 2025. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov.

IT Security Assessments and Incident Response Services (updated from Incident Response and Penetration) Testing – We're working to establish a new state term contract for Incident Response and Penetration Testing. The anticipated publish date will be in July. However, if you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov. If you're a potential user of IT Security Assessments and Incident Response Services contracts, we'd love to hear from you to ensure

the new state term contract will effectively meet your needs.

Security Software Products & Services (CrowdStrike Software and Hardware) (New STC) – We anticipate publishing this solicitation late July with an anticipated award date in December. If you're currently utilizing CrowdStrike products and services, we invite you to share your contract terms and experiences and highlight which aspects are successful and any lessons learned. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

Trellix Security Products & Services (Formerly FireEye – Expires 06/21/2026) – We're establishing a new state term contract for Trellix Products and Services. We anticipate publishing this solicitation in September 2025 with an anticipated award date in February 2026. If you're a potential user of Trellix products and services, we'd love to hear from you to ensure the new STC will effectively meet your needs. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

Market Research and Agency Input Requests for existing State Term Contracts

Airport Vegetation Management – Ginger Hardee (gghardee@mmo.sc.gov) is beginning her market research on this contract. It has a limited pool of users, so their (your!) input is going to be critical to the continued success of this contract.

High Density Polyethylene Pipe (HDPE) – DeAna Reed-Sharpe (drsharp@mmo.sc.gov) is beginning her research into the next version of this contract. There are a limited number of items on this one and we don't expect major changes unless you tell us differently. Please reach out to her if you need something not already addressed on the existing contract.

Boats, Fiberglass & Aluminum Hull – Our Michael Speakmon (mspeakmon@mmo.sc.gov) will work with SCDNR to develop the specifications for these boats but that doesn't mean others don't have any input. If you have some preferences on the specifications for these or an additional style of boat your entity would use, then you're invited to reach out to Michael with your request and we'll be sure to address it.

Biometric Time Keeping (Extended to 07/06/2026 or until a new solicitation is awarded-whichever comes first) – We anticipate publishing this solicitation no later than October 2025. If there are changes that could be made to the existing contract so the new contract would better meet your needs, please provide feedback to Randy Barr at rbarr@mmo.sc.gov. We anticipate a shift in strategy to better maximize savings, efficiencies, and standardization. Stay tuned for additional information as we continue collaborating with our stakeholder/user groups on this contract update.

Extreme (Expires 03/26/2026) – We anticipate publishing this solicitation in October 2025 with an anticipated award date in January 2026. If there are changes or improvements that could be made to the existing contract so the new contract would better meet your needs, please provide feedback to Clifton Sanders at cdsanders@mmo.sc.gov at your earliest convenience.

Juniper (Expires 05/31/2026) – We anticipate publishing this solicitation in December 2025 with an anticipated award date in March 2026. If there are changes or improvements that could be made to the existing contract so the new contract would better meet your needs, please provide feedback to Clifton Sanders at cdsanders@mmo.sc.gov.

Security Software Products & Services (Quest One Software and Hardware) (Expires 11/29/2025) – We anticipate publishing this solicitation in July with an anticipated award date in September. If you're currently utilizing this contract, we invite you to share your experiences and highlight what aspects have been successful. For those who have not used the contract due to unmet needs, we welcome your feedback on how we can enhance the new solicitation to better suit you. If you have any questions or concerns, please contact Lillanea Bouknight at lbouknight@mmo.sc.gov.

Small Software Applications Development (Expires 05/15/2026) – We anticipate publishing this solicitation in October 2025 with an anticipated award date in February 2026. If there are changes or improvements that could be made to the existing contract so the new contract would better meet your needs, please provide feedback to Yolanda Cohen at ycohen@mmo.sc.gov.

Online Reverse Auction Service (Expires 6/16/2026) – We anticipate publishing this solicitation in November with an anticipated award date in March 2026. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. If you're a current or potential user of the Online

Reverse Auction contract, we'd love to have your input on improvements which could be made to the existing scope of work.

Digital Transaction Management – We anticipate publishing this solicitation in July with an anticipated award date of November 2025. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. If you're a current or potential user of the Digital Transaction Management contract, we'd love to have your thoughts on improvements which could be made to the existing scope of work.

Managed Cloud Services – We anticipate publishing this solicitation in July/August with an anticipated award date around November/December 2025. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov. We've been working with a stakeholder group to revise this solicitation and hope some significant changes yield positive results for everyone.

