



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, GOVERNMENT SUPPORT SERVICES  
302-857-4501

SUBJECT: **AWARD NOTICE – Addendum # 10, Effective June 1, 2012**  
**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, 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.

**This contract has been extended two years, through May 31, 2014.**

**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](mailto:patrick.stewart@alcatel-lucent.com)

Website: [http://www.aboutwsca.org/contracts/DataComm2\\_Alcatel.cfm](http://www.aboutwsca.org/contracts/DataComm2_Alcatel.cfm)

Authorized partners: <http://www.alcatel-lucentbusinessportal.com/state/?view=wsca>

**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](mailto:rlesueur@brocade.com)

Website: <https://www.foundrynet.com/secure/sfiles/wsca/>

Servicing Subcontractors: <https://www.foundrynet.com/secure/sfiles/wsca/WSCA-Brocade%20Resellers-03-16-11.pdf>

**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](mailto:stbradle@cisco.com) or [aferyl@cisco.com](mailto:aferyl@cisco.com)

Website: <http://www.cisco.com/web/strategy/government/wsca/index.html>

Locate a Cisco Partner: <http://tools.cisco.com/WWChannels/LOCATR/openBasicSearch.do>

**Cisco Fulfillment Partners (See Appendix B)**

**Contract # GSS09579-DATACOMV03**

State of Utah Contract Number: AR1470

FSF ID: 0000000837

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](mailto:jhale@enterasys.com)

Website: <http://www.enterasys.com/solutions/verticals/government/state/ut8824.aspx>

Authorized Resellers/Partners: <http://www.enterasys.com/partners/find-partners.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](mailto:gowen@juniper.net)

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

List of authorized VARs: <http://www.juniper.net/us/en/how-to-buy/wsca/appendix-l-servicing-subcontractorsaugust272010.xls>

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/?view=wsca>

Brocade: <https://www.foundrynet.com/secure/sfiles/wsca/wsca-price-list-03-10.xls>

Enterasys Networks: [http://www.aboutwsca.org/documents/Enterasys\\_DisountPricing.doc](http://www.aboutwsca.org/documents/Enterasys_DisountPricing.doc)

Juniper Networks: [http://www.aboutwsca.org/documents/Juniper\\_DisountPricing.doc](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. 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 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.
- 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](http://www.aboutwsca.org/documents/Alcatel_Amended_Contract_92009.pdf)

Brocade WSCA contract: [http://www.aboutwsca.org/documents/Foundry\\_ContractAR214.pdf](http://www.aboutwsca.org/documents/Foundry_ContractAR214.pdf)

Cisco Systems WSCA contract: [http://www.aboutwsca.org/documents/Cisco\\_Contract.pdf](http://www.aboutwsca.org/documents/Cisco_Contract.pdf)

Enterasys Networks WSCA contract:  
[http://www.aboutwsca.org/documents/Enterasys\\_ContractAR1470.pdf](http://www.aboutwsca.org/documents/Enterasys_ContractAR1470.pdf)

Juniper Networks WSCA contract: [http://www.aboutwsca.org/documents/Juniper\\_FullContract.pdf](http://www.aboutwsca.org/documents/Juniper_FullContract.pdf)

**APPENDIX B - PARTNERS/RESELLERS**

<b>Alcatel-Lucent</b>	<b>Brocade Communication Systems, Inc.</b>
<p>Morse Communications, Inc. GSS09579-DATACOMMV07 FSF ID# 0000032951 Attn: Pete Wright 395 East Dr Melbourne, FL 32904-1030 888-667-7326 or 321-259-8469 <a href="mailto:pwright@morsecom.com">pwright@morsecom.com</a> <a href="http://www.morsecom.com">www.morsecom.com</a></p> <p>Onix Networking Corporation GSS09579-DATACOMMV08 FSF ID# 0000021742 Attn: Dana Kuan 26931 Detroit Rd Westlake, OH 44145-2371 202-546-6490 <a href="mailto:dana@onixnet.com">dana@onixnet.com</a> <a href="http://www.onixnet.com">www.onixnet.com</a></p> <p>Perficient, Inc. GSS09579-DATACOMMV09 FSF ID# 0000092780 Attn: James Reiley 222 Valley Creek Blvd. Suite 100 Exton, PA 19341-2385 610-864-6352 <a href="mailto:jimmy.reiley@perficient.com">jimmy.reiley@perficient.com</a> <a href="http://www.perficient.com">www.perficient.com</a></p>	<p>Continental Resources, Inc GSS09579-DATACOMMV10 FSF ID# 0000092840 Attn: Robert Diorio 5000 Atrium Way Suite 2 Mt. Laurel, NJ 08054-3962 856-234-5100, Ext 3979 <a href="mailto:rdiorio@conres.com">rdiorio@conres.com</a> <a href="http://www.conres.com">www.conres.com</a></p>

