



Town Hall

The next Monthly Statewide Term Contract Town Hall is set for May 13, 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

The link to the Town Hall Teams meeting is posted at our DisPatcheS page on our website [HERE](#).

We look forward to seeing you on May 13!

NASPO Unarmed Security Guards

by Ginger Hardee

This is the first time NASPO has offered this portfolio. The multi-state sourcing team is led by the state of Kansas. The team divided the country into eight regions and offerors can offer on one, many, or all regions. Requirements include, but are not limited to, minimum of five years' experience; annual training being conducted for all employees; employees must have the ability to read, write and speak in English; background checks are conducted on all employees; mandatory and recurring drug screening is conducted; company must be licensed and bonded; and employees must have a current valid Driver's license; and more. Potential benefits of this portfolio include public entities' access to unarmed security guards and creating the ability to more efficiently purchase these services across all levels of public facilities. Proposers submitted offers on all eight regions. The Intent to Award is scheduled to be issued April 30, 2025, and the master agreements (MAs) are scheduled to be issued May 18, 2025. Once the MAs are issued, we'll evaluate the agreements and work on negotiating participating addendums should they prove to be a good fit for South Carolina.

Clarification on Staples' Office Supplies Contract

by Michael Speakmon

Every once in a while, this topic comes up, so this is a reminder about product availability on the Staples Office supply contract. The bottom line is that some items that are available on the Staples website not associated with our contract, or in a retail store, are NOT available under our contract.



A couple of years ago, Staples restructured their corporate structure and essentially divested the retail stores from the division that responds to contracts like ours. That means that the two divisions do not interact, and they each have their own product lines that are available to their customers. That's why the calendar with the kitty cats you want is online and, in the store, but not available on our contract. They have plenty of calendars available, but they may not have the specific one you were looking for.

This is also why you cannot walk into a Staples retail store and get contract pricing, although you can order something from the contract online and have it delivered to a local retail store and pick it up there. So, the next time you want to order that calendar with the kitty cats, and it is not available under the contract, understand that it is likely because of the reason noted here. That being said, if you can't find calendars at all, be sure to let us know. That is likely an indicator of a greater issue where a category is blocked in the system that maybe should not be.

KPMG Statewide Term Contract

by Michael Speakmon

Sometimes in this job, and I know it has not just happened to me (Michael), it can take years to realize you've made a mistake, and that is the case here. Way back in the day when I created the KPMG contract (a partner in the SCPro project), I created the contract in SRM as an agency contract rather than what is called an "MMO Value" contract which is what you see as a Statewide Term Contract. We only found this out when an agency tried to create a PO for work they wanted KPMG to perform using the pricing and options contemplated in the contract. Unfortunately, they were not able to access our agency's contract. So, to correct that error, another contract was created (4400036989) which is active and available for use to all as appropriate.

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.

Google Services (New STC) – We are looking at potentially soliciting this platform as a new State Term Contract for primary use by local entities and school districts. Any information you feel that would assist us in making this determination would be helpful. Please let us know if you are a current or a potential user of Google Workspace formerly known as G Suite. If you use it, how do you solicit? What is your pricing? Are you willing to share your negotiated agreements with us for reference? Please provide your information to Clifton Sanders at [cgsanders@mmo.sc.gov](mailto:cdsanders@mmo.sc.gov).

IT Security Assessments and Incident Response Services (updated from Incident Response and Penetration) Testing – We are working to establish a New State Term Contract for Incident Response and Penetration Testing. The anticipated publish date will be in May. However, if you have any questions or concerns, please contact Yolanda Cohen, at ycohen@mmo.sc.gov. If you are a potential user of IT Security Assessments and Incident Response Services contracts, we would 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 in May with an projected award date of October. If you are currently utilizing CrowdStrike products and services, we invite you to share your experiences and highlight what aspects have been successful. If you have any questions or concerns, please contact Lillanea Bouknight, at lbouknight@mmo.sc.gov.

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

14 Passenger Mini-Buses (Expires 2/21/2026) – Ginger Hardee (gghardee@mmo.sc.gov) will be working with the supplier community and SCDE to finalize the specifications on these buses. Please contact her if you have any special requirements that we need to consider during that process.

