



## The Monthly Statewide Term Contract Town Hall

The next Town Hall will be February 17, 2026, 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. If there is a catalog you have challenges navigating, let us know that too and we will highlight it at our meeting. Email your questions or comments ahead of time to one of the following people to ensure we are able to provide the answers you are looking for:

**G&S Questions** – [mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)

**IT Questions** – [rbarr@mmo.sc.gov](mailto: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 February 17, 2026!*



### Mail Services, Pre-sort & Barcode

Our office has been notified about concerns with a Contractor in the upstate area providing services under this STC. We have been working directly with customers from that area that have reached out with their service concerns. We are also working with the Contractor as well to get the issues resolved. To our knowledge, everyone who is affected by this has already reached out to our office, but if you are having issues that we may not be aware of with any of the suppliers on this contract, please reach out to Ginger Hardee at [gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov).

We appreciate everyone's patience as we work through your concerns.

### **Fixed Priced Bid Schedules – Why they are important:**

We get a lot of questions about adding suppliers to our Fixed Priced Bid (FPB) contracts, and we wanted to take a minute to address that. For each FPB, we establish a schedule for future awards, and that schedule is published in the contract in Section VI. It is our policy to strictly adhere to those schedules primarily for two reasons.

1. Since the schedule is in the contract, we have put potential suppliers on notice when to submit their offers. Awarding outside of that schedule could create an unfair competitive advantage for those that could have been awarded outside of the noted schedule. We have also provided timelines to suppliers that are originally awarded contracts so they know when to expect additional competition to be added to the contract.
2. Without a strict schedule, the contract administration aspect for those contracts would honestly be a nightmare with constant requests to add suppliers to the contract.

We've made this request in the past, but sometimes it bears repeating; when starting a new project or procurement action that involves one of our FPB contracts, see who is on contract FIRST and then start working with one of those prior to starting your action. We know that you have suppliers reaching out and offering their services, but starting with those already on contract will streamline your process if time is of the essence. If there is time to allow for the next cycle of awards, that's another option provided the new supplier is responsive and responsible and receives an award.

That being said, we can make the rare exception and award to a supplier when there is a situation that would cause harm to an entity, or when there is clearly not anyone on contract that can perform the work you need performed. For example, a couple of years ago a university reached out to us that their veterinary instructor had just submitted his 30-day notice to retire and there was no one on the Executive Search Services contracts that specialized in that area. Since the university was in danger of losing their certification for veterinary services, we awarded a contract to a company who specialized in that field.

As always, we appreciate your partnership and look for ways to serve you best. This is an area of efficiency that allows us to consider other contracting opportunities to better meet your needs. If you have any questions, comments, concerns, or feedback, please do not hesitate to reach out to Stacy Adams at [sadams@mmo.sc.gov](mailto:sadams@mmo.sc.gov)

### **Temporary Personnel Contracts**

Marie Jackson ([omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov)) is now responsible for the temporary personnel contracts. We have updated that information on the contract sheet on our website.

### **Lightbars – Law Enforcement, EMS & Fire Department**

Marie Jackson at [omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov) is preparing the Participating Addendums necessary to establish contracts with the NASPO contractors, and those contracts will be in place before the old ones expire and will start the day after. Local dealers will be provided for at least three of the most used brands.

### **Lawmen's is now Atlantic Tactical**

The Lawmen's contract for Semi-Automatic Weapons and Ammunition (4400033916) was cancelled on January 6, 2026, and has been changed to Atlantic Tactical (4400038714) via a novation. This information is updated on our website.

### **Executive Search Services Terms & Conditions**

It has come to our attention that some of the ESS contractors are attempting to modify some of the T&Cs in their contract, especially the payment terms. This is to clarify that the T&Cs of the contract take precedence over what the Contractor may want to do. We have made a note in the contract file that we may need to adjust terms during the next solicitation process, but that does not affect the current contracts.

### **Flu Vaccine Contract**

Currently, MMCAP only has one contract for vaccines and that is with FFF Enterprises. Our current contract has expired but once we get the updated MMCAP contract with FFF

Enterprises we'll get something in place as quickly as possible.

**Juniper Networks (Expires 05/31/2026)**

To maintain continuity of services through the acquisition of Juniper by HPE, the current contract will be extended for 12 months. The new expiration date is May 31, 2027. We anticipate soliciting combined Juniper and HPE product offerings in November 2026. 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 Keva Jones at [kjones@mmo.sc.gov](mailto:kjones@mmo.sc.gov).