**Cisco Systems, Inc.**

<p><a href="#">Compucom Systems, Inc.</a>          GSS09579-DATACOMMV11          FSF ID# 0000022686          Attn: Joanne Anderson or Debra Smith          1225 Forest Parkway          Suite 500          Paulsboro, NJ 08066          800-488-1723 or 856-224-5100  <a href="mailto:joanne.anderson@compucom.com">joanne.anderson@compucom.com</a> or  <a href="mailto:debra.smith@compucom.com">debra.smith@compucom.com</a>  <a href="http://www.compucom.com">www.compucom.com</a></p>	<p>Kratos Defense &amp; Security Solutions, Inc.          GSS09579-DATACOMMV14          FSF ID# 0000025731          Attn: Fred Thomas          1100 First State Blvd.          Newport, DE 19804-3550          800-247-2943 or 302-992-7950          302-992-7958 fax  <a href="mailto:fed.thomas@kratosdefense.com">fed.thomas@kratosdefense.com</a>  <a href="http://www.kratosdefense.com">www.kratosdefense.com</a></p>
<p><a href="#">Core BTS, Inc.</a>          GSS09579-DATACOMMV12          FSF ID# 0000039685          Attn: Bill Ringler or Robert J. Sensenig          757 Springdale Drive          Suite 240          Exton, PA 19341-2829          484-875-3235 or 484-875-3232  <a href="mailto:bill.ringler@corebts.com">bill.ringler@corebts.com</a> or  <a href="mailto:robert.sensenig@corebts.com">robert.sensenig@corebts.com</a>  <a href="http://www.corebts.com">www.corebts.com</a></p>	<p><a href="#">MTM Technologies, Inc.</a>          GSS09579-DATACOMMV15          FSF ID# 0000002776          Attn: Brian Shuba          590 Century Boulevard          Wilmington, DE 19808-6272          302-633-9800          302-633-9819 fax  <a href="mailto:bshuba@mtm.com">bshuba@mtm.com</a>  <a href="http://www.mtm.com">www.mtm.com</a></p>
<p>ePlus Technology, Inc.          GSS09579-DATACOMMV13          FSF ID# 0000040210          Attn: Steven Mencarini          13595 Dulles Technology Drive          Herndon, VA 20171-3413          703-984-8400          703-984-8600 fax  <a href="mailto:smencarini@eplus.com">smencarini@eplus.com</a>  <a href="http://www.eplus.com">www.eplus.com</a></p>	<p>Presidio Networked Solutions, Inc.          GSS09579-DATACOMMV16          FSF ID# 0000035850          Attn: Jackie Arnett          7601 Ora Glen Drive, Suite 100          Greenbelt, MD 20770-3620          800-452-6926          301-313-2400  <a href="mailto:jarnett@presidio.com">jarnett@presidio.com</a>  <a href="http://www.presidio.com">www.presidio.com</a></p>

<b>Enterasys Networks, Inc.</b>	<b>Juniper Networks (US), Inc.</b>
<p>Siemens Enterprise Communications GSS09579-DATACOMMV17 FSF ID# 0000020246 Penn Center West 2, 4th Floor Pittsburgh, PA 15276-0101 412-787-4553 <a href="http://www.siemens-enterprise.com">www.siemens-enterprise.com</a></p>	<p>Data Networks of America GSS09579-DATACOMMV18 FSF ID# 0000029964 Attn: Rick Fiarhurst 309 International Circle Ste 120 Hunt Valley, MD 21030-1370 800-283-6387, Ext 3020 or 410-823-3000, Ext 3020 410-823-0132 fax <a href="mailto:rfairhurst@datanetworks.com">rfairhurst@datanetworks.com</a> <a href="http://www.datanetworks.com">www.datanetworks.com</a></p> <p>Right! Systems, Inc. GSS09579-DATACOMMV19 FSF ID# 00000 Attn: Julie Castronuevo 2600 Willamette Dr, NE Ste C Lacey, WA 98516-1313 800-571-1717, Ext 2380 or 360-956-0414 360-956-0336 fax <a href="mailto:insidesales@rightsys.com">insidesales@rightsys.com</a> or <a href="mailto:juliec@rightsys.com">juliec@rightsys.com</a> <a href="http://www.rightsys.com">www.rightsys.com</a></p> <p>Verizon Business GSS09579-DATACOMMV20 FSF ID# 0000039576 Attn: John McNamara 52 E Sweedsford Rd, Floor 2 Frazer, PA 19355-1488 610-304-4224 <a href="http://www.verizonbusiness.com/us/">http://www.verizonbusiness.com/us/</a></p>