DID YOU KNOW...that because of Jacob's Law the contracts for 14-passenger mini-buses are open to NON-GOVERNMENT entities in South Carolina? Jacob's Law says that any entity, **public or private**, transporting school age children to and from public or private school, daycare facilities and churches must use this type of vehicle. So, tell your churches and daycare facilities that these contracts are available to them and to contact Ginger Hardee if they have any questions.

Tasers (Expires 3/3/2026) – Ginger Hardee (gghardee@mmo.sc.gov) is beginning her market research into the next iteration of this contract. This is basically a sole source contract with Axon for the X2 and X26 tasers and accessories. This is NOT the Taser 7 contract published by the IT team. I have to say I'm impressed with the number of sales under this contract given that the Taser 7 has pretty much cornered the taser market for law enforcement, but obviously there is still a demand for the Axon Taser 2 series devices. Please reach out to Ginger if you have any information that you feel will be helpful.

Tires (Expires 3/28/2026) – Ginger Hardee (gghardee@mmosc.gov) is beginning her market research for the next solicitation. This is one of those that we are basically contracted with everyone for everything, but we still could use your input on anything you feel would be helpful.

Herbicides, Adjuvants and Blends (Expires 3/31/2026) – Ginger Hardee (gghardee@mmo.sc.gov) manages this contract. In 2024, and after much discussion with DOT and DNR, we restructured these contracts to: 1) include a lot more product selection, and 2) to adjust when we solicit for these items so that it better fits when the industry updates its products

and pricing. If there is a specific product, or a new category of products, you feel needs to be added to this contract please reach out to Ginger and provide her with the details she needs to determine if the products can be included.

Educational Supplies (Expires 4/6/2026) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) has setup a meeting to discuss the next iteration of these contracts. The meeting will be held on May 14, 2025, at 1:30PM. A link to the meeting is here: [Join the meeting now](#). The purpose of the meeting is to discuss the pros and cons of the existing contracts and what we can do to improve them. Please share this information with the direct users of the contract so their voice can be heard.

Appliances & Kitchen Equipment (Expires 4/13/2026) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is beginning her research into the next solicitation for this equipment. Please provide her any input you feel would be helpful in ensuring the next contract is effective in meeting your needs.

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 Clifton Sanders at cdsanders@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 of 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 of 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.

Online Reverse Auction Service (Expires 6/16/2026) - We anticipate publishing this solicitation in November with an anticipated award date of March 2026. If you have any questions or concerns, please contact Clifton Sanders at cdsanders@mmo.sc.gov. If you are a current or potential user of the Online Reverse Auction contract, we would love to have your input on improvements that could be made from 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 are a current or potential user of the Digital Transaction Management contract, we would love to have your input on improvements that could be made from the existing scope of work.

Managed Cloud Services – We anticipate publishing this solicitation in May/June with an anticipated award date of October 2025. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov. We have been working with a stakeholder group to revise this solicitation and hope the significant changes will yield positive results for all users.

SAP Public Services (Expires 07/27/2025) – We anticipate publishing this sole source early May. 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

Security Software Products & Services (Quest One Software and Hardware) (Expires 11/29/2025) – We anticipate publishing this solicitation in June/July with an anticipated award date of September. If you are 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 your requirements. If you have any questions or concerns, please contact Lillanea Bouknight, at lbouknight@mmo.sc.gov.



State Term Contracts which will NOT be renewed or resolicited

UVC Lighting Machines will expire June 30, 2025. This was something that was put in place during COVID-19 and no sales have been reported. As such, we see no reason to resolicit for the requirement unless your agency can provide us with information on existing or future anticipated sales.



Currently Published Solicitations

ULSD Fuel Delivery (5400027902) – DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published the solicitation on April 4, 2025, and the pre-bid was conducted on April 17, 2025. She is evaluating questions received and preparing responses to be published in an amendment. We do not anticipate a change to the bid opening date of May 19, 2025.

