Temporary Emergency Juniper Statewide Term Contract

Reseller: Data Network Solutions #4400008215

Contract Effective Dates 04/18/2014 - 06/17/2014

John Walker

4/18/2014

Temporary Emergency Statewide Term Contract for Juniper Network products and services to be sold/distributed by Data Network Solutions Contract number #440008215 .
All Purchase Orders must reference this contract number to be covered under this emergency procurement

Memorandum of Understanding

1.Scope: This MOU covers the procurement of Juniper Data Communications Products and Services for use by state agencies and other entities located in the South Carolina authorized and approved herein by of the state's Chief Procurement Officer for Information Technology .

This temporary Emergency State Wide Term Contract is NOT A FIXED PRICE BID. All Contractual Language found in solicitation 540000657 will be included in this MOU by reference except the following:

1. Any reference to a "Fix Price Bid"
2. Contract Term
3. Reporting Requirement
4. Pricing
5. Contact persons assigned to this Temporary Emergency Contract.

2. Participation: Use of specific cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by South Carolina contracts are subject to the prior approval of the respective State Chief Procurement Officer. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Officer.

3. Modifications or Additions to Agreement:
These modifications or additions apply only to actions and relationships within this agreement

4. MAXIMUM CONTRACT PERIOD - ESTIMATED (Jan 2006)

Start date: 04/18/2014 End date: 06/15/2014 . Dates provided are estimates only. Any resulting contract will begin on the date specified in the notice of award. See clause entitled "Term of Contract - Effective Date/Initial Contract Period". [01-1040-1] The State is in the process of establishing a Statewide Term Contract through the WSCA Data Communications contract and once that contract is established this Emergency contract will be canceled.

5. Reporting Requirement and Administrative Fee

ADMINISTRATIVE FEE
The Information Technology Management Office (ITMO) issues and maintains State term contracts for the benefit of governmental entities within the State of South Carolina. In order to maintain and enhance the quality and quantity of its State term contracts an administrative fee of one percent (1%) of the total actual sales will be assessed of each contractor. Total actual sales will be equal to gross sales less return goods and taxes as stated on the invoice.

The Administrative Fee will be remitted Quarterly in the form of a check to:

The Information Technology Management Office
Attn: Reports Manager
1201 Main Street, Suite 600
Columbia, South Carolina 29201

Each remittance will include the period covered and the contract number. The quarterly administrative fee shall be submitted by the last business day of the month following the end of the calendar quarter. For example, the administrative fee for sales made in Q 1 is due by the end of April.

The Manufacturer will be paying this fee on behalf of all the contract holders awarded a contract.

The Offeror is to sign below that they have read and understand the requirements for the administrative fee and Juniper Network Inc will prepare all reports and pay all administrative fee on behalf of each reseller to the Information Technology Management Office. Each report will identify sales volume by reseller and Contract number.

Fred Reavis

Authorized Signature **Printed Name**

6. Pricing Business Model:

Discount off of Manufacturers List Price

The State of South Carolina will only award contracts under this MOU to those vendors who are authorized Juniper resellers and are willing to honor the discount off of Junipers List Price that is reflected below. Resellers are encouraged to offer greater discounts but this discount listed below is the minimum discount to be offered under this MOU.

The following discounts will apply to all order processed under this Emergency Contract. The Emergency Contract number must be on all orders processed under this contract.

Estimated Juniper Products and Services Sold	Minim Discounts	Offerors Discount
Juniper Network Software	45%	45 %
Juniper Optical Networking	45%	45 %
Juniper Routers	45%	45 %
Juniper Security Products	45%	45 %
Juniper Storage Networking	45%	45 %
Juniper Wireless Products	45%	45 %

Distributor/ Reseller Services The State has determined an hourly rate for the services to be provided by the Distributers/Resellers. This amount is the maximum the state will pay for these services. Offerors are encouraged to give a lowest hourly rate possible for these services.

