



Government Support Services – Contracting
100 Enterprise Place
Suite # 4
Dover, DE 19904-8202

March 2, 2010

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: WILLIAM W. PICKRUM
DEPUTY DIRECTOR
302-857-4501

SUBJECT: **AWARD NOTICE – Addendum # 4 as of July 12, 2010**
CONTRACT NO. GSS09579-DATACOMM
DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM
MAINTENANCE & TRAINING

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KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT:

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REF: Title 29, Chapter 6911(d) Delaware Code. Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, Department of Elections, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

2. CONTRACT PERIOD:

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Each contractor's contract shall be valid through May 31, 2012. Each contract may be renewed for one (1) additional two (2) year period through negotiation between the contractor, the State of Utah and the State of Delaware's Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

3. VENDORS:

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Contract # GSS09579-DATACOMV01

State of Utah Contract Number: [AR229](#)

FEIN: 77-0559888

Juniper Networks (US), Inc.

Attn: Gareth Owen

1194 N. Mathilda Avenue

Sunnyvale, CA 94089-1206

Phone: (888) 586-4737

Fax: (408) 745-2100

Email: gowen@juniper.net

Website: <http://www.juniper.net/us/en/solutions/public-sector/state-local-government/>

For ordering information, contact:

[Caroline Rinker](#) or [Roxanne Bieniek](#).

Contract # GSS09579-DATACOMV02

State of Utah Contract Number: [AR214](#)

FEIN: 77-0431154

Brocade Communication Systems, Inc.

Attn: Rich LeSueur

1745 Technology Drive

San Jose, CA 95110-1310

Phone: (801) 319-2956

Fax: (801) 254-7233

Email: rlesueur@brocade.com

Website: www.brocade.com

Contract # GSS09579-DATACOMV03

State of Utah Contract Number: AR1470

FEIN: 042797263

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Enterasys Networks, Inc.
Attn: Julie Hale
50 Minuteman Road
Andover, MA 01810-1008
Phone: (978) 684-1760
Fax: (978) 684-1069
Email: jhale@enterasys.com
Website: <http://www.enterasys.com/solutions/verticals/government/state/ut8824.aspx>

Contract # GSS09579-DATACOMV04

State of Utah Contract Number AR-233
FEIN: 77-0059951
Cisco Systems, Inc.
Attn: Steve Bradley or Angelene Feril
301 Lindenwood Drive
Suite 210
Malvern, PA 19355-1758
Phone: (610) 695-6204 or (610) 212-9831 or (408) 424-0712
Email: sbroadle@cisco.com or aferil@cisco.com
Website: <http://www.cisco.com/web/strategy/government/wsca/index.html>

Cisco Fulfillment Partners (See Appendix B)

Contract # GSS09579-DATACOMV06

State of Utah Contract Number AR-1466
FEIN: 75-2016914
Alcatel USA Marketing, Inc.
Attn: Patrick Stewart
3400 Plano Parkway
Mail Stop SS01
Plano, TX 75075-8011
Phone: (972) 477-0332 or (214) 632-1791
Fax: (972) 477-1314
Email: patrick.stewart@alcatel-lucent.com
Website: http://www.aboutwsca.org/contracts/DataComm2_Alcatel.cfm

4. SHIPPING TERMS:

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F.O.B. destination – Freight Prepaid

5. DELIVERY AND PICKUP:

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30 days ARO

6. PRICING:

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Prices will remain firm for the term of the contract period.

ADDITIONAL TERMS AND CONDITIONS

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7. BILLING:

The successful vendor is required to **"Bill as Shipped" to the respective ordering agency(s).** Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

8. PAYMENT:

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

9. PRODUCT SUBSTITUTION:

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

10. ORDERING PROCEDURE:

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

11. HOLD HARMLESS:

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

12. NON-PERFORMANCE:

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

13. FORCE MAJEURE:

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen

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catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

14. AGENCY'S RESPONSIBILITIES:

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.

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Appendix A – WSCA Contract Links

Juniper Networks WSCA contract: http://www.aboutwsca.org/documents/Juniper_FullContract.pdf

Brocade WSCA contract: http://www.aboutwsca.org/documents/Foundry_ContractAR214.pdf

Enterasys Networks WSCA contract: http://www.aboutwsca.org/documents/Enterasys_ContractAR1470.pdf

Cisco Systems WSCA contract: http://www.aboutwsca.org/documents/Cisco_Contract.pdf

Alcatel WSCA contract: http://www.aboutwsca.org/documents/Alcatel_Amended_Contract_92009.pdf

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Appendix B – Cisco Certified Partners<http://www.cisco.com/web/strategy/government/wsca/states/delaware/partners.html>