IT Service Management (5400027376) – (Formerly known as Service Now). This solicitation was published on October 4th and opened on December 20, 2024. The solicitation is currently under evaluation with an anticipated award date in April 2025. If you have any questions or concerns, please contact Clifton Sanders at [cgsanders@mmo.sc.gov](mailto:cdsanders@mmo.sc.gov).

Disaster Recovery Planning Software (Solicitation 5400027138) – This solicitation was published August 2, 2024, with an anticipated award date in early May of this year. The state is currently in the evaluation process. If you have any questions or concerns, please contact Clifton Sanders at cgsanders@mmo.sc.gov.

Disaster Recovery Hosting Services (5400028029) – This solicitation was published March 20,

2025, and, Amendment 1 published on April 17th to extend opening date to June 6th. We have an anticipated award date of July 28th. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov.

Newly Awarded State Term Contracts (STCs)

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

Sandbags (5400027759) – Portia Davis (pdavis@mmo.sc.gov) posted the Intent to Award on March 26, 2025. No protest was received so the contract became effective on April 5, 2025, and with a contract start date of May 1, 2025.

Temporary Personnel Staffing (5400027395) – Portia Davis (pdavis@mmo.sc.gov) issued the Intent to Award on April 29, 2025. Barring a protest the contracts will be effective on May 9, 2025.

Rubrik Products and Services (5400027842) – Yolanda Cohen (ycohen@mmo.sc.gov) posted the Intent to Award on April 11, 2025, and it became effective on April 23rd. The contract effective date is April 23, 2025 – April 22, 2030. If you have any questions or concerns, please contact Yolanda Cohen at ycohen@mmo.sc.gov.

Oracle Software and Support (Solicitation 5400027875) – The final award for this contract was effective April 8, 2025. The contract effective dates are May 5, 2025 – May 4, 2030. If you have any questions or concerns, please contact Clifton Sanders, at [cgsanders@mmo.sc.gov](mailto:cdsanders@mmo.sc.gov).

Vendor Manager (5400025468) – The final award for Vendor Manager was effective March 5, 2025, and the contract award dates are March 5, 2025 - March 4, 2032. The transition period is underway with the new supplier, Knowledge Services and will be completed on June 30th. Those contracts that will be using the new Vendor Manager include the IT Temporary Staffing, Small Application Development, and the upcoming IT Professional Services contracts. If you have any questions or concerns, please contact Randy Barr, at rbarr@mmo.sc.gov.

Cooperative Contracts Updates

Nationwide Vehicle and Large Truck Rentals – NASPO has awarded contracts to Enterprise and Hertz for the subject contracts. Negotiations continue with Enterprise while they are complete with Hertz. Once both Master Agreements are complete, we will review them with the intention of issuing a Participating Addendum for both suppliers.

Procurement Assistance and Support Services – The lead state of North Carolina has released this solicitation on March 4, 2025. The RFP number is DPC-1428523190-SA. This solicitation has two categories: Category 1: Procurement Assistance Support Services (PASS); and Category 2: IT Research, Advisory, and Consulting Services (IT RAC). Currently these are two separate NASPO portfolios. NASPO is looking to align them onto one portfolio with this solicitation. All vendor proposals were due by 2:00 PM EST on April 16, 2025.

Late-breaking News

The **On-Demand Interpreting and Translation Services** contract with Global Interpreting Network (4400023492) has been extended to November 3, 2025. We're working with the other vendors to get their contracts extended as well, and will update our site accordingly.





Attention South Carolina State Government agencies - There's a new Sole Source Determination doc to follow.

Sole Source procurement is a minefield if done without careful planning. Don't draw the ire of the vendor community or risk an **AUDIT FINDING**. Be sure to [download this new form \(MMO #102\)](#) **TODAY!**

Raising Awareness

and finally...

Several of our Business Operations teammates marked National Autism Acceptance Month in a very special way. Take a look at their custom t-shirts for Team Kasyn!

In the US, 1 in 31 children are diagnosed with autism, an increase from 1 in 36 in 2020. This rise is likely due to increased diagnostic accuracy and better awareness, according to the CDC.

Fountain in Columbia's Five Points district was dyed [blue](#) to mark the day, which also featured a 5K walk/run.







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