SAP Public Services (Expires 07/27/2025) – We anticipate publishing this sole source in July. If there are changes that could be made to the existing contract so the new contract would better meet your needs, please provide feedback to Lillanea Bouknight at lbouknight@mmo.sc.gov real soon.

State Term Contracts which will NOT be renewed or resolicited

UVC Lighting Machines expires June 30, 2025. This was something put in place during COVID-19 and no sales have been made. Consequently, we see no reason to resolicit.

McAfee Security Products & Services (Expires 02/19/2026) – McAfee's products and services will be on the new state term contract for Trellix Security Software Products & Services and will be sunset effective February 20, 2026. If you should have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

Thales Data Protection Products (Expires 04/21/2026) – After careful review of the spend analysis for Thales, it's been determined this contract will be on its expiration date of April 21, 2026. If you should have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

Currently Published Solicitations

Household Appliances (5400028157) – Portia Davis (pdavis@mmo.sc.gov) published the solicitation June 3, 2025. The pre-bid was conducted June 16, 2025, and no amendment was necessary afterwards. The bid openings date and time is July 23, 2025.

Interpreting and Translation Service (5400028282) – Portia Davis (pdavis@mmo.sc.gov) published this RFP May 16, 2025 and conducted the pre-proposal meeting May 27. The bid opening was scheduled for June 26. Portia is looking for at least two evaluation panel members so please reach out to her if you or someone in your entity has experience in this area and is willing to serve.

Disaster Recovery Planning Software (5400027138) – This solicitation was published August 2, 2024, with an anticipated award date in early July. The State remains in the evaluation process. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov.

Disaster Recovery Hosting Services (5400028029) – This solicitation opened June 20, 2025 and is currently under evaluation. We have an anticipated award date of September. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STCs)

ULSD Fuel Delivery (5400027902) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published the Intent to Award May 30, 2025. No protest was received so the contracts went final on June 11, 2025 and will start July 1, 2025.

Remanufactured Toner Cartridges (5400027356) – Ginger Hardee (gghardee@mmo.sc.gov) published the Intent to Award November 20, 2024 and received multiple protests. The contracts remain suspended until the process has run its course.

Vendor Manager (5400025468) – The final award for the new Vendor Manager was effective March 5, 2025. The contract award dates are July 1, 2025 – June 30, 2032. The transition period is underway with the new supplier, Knowledge Services, and will be completed June 30. Contracts which will be using the new Vendor Manager include IT Temporary Staffing, Small Application Development, and the upcoming

PROCUREMENT SPECIALIST OF THE YEAR

Nakendra Perry

Procurement Manager II

State of South Carolina, Division of Procurement Services



Nakendra Perry has made it her mission to ensure that knowledge is not something to be kept, but something to be shared. She teaches, not because it is required, but because she genuinely believes that when we grow together, we build a stronger profession. She never hesitates to invest her time, her expertise, and her heart into the success of others.

She possesses a wealth of knowledge in the South Carolina Consolidated Procurement Code and Regulations. Her expertise is sought out and recognized by her peers and across the agencies that she serves. In addition to the complex procurements that she conducts across the state, Nakendra has taken on the responsibility of teaching the Division of Procurement Services' *Specifications and Scope of Work* course for the State of South Carolina. Through this course, she provides needed instruction to procurement officers across the state.

In 2024, her local chapter, SCAGPO, awarded Nakendra with the Buyer of the Year Award. She is a true procurement champion and a force for positive change within our profession and beyond.

Congratulations, Nakendra Perry, NIGP 2025 Procurement Specialist of the Year Award Winner.

Vendor News Update!

ACTION REQUIRED!

South Carolina state government is launching a new web-based procurement system (SCPro) that will provide greater purchasing efficiencies statewide. SCPro will improve access to business opportunities for vendors and small businesses.

All vendor records and contracts will be migrated from the current SC Enterprise Information System (SCEIS) to the new SCPro system.

To ensure a smooth migration to the new SCPro system, please log into the existing SCEIS Vendor Registration Portal and update your vendor profile by Friday, August 29, 2025. Vendor profiles should include a primary contact with First Name, Last Name, Email Address, and Phone Number.

[Click here to log into the SCEIS Vendor Registration Portal](#)

Please email all questions and/or concerns to scprocommunications@mmo.sc.gov





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