

**Palo Alto Networks
Products & Services**
Solicitation Number 5400013452

Contract Period:
07/01/2017 – 06/30/2022

[Contract Terms & Conditions](#)

ITMO Procurement Manager

Kristen Hutto
(803) 737-7685
khutto@mmo.sc.gov

Last Updated: 12/16/2020

AWARDED VENDORS

- [A3 Communications Inc.](#)
- [Bridgetek Solutions, LLC](#)
- [Data Network Solutions, Inc.](#)
- [Encore Technology Group LLC](#)
- [Enterprise IT Solutions, LLC](#)
- [Guidepoint Security](#)
- [Layer 3 Communications, LLC](#)
- [Lockstep Technologies Group](#)
- [Synnex Corporation](#)

CURRENT MSRP LIST

The State has reviewed the product catalog to ensure all products and services included align with the in-scope parameters and exclusions provided in the solicitation. However, inadvertent inclusion of an out-of-scope product or service on any published product catalog should not be considered an alteration of the contract's scope. If a mistake is discovered, Contractors and UGUs should notify the assigned OSP Procurement Manager immediately.

DISCOUNT SCHEDULE

Category	Discount
Category A	28%
Category B	28%
Category C	10%
Category E	0%
Category 0%	0%

HOURLY RATES

Service Type	Hourly Rate
Implementation	\$225
Consulting	\$225
Training	\$225

DO NOT SIGN ANY DOCUMENTS THAT CONTAIN ADDITIONAL TERMS AND CONDITIONS

An independent software licensing agreement has already been entered between the State and the Licensor, Palo Alto Networks, on behalf of South Carolina **Governmental Bodies** (as defined by S.C. Code Ann. § 11-35-310(18), as amended) that governs the rights to use the Software. Contact the Procurement Officer to review the full agreement.

An *Enrollment Agreement for South Carolina Public Entities* must be signed by each South Carolina **Public Procurement Unit** (as defined by S.C. Code Ann. § 11-35-4610(5), as amended) or **Exempted Entity** (S.C. Code Ann. § 11-35-710, as amended) wishing to be a Participant. Contractor must ensure that Public Procurement Units and Exempted Entities complete the applicable enrollment agreement(s), have an authorized party of the Licensor sign, and have an authorized party of the Public Procurement Unit or Exempted Entity countersign. A copy of the fully executed enrollment agreement should be sent to the Licensor, UGU, and Contractor and retained for the duration of Software use.

A3 Communications, Inc.

Contract Number: [4400025089](#)
SC Vendor Number: 7000032663
E-Rate SPIN: 143007309

Point of Contact: Brian Thomas
Remittance Address: 1038 Kinley Road
Irmo, SC 29063

Phone: (803) 932-9915
Mobile: (803) 932-9914
Email: brian.thomas@a3communications.com

BridgeTek Solutions, LLC

Contract Number: [4400019328](#)
SC Vendor Number: 7000207039
E-Rate SPIN: 143037375

Point of Contact: John Semberger
Remittance Address: 744 East Stone Avenue
Greenville SC 29601

Phone: (864) 214-0221
Fax: (864) 380-2214
Email: jsemberger@bridgeteksolutions.com

Data Network Solutions, Inc.

Contract Number: [4400016410](#)
SC Vendor Number: 7000035473
E-Rate SPIN: 143021096

Point of Contact: Fred Reavis
Remittance Address: 629 Lake Tide Drive
Chapin, SC 29036

Phone: (803) 932-9915
Fax: (803) 932-9914
Email: freavis@datanetworksolutions.com

Encore Technology Group, LLC

Contract Number: [4400025090](#)
SC Vendor Number: 7000195727
E-Rate SPIN: 143037152

Point of Contact: Jennifer Stone
Remittance Address: 141 Grace Drive
Easley, SC 29640

Phone: (888) 983-6267
Fax: (864) 438-0263
Email: insidesales@encoretg.com

Enterprise IT Solutions, LLC

Contract Number: [4400016439](#)
SC Vendor Number: 7000182173
E-Rate SPIN: 143049596

Point of Contact: Candace Martin
Remittance Address: 4726A Park Road
Charlotte, NC 28029

Phone: (803) 487-5484
Fax: (888) 818-1114
Email: martinc@eits.com

Guidepoint Security, LLC

Contract Number: [4400019304](#)
SC Vendor Number: 7000215454

Point of Contact: Roger Mathis
Remittance Address: 2201 Cooperative Way, Suite 225
Herndon, VA 20171

Phone: (877) 889-0132 EXT 7100
Email: roger.mathis@guidepointsecurity.com

Layer 3 Communications, LLC

Contract Number: [4400019306](#)
SC Vendor Number: 7000259147
E-Rate SPIN: 143026409

Point of Contact: Robby Woodard
Remittance Address: 1450 Oakbrook Drive, Suite 900
Norcross, GA 30093

Phone: (803) 466-0902
Fax: (770) 225-5298
Email: rwoodard@layer3com.com

Lockstep Technologies Group

Contract Number: [4400019305](#)

SC Vendor Number: 7000172572

Point of Contact: Jessica Wheeler

Phone: (706) 583-2274

Remittance Address: 4550 River Green Parkway, Suite 120
Duluth, GA 30096

Email: contracts@lockstepgroup.com

Synnex Corporation

Contract Number: [4400019307](#)

SC Vendor Number: 7000195899

E-Rate SPIN: 143042973

Point of Contact: E.W. Somers, Jr.

Phone: (864) 349-4374

Remittance Address: 39 Pelham Ridge Drive
Greenville, SC 29615

Fax: (864) 289-4066

Email: eds@synnex.com