Core BTS Inc. FEIN: 20-3873764 757 Springdale Dr Exton, PA 19341-2829 Phone :484-875-3232 Toll Free :-- Fax :317-573-1665 http://www.corebts.com <u>Customer Order:</u> Bill Ringler 757 Springdale Rd. Exton, PA 19341-2829 Phone :484-875-3235 Toll Free :-- Fax :317-573-1665 Bill.Ringler@corebts.com		<u>Customer Service:</u> Bob Sensenig Sr. Vice President 757 Springdale Rd. Exton, PA 19341-2829 Phone :484-875-3232 Toll Free :-- Fax :610-288-6201 robert.sensenig@corebts.com <u>Remittance:</u> Marivic Ehlers A/R & Collections Supervisor 4419 Solutions Center Chicago, IL 60677-4004 Phone :317-566-6214 Toll Free :-- Fax :317-573-1675 marivic.ehlers@corebts.com	
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	0.00%	35.00%
SMARTnet Maintenance 1-Year	10.00%	0.00%	10.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	0.00%	17.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	0.00%	35.00%
Education SMARTnet 1-Year	10.00%	0.00%	10.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	0.00%	17.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

Basic Installation and Configuration:

Tier 1: Price for Core BTS Inc. Basic Install and Config Services (Regular/junior level engineer)

tbd

Hourly fee

Tier 1: Price for Core BTS Inc. Basic Install and Config Services (Regular/junior level engineer)

tbd

Overtime hourly fee

Tier 2: Price for Core BTS Inc. Basic Install and Config Services

tbd

Hourly fee

Tier 2: Price for Core BTS Inc. Basic Install and Config Services

tbd

Overtime hourly fee

ePlus Technology, Inc. FEIN: 54-1904151 13595 Dulles Technology Drive Herndon, VA 20171-3413	<u>Customer Service:</u> Darren Raiguel VP, Public Sector 130 Futura Drive
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Phone :703-984-8400 Toll Free :800-677-5677 Fax :703-984-8600 http://www.eplus.com <u>Customer Order:</u> Melissa Dawson 130 Futura Drive Pottstown, PA 19464-3480 Phone :610-495-1245 Toll Free :800-215-2227 Fax :610-495-1208 mdawson@eplus.com		Pottstown, PA 19464-3480 Phone :610-495-1266 Toll Free :800-215-2227 Fax :484-791-6166 draiquel@eplus.com <u>Remittance:</u> Norman Librea Accounts Receivable Manager 13595 Dulles Technology Drive Herndon, VA 20171-3413 Phone :703-984-8144 Toll Free :800-677-5677 Fax :703-984-8744 nlibrea@eplus.com	
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	3.00%	38.00%
SMARTnet Maintenance 1-Year	10.00%	2.00%	12.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	0.00%	17.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	3.00%	38.00%
Education SMARTnet 1-Year	10.00%	15.00%	25.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	8.00%	25.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

Basic Installation and Configuration:

Tier 1: Price for ePlus Technology, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$175.00	Hourly fee
Tier 1: Price for ePlus Technology, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$262.50	Overtime hourly fee
Tier 2: Price for ePlus Technology, Inc. Basic Install and Config Services	\$350.00	Hourly fee
Tier 2: Price for ePlus Technology, Inc. Basic Install and Config Services	\$525.00	Overtime hourly fee

Integration Logistics, Inc. FEIN: 20-2510595 110 Carson Dr. Bear, DE 19701-1319 Phone :302-832-7300 Toll Free :877-861-7300 Fax :302-832-7306 http://www.il-llc.com <u>Customer Order:</u> Lori Lake 110 Carson Drive Bear, DE 19701-1319		<u>Customer Service:</u> Mike Olivere Infrastructure Services Director 110 Carson Drive Bear, DE 19701-1319 Phone :302-547-6274 Toll Free :877-861-7300 Fax :302-832-7306 mike.olivere@il-llc.com <u>Remittance:</u> Liz Wilson CFO	
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DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM MAINTENANCE & TRAINING

Phone :302-824-8694 Toll Free :877-861-7300 Fax :302-832-7306 lori.lake@il-llc.com	110 Carson Drive Bear, DE 19701-1319 Phone :302-918-1022 Toll Free :877-861-7300 Fax :302-832-7306 liz.wilson@il-llc.com		
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	0.00%	35.00%
SMARTnet Maintenance 1-Year	10.00%	0.00%	10.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	0.00%	17.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	0.00%	35.00%
Education SMARTnet 1-Year	10.00%	0.00%	10.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	0.00%	17.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

Basic Installation and Configuration:

Tier 1: Price for Integration Logistics, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$100.00	Hourly fee
Tier 1: Price for Integration Logistics, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$150.00	Overtime hourly fee
Tier 2: Price for Integration Logistics, Inc. Basic Install and Config Services	\$130.00	Hourly fee
Tier 2: Price for Integration Logistics, Inc. Basic Install and Config Services	\$195.00	Overtime hourly fee

Kratos Defense & Security Solutions, Inc. FEIN: 51-0261462 1100 First State Blvd. Newport, DE 19804-3550 Phone :302-992-7950 Toll Free :-- Fax :302-992-7958 http://kratosdefense.com <u>Customer Order:</u> Jim Arizini 1100 First State Blvd. Newport, DE 19804-3550 Phone :302-992-7950 Toll Free :-- Fax :302-992-7958 jim.arizini@kratosdefense.com	<u>Customer Service:</u> Retta Tansley Collections 1100 First State Blvd. Newport, DE 19804-3550 Phone :302-992-7950 Toll Free :-- Fax :302-992-7958 jim.arizini@kratosdefense.com <u>Remittance:</u> Dave Washabaugh Comptroller 1100 First State Blvd. Newport, DE 19804-3550 Phone :302-992-7950 Toll Free :-- Fax :302-992-7958 dave.washabaugh@kratosdefense.com		
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	0.00%	35.00%