**Market Research and Agency Input Requests for NEW State Term Contracts (STC):**

*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.*

**IT Professional Services (ITPS)** – We appreciate the feedback that has been provided from our stakeholders on this new procurement. We are finalizing the draft document and plan to publish in February at the latest. If you have any questions or concerns, please contact Stacy Adams at [sadams@mmo.sc.gov](mailto:sadams@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 coordinate with the publishing of the ITPS solicitation. However, if you have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

**Trellix Security Products & Services (Formerly FireEye – Expires 06/21/2026)** – We are establishing a New State Term Contract for Trellix Products and Services. We anticipate publishing this solicitation in January 2026 with an anticipated award date in March 2026. If you are a potential user of Trellix products and services, provide your feedback ASAP. Watch for the solicitation and identify any concerns immediately so an Amendment may be considered. If you have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).



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

**Check Point Products and Services (Expires 9/13/2026)** – We are working to re-solicit Check Point Products and Services contract. We anticipate publishing the solicitation in April of 2026. However, if you have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov). If you're a potential user of Check Point Products and Services, we would love to hear from you to ensure the new state term contract will effectively meet your needs.

**Ruckus Networks (Expires 09/01/2026)** – Keva Jones ([kjones@mmo.sc.gov](mailto:kjones@mmo.sc.gov)) is just beginning her market research into the next solicitation, and any information you have concerning the contract would be very helpful. Any concerns? Successes? We want to know.

**Cisco Servers, Security, Network Hardware & Software - Products & Services (Expires 10/19/2026)** – We anticipate publishing this solicitation in mid-May with an anticipated award date of July. 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](mailto:lbouknight@mmo.sc.gov).

**Network Hardware and Firewall (Barracuda) (Expires 10/24/2026)** – We anticipate publishing this solicitation in mid-May with an anticipated award date of July. 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](mailto:lbouknight@mmo.sc.gov).

**Online Reverse Auction Service (Expires 6/16/2026)** – We anticipate publishing this solicitation in early February with an anticipated award date in May 2026. If you have any questions or concerns, please contact Clifton Sanders at [cgsanders@mmo.sc.gov](mailto: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.

**Microscopes** - Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is beginning her research into the next iteration of this contract. Please reach out to her with any comments or recommendations you may have that can improve this contract.

**Temporary Doctors** - Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) is beginning her research into the next iteration of this contract. This will be the first time we resolicit for these services so stakeholder input is going to be critical for the continued success of this contract.

**Recovery Audit Services** - This contract is dictated by a proviso but Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) is still interested in any input or comments you may have that would be beneficial, one way or the other.

**Mattresses** – Marie Jackson ([omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov)) is beginning her research into this contract. We know that we will be removing the corrections mattresses from this contract because they are available under the detention supplies contract. However, we will also be adding a residential mattresses lot at the request of DSS. If there are other mattresses we have not considered, please let Marie know.

**Furniture** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) will be processing this one late this year. There has been a lot of activity surrounding tariffs and other fees, but we don't see everything. Please reach out to Ginger with your experiences with these contracts so we can capture that as part of our review and justification. We will have to address tariffs in some way so your feedback is going to be very important in what that looks like.

**Paper Towels & Dispensers** – Marie Jackson ([omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov)) is just beginning her research into this contract. QUESTION: Is it better to have a separate contract for these items perhaps driving better pricing on a noted market basket, or is it better to permit the purchase of these items off other existing contracts for convenience to account for flexibility? Marie would like your thoughts on what would serve you best.



### **State Term Contracts that will NOT be renewed or resolicited:**

The following current STCs will not be resolicited:

**Citrix Netscaler (Expires 07/13/2026)** – Citrix Netscaler will be sunset as the updated SKUs are available through the Citrix Products & Services contract. If you have any questions or concerns, please contact Lillanea Bouknight, at [lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov).

**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 02/20/2026. If you should have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

**Thales Data Protection Products (Expires 04/21/2026)** – After careful review of the spend analysis for Thales, it has been determined that this contract will be sunset based on low usage

and spend volume on its expiration date of 04/21/2026. If you should have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).



### **Currently Published Solicitations:**

**Audio Visual (5400028661)** – Lillanea Bouknight ([lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov)) published this solicitation November 25, 2025. Bid opened January 13, 2025, and anticipated award in the coming days. If you have any questions or concerns, please contact Lillanea Bouknight, at [lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov).

**CrowdStrike (5400028144)** – Lillanea Bouknight ([lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov)) published this Amendment 1 01/22/2026. Bid opening February 6, 2026, and anticipated award early May. If you have any questions or concerns, please contact Lillanea Bouknight [lbouknight@mmo.sc.gov](mailto:lbouknight@mmo.sc.gov).