JNCIA - The Juniper Networks Certified Internet Associates		
	Published Rate	Offerors hourly rate
Implementation Services • **Minimum Requirement** ○ **JNCIA Certification or1 year experience**	**$150.00**	$ 150
Network Architect • **Minimum Requirement** ○ **JNCIA Certification or years' experience**	**$200.00**	$ 200
Training Services • **Minimum Requirement** ○ **Knowledge transfer JNICA or 1 year experience**	**$150.00**	$ 150

7. Primary Contacts: The primary contact individuals for this MOU are as follows (or their named successors):

Juniper

Name	Roxanne Bieniek
Address	10 Technology Park Drive, Westford, Massachusetts 01886
Telephone	(978) 589-0636
Fax	(978) 589-0800
E-mail	rbieniek@juniper.net

SC Juniper

Name	Rebeka Clifton
Address	
Telephone	(919)-618-8411
Fax	
E-mail	rclifton@juniper.net

ITMO

Name	John L. Walker
Address	1201 Main St Suite 601, Information Technology Management Office , Columbia SC 29201
Telephone	803-896-0670
Fax	803-737-0102
E-mail	Jwalker@mmo.sc.gov

Reseller /Juniper Partner

Contract Number	4400008215 Attn: Fred Reavis
Name	Data Network Solutions, Vendor # 70003473
Address	629 Lake Tide Drive, Chapin SC, 29036
Telephone	803-932-9915
Fax	903-932-9914
E-mail	fred.reavis@dnsconinc.com

8. Authorized Resellers; All resellers/ dealers authorized under this MOU will be issued a contract number as shown above. The above reseller /dealer's participation will be in accordance with the terms and conditions set forth in this MOU..

9. Orders: Any Order placed by a Purchasing Entity for a Product and/or Service available from this MOU shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the MOU unless the parties to the Order agree in writing that another contract or agreement applies to such Order.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Procurement Officer	Contractor: Data Network Solutions
By:	By:
Name: John L. Walker, CPPO CPPB	Name: Fred Reavis
Title: Procurement Manager	Title: President
Date:	Date: 4-15-2014

JUSTIFICATION FOR
EMERGENCY PROCUREMENT

Based upon the following determination, the proposed procurement action described below is being procured pursuant to the authority of Section 11-35-1570 of the South Carolina Procurement Code and 19-445.2110 of the Rules and Regulations, 1976 South Carolina Code of Laws.

Under the authority of the CPO of the Information Technology Management Office and the attached Memorandum of Understanding (MOU) The State authorizes State agencies, Political Subdivisions and other governmental unites to purchase Aruba products under this temporary emergency Statewide Term Contract. The MOU will be in place until June 15, 2014 or upon the finalized WSCA Participation Addendum and a contract is established under WSCA Master Agreement # AR608.

As an emergency procurement from the following authorized Aruba Reseller/Distributer

Temporary Emergency Contract Number 4400008212 Attn Fred Reavis
Resellers/Distributers Data Network Solutions
629 Lake Tide Drive Chapin, SC 29036

The basis for this emergency determination is:

In order to fulfill the needs of using agencies for Aruba Network products, ITMO has researched the recently expired contract as well as the new WSCA contract and has determined that the pricing offered under the WSCA Data Communication Contract is the most advantageous for State Agencies. The effective date of the WSCA Contract is June 1, 2014. ITMO received approval from Aruba in the attached letter authorizing the pricing under the new WSCA Contract to begin immediately. Due to Statewide Term Contract # 4400006829 expiring January 22, 2014 and the Procurement Manager assigned to this contract being on loan to the SCEIS Upgrade Project coupled with the current workload in ITMO, there was not enough time to solicit for a new contract. ITMO has requested and received approval from the CPO to create a "Temporary Emergency Contract" with the top SC Resellers/Distributers of Aruba Network Products. All orders processed under this emergency shall reference the appropriate Resellers/Distributers Contract number.

04/18/2014
DATE

Information Technology Management Office
GOVERNMENTAL BODY

AUTHORIZED SIGNATURE

Chief Procurement Officer
TITLE

NOTES:
(1) Enter description of goods or services to be procured.
(2) Enter name of emergency contractor.
(3) Enter the determination and basis for emergency procurement.

THE DRUG FREE WORK PLACE ACT APPLIES TO ALL EMERGENCY PROCUREMENTS OF $50,000 OR GREATER

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