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SMARTnet Maintenance 1-Year	10.00%	0.00%	10.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	0.00%	17.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	0.00%	35.00%
Education SMARTnet 1-Year	10.00%	0.00%	10.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	0.00%	17.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

Basic Installation and Configuration:

Tier 1: Price for Kratos Defense & Security Solutions, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$100.00	Hourly fee
Tier 1: Price for Kratos Defense & Security Solutions, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$150.00	Overtime hourly fee
Tier 2: Price for Kratos Defense & Security Solutions, Inc. Basic Install and Config Services	\$130.00	Hourly fee
Tier 2: Price for Kratos Defense & Security Solutions, Inc. Basic Install and Config Services	\$195.00	Overtime hourly fee

MTM Technologies, Inc. FEIN: 13-3354896 590 Century Boulevard Wilmington, DE 19808-6272 Phone :302-633-9800 Toll Free :888-400-6862 Fax :302-633-9819 http://www.mtm.com <u>Customer Order:</u> Brian Shuba 1675A South State Dover De. 19901-5140 Phone :302-744-2250 Toll Free :-- Fax :302-735-3373 Bshuba@MTM.com		<u>Customer Service:</u> Kevin Krick Vice President, National Service Operations 1200 High Ridge Road Stamford, CT 06905-1223 Phone :314-575-3618 Toll Free :888-400-6862 Fax :314-775-0801 kkrick@mtm.com <u>Remittance:</u> Liz Dichiara Director of Accounts Payable P. O. Box 27982 New York, NY 10087-7982 Phone :888-400-6862 Toll Free :888-400-6862 Fax :212-301-4345 Ldichiara@mtm.com	
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	0.00%	35.00%
SMARTnet Maintenance 1-Year	10.00%	0.00%	10.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	0.00%	17.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	0.00%	35.00%
Education SMARTnet 1-Year	10.00%	0.00%	10.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	0.00%	17.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

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Basic Installation and Configuration:

Tier 1: Price for MTM Technologies, Inc. Basic Install and Config Services (Regular/junior level engineer)	tbd	Hourly fee
Tier 1: Price for MTM Technologies, Inc. Basic Install and Config Services (Regular/junior level engineer)	tbd	Overtime hourly fee
Tier 2: Price for MTM Technologies, Inc. Basic Install and Config Services	tbd	Hourly fee
Tier 2: Price for MTM Technologies, Inc. Basic Install and Config Services	tbd	Overtime hourly fee

Presidio Networked Solutions, Inc. FEIN: 58-1667655 7601 Ora Glen Drive, Suite 100 Greenbelt, MD 20770-3620 Phone :301-313-2000 Toll Free :800-452-6926 Fax :301-313-2400 http://www.presidio.com <u>Customer Order:</u> Mike Kelly 555 E. North Lane, Suite 5045, Conshohocken, PA 19428-2248 Phone :610-684-2919 Toll Free :-- Fax :301-313-2400 mkelly@presidio.com	<u>Customer Service:</u> Gene Cowden Executive VP 555 E. North Lane, Suite 5045, Conshohocken, PA 19428-2248 Phone :610-684-2950 Toll Free :-- Fax :-- gcowden@presidio.com <u>Remittance:</u> Tom Hitselberger VP Finance and Operations 7601 Ora Glen Drive, Suite 100 Greenbelt, MD 20770-3620 Phone :301-313-2180 Toll Free :-- Fax :-- thitselberger@presidio.com		
Partner Discounts	WSCA Discount	Additional Fulfillment Partner Discounts	Total Discount
Products	35.00%	4.00%	39.00%
SMARTnet Maintenance 1-Year	10.00%	8.00%	18.00%
SMARTNET Maintenance 3-Year (Prepaid)	17.00%	5.00%	22.00%
AS/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%
Education Products	35.00%	4.00%	39.00%
Education SMARTnet 1-Year	10.00%	15.00%	25.00%
Education SMARTnet 3-Year (Prepaid)	17.00%	13.00%	30.00%
Education As/Training/Professional Services (if applicable)	10.00%	0.00%	10.00%

Basic Installation and Configuration:

Tier 1: Price for Presidio Networked Solutions, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$185.00	Hourly fee
Tier 1: Price for Presidio Networked Solutions, Inc. Basic Install and Config Services (Regular/junior level engineer)	\$277.50	Overtime hourly fee
Tier 2: Price for Presidio Networked Solutions, Inc. Basic Install and Config Services	\$225.00	Hourly fee
Tier 2: Price for Presidio Networked Solutions, Inc. Basic	\$337.50	Overtime hourly fee

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Install and Config Services