**Microsoft Support Services (New STC)** – Keva Jones ([kjones@mmo.sc.gov](mailto:kjones@mmo.sc.gov)) published a revised RFP on January 23, 2026, to include offers from qualified third-party vendors. The pre-proposal is scheduled for February 13, 2026, bid opening date is March 18, 2026, and award date is June 12, 2026.

**Extreme Networks (5400028562)** – This solicitation opened on January 15, 2026, and is currently under evaluation. We have an anticipated award date of February 02, 2026. If you have any questions or concerns, please contact Keva Jones at [kjones@mmo.sc.gov](mailto:kjones@mmo.sc.gov).

**Managed Cloud Services (5400028075)** – This solicitation opened on September 25<sup>th</sup> and is still under evaluation. We have an anticipated award date of March 2026. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov)

**Biometric Timekeeping (5400029046)** – This solicitation was published on January 16<sup>th</sup> and will open on March 4, 2026. If you have any questions or concerns, please contact Randy Barr, Sr. at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**Small Software Applications Development (Expires 05/15/2026)** – This solicitation opened on January 26<sup>th</sup> and is currently under evaluation. If you have any questions or concerns, please contact Yolanda Cohen at [ycohen@mmo.sc.gov](mailto:ycohen@mmo.sc.gov).

**ITSM Atlassian Managed Service Provider (5400027931)** – The solicitation opened November 11, 2025, and is currently under evaluation. We have an anticipated award date of February 2026. If you have any questions or concerns, please contact Clifton Sanders, at [cgsanders@mmo.sc.gov](mailto:cdsanders@mmo.sc.gov).

**Google Services (5400028154)** – The solicitation opened October 20, 2025 and is currently under evaluation. We have an anticipated award date of March 2026. If you have any questions or concerns, please contact Clifton Sanders, at [cgsanders@mmo.sc.gov](mailto:cgsanders@mmo.sc.gov).

**Electronic Equipment Recycling (5400028747)** – This award was protested. The CPO issued their decision and one of the protestants appealed the decision to the procurement review panel. We'll have to let that process play out. We did not intend to extend the current contract but if you need to use it after its expiration on January 31, 2026, you will need to issue a purchase order before that date and contact Michael Speakmon at [mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov).

**Tasers (5400028857)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) only received one offer for this solicitation and that offer was deemed non-responsive. We are working to re-solicit this requirement and try and get a contract in place before the old one expires.

**ADA Buses (5400029145)** – Portia Davis ([pdavis@mmo.sc.gov](mailto:pdavis@mmo.sc.gov)) published an amendment on January 26, 2026, extending the bid opening to TBD while we take time to address questions we received.



**Type C & D School Buses (540029150)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) held the pre-bid for this solicitation on January 22, 2026, and is preparing responses to questions received.

**Tires (5400029171)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) published an amendment on January 22, 2026, pushing the bid opening date to February 6, 2026, at the request of multiple vendors. The award posting date remains February 20, 2026. As a reminder, the new contracts are slated to include an option for retreads as well.

**Educational Supplies (5400029195)** – Marie Jackson ([omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov)) published Amendment #1 on January 14, 2026, and the bid opening is scheduled for January 30, 2026.

**Appliances & Kitchen Equipment (5400029211)** – Marie Jackson ([omjackson@mmo.sc.gov](mailto:omjackson@mmo.sc.gov)) published Amendment #1 on January 26, 2026, and the bid opening is scheduled for February 11, 2026. This is a reverse auction, so the award(s) won't be posted until February 26, 2026.

**Airport Vegetation Management (5400029216)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) published this solicitation on January 26, 2026. The pre-bid is scheduled for February 6, 2026, and the bid opening for March 16, 2026.



### **Newly Awarded State Term Contracts (STC):**

**Disaster Recovery Hosting Services (5400028029)** – The intent to Award published on October 21, 2025. Contract effective dates are March 15, 2026 - March 14, 2033.

<https://apps.sceis.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400028029>.

If you have any questions or concerns, please contact Randy Barr, Sr., at [rbarr@mmo.sc.gov](mailto:rbarr@mmo.sc.gov).

**Remanufactured Toner Cartridges (5400027356)** – The CPO published their opinion denying all protests on August 14, 2025. An appeal was timely filed so we are once again in a holding pattern while that appeals process plays out.

**Marketing Services (5400028536)** – Ginger Hardee ([gghardee@mmo.sc.gov](mailto:gghardee@mmo.sc.gov)) posted the Intent to Award on November 10, 2025. No protest was received so the contracts became effective on November 21, 2025, with a start date of December 20, 2025.

