STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

January 22, 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 # 7 as of September 1, 2010**
CONTRACT NO. GSS09579-DATACOMM
DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM MAINTENANCE & TRAINING

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OF
KEY CONTRACT INFORMATION

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GOVERNMENT SUPPORT SERVICES – CONTRACTING
100 ENTERPRISE PLACE – SUITE 4 – DOVER, DE 19904-8202
PHONE: (302) 857-4550 – FAX: (302) 739-3779 – GSS.OMB.DELAWARE.GOV

Award Notice
Contract No.: GSS09579-DATACOMM
Data Communications Equipment and Associated OEM Maintenance & Training

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.

3. VENDORS:

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Contract # GSS09579-DATACOMV06 State of Utah Contract Number AR-1466 FSF ID: 0000017043 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
Contract # GSS09579-DATACOMV02 State of Utah Contract Number: AR214 FSF ID: 0000040269 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: https://www.foundrynet.com/secure/sfiles/wsca/
Contract # GSS09579-DATACOMV04 State of Utah Contract Number AR-233 FSF ID: 0000035856 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: stbradle@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-DATACOMV03 State of Utah Contract Number: AR1470 FSF ID: 837 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-DATACOMV01 State of Utah Contract Number: AR229 FSF ID: 0000047993 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.

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 year.

Alcatel-Lucent: http://www.alcatel-lucentbusinessportal.com/state/wsca/Alcatel-Lucent_DataProducts-WSCA-July2009.pdf
http://www.alcatel-lucentbusinessportal.com/state/wsca/Alcatel-LucentVoiceProducts-WSCA-July2009.pdf
Brocade: https://www.foundrynet.com/secure/sfiles/wsca/wsca-price-list-03-10.xls
Enterasys Networks: http://www.aboutwsca.org/documents/Enterasys_DisountPricing.doc

Juniper Networks: http://www.aboutwsca.org/documents/Juniper_DisountPricing.doc

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. REQUIREMENTS:

Insert Information

12. 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.

13. 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.

14. 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 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.

15. AGENCY'S RESPONSIBLIITIES:

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.

c. When an ordering agency first experiences a relatively minor problem or difficulty with a vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.

d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency or GSS - Contracting must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.

e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible. http://gss.omb.delaware.gov/divisionwide/forms.shtml.

APPENDIX A - WSCA CONTRACT LINKS

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

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

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

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

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

APPENDIX B – BUSINESS PARTNERS/RE-SELLERS

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Alcatel-Lucent http://www.alcatel-lucentbusinessportal.com/state/?view=wsca
Brocade https://www.foundrynet.com/secure/sfiles/wsca/WSCA-Brocade-Resellers-6-28-10.pdf
Cisco http://www.cisco.com/web/strategy/government/wsca/states/delaware/partners.html
Enterasys Networks http://www.enterasys.com/partners/find-partners.aspx
Juniper Networks http://www.juniper.net/us/en/how-to-buy/wsca/wsca-authorized-vars.xls