**Water Activated Pothole Patching (5400028758)** – Michael Speakmon ([mspeakmon@mmo.sc.gov](mailto:mspeakmon@mmo.sc.gov)) issued the Intent to Award on November 24, 2025, and a protest was received that same day. The CPO published their decision on January 23, 2026. There is a 10-day appellate period before Michael can post the new Intent to Award which is scheduled for February 4, 2026.



### **Cooperative Contracts Updates:**

**NASPO Electronic Monitoring** – The lead state of Nevada released solicitation RFP 99SWC-S3474 on January 15, 2026. The scope includes comprehensive electronic monitoring solutions and related services for individuals under supervision. All vendor proposals must be submitted by February 26, 2026. An intent to participate has been posted on SCBO. If you have any questions or concerns, please contact Keva Jones at [kjones@mmo.sc.gov](mailto:kjones@mmo.sc.gov).

## **Training Update – Spring 2026**

The Division of Procurement Services will be offering the following classes in the spring of 2026. Registration for classes opens 30 days before the event. All information will be kept current in [SCOPES](#).



As a reminder, the Division's courses are for government procurement officials in South Carolina only. Further information for suppliers can be found in the [Doing Business With Us](#) section of the Division's website.

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### **Intro to Procurement Code**

This Full-day course focuses on demystifying the code and identifying the requirements most Procurement Officers need to know. Attendance will serve as a foundation for other courses offered, and will benefit Procurement Officers and other agency officials who authorize, process, or review procurements. While this course is designed for state agencies, any public procurement official would benefit from hearing information necessary to properly document procurement files.

**Date:** Thursday, March 5

**Time:** 9 a.m. – 4 p.m.

**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201

**Instructor:** Michael Speakmon

**Cost:** \$100

### **Specifications and Scopes of Work**

Specifications and scopes of work are vital to any solicitation because they will form the basis of the eventual contract. This course defines the procurement officer's role in developing and writing specifications and scopes of work and tips and tricks for ensuring success.

**Date:** Tuesday, February 10 and Wednesday February 11

**Time:** 9 a.m. – 12:30 p.m.

**Location:** online

**Date:** Wednesday, April 8

**Time:** 9 a.m. – 4 p.m.

**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201

**Instructors:** Ellicia Howard and Nakendra Perry

**Cost:** \$100

### **Procurement Ethics**

This course is designed to be a comprehensive overview of how Ethics apply to the procurement function.

**Date:** Wednesday, February 18 and Thursday February 19

**Time:** 9 a.m. – 12:30 p.m.

**Location:** online

**Date:** Tuesday, April 14

**Time:** 9 a.m. – 4 p.m.

**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201

**Instructor:** Kristi Sligh

**Cost:** \$100

### **IFB**

Competitive sealed bidding, also known as invitation for bids, is the preferred acquisition method per the South Carolina Procurement Code. This course is designed to help participants gain a better understanding of the IFB process from development through award.

**Date:** Wednesday, February 25; Tuesday, March 21

**Time:** 9 a.m. – 4 p.m.

**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201  
**Instructor:** Michael Speakmon  
**Cost:** \$100

### RFP

This two-day course provides participants with a time-tested methodology to complete RFPs in compliance with the SC Consolidated Procurement Code. A guideline document, which fully describes the above stated methodology is included.

*Note: Participants must attend both days of training as they are scheduled to receive credit for the course.*

**Date:** Tuesday, March 3 and Wednesday, March 4; Wednesday, April 29 and Thursday, April 30  
**Time:** 9 a.m. – 4 p.m.  
**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201  
**Instructor:** TBD  
**Cost:** \$200

### Contract Administration

This 2-day course provides the guidelines for a standardized approach to establish and administer a contract administration program for South Carolina governmental entities. While this course was developed for state agency Procurement Officers, the course materials can be applied by anyone in governmental procurement.

*Note: Participants must attend both days of training as they are scheduled to receive credit for the course.*

**Date:** Tuesday, March 10 and Wednesday, March 11;  
Wednesday, April 22 and Thursday, April 23  
**Time:** 9 a.m. – 4 p.m.  
**Location:** First Floor Conference Room 1333 Main Street, Columbia, SC 29201  
**Instructor:** Sheila Willis  
**Cost:** \$200

### Acquisition Planning and Market Research

Acquisition Planning & Market Research are vital steps in the procurement process that are all too often overlooked. These steps in the acquisition cycle help agencies ensure they adopt strategies appropriate to the market for the specific supplies or services they are purchasing.

This course is designed to give a comprehensive overview of the acquisition planning and market research process as required by the SC Procurement Code and Regulations.

**Date:** Friday, March 27; Friday, May 8  
**Time:** 9 a.m. – 12:30 p.m.  
**Location:** Online  
**Instructors:** Portia Davis  
**Cost:** \$75

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