



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

November 1, 2013

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

FROM: MICHAEL BACU
STATE CONTRACT PROCUREMENT OFFICER
302-857-4522

SUBJECT: **AWARD NOTICE**
CONTRACT NO. GSS13441-DATA_CBL
Data and Voice Structured Cabling

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KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT

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

Each contractor's contract shall be valid for a two (2) year period from November 1, 2013 through October 31, 2015. Each contract may be renewed for three (3) additional one (1) year periods through negotiation between the contractor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

3. VENDORS

<p>Arugie Enterprises Corp. dba: ARG Communications 612 S. Colonial Ave, Ste A. Wilmington, DE 19805</p> <p>Angel Jernoske Phone: 302-225-2000 Fax: 302-225-2010 angel@whyarg.com</p> <p>GSS13441-DATA_CBLV01 FSF ID#: 0000000456</p>	<p>Assurance Media 590 Century Blvd, Suite B. Wilmington, DE 19808</p> <p>Brian Jester Phone: 302-892-3540 Fax: 866-246-1153 jester@assurancemediacom</p> <p>GSS13441-DATA_CBLV02 FSFID#: 0000020739</p>	<p>Battaglia Electric, Inc. dba: Battaglia Integrated Technologies 11 Industrial Boulevard New Castle, DE 19720</p> <p>Scott Rees Phone: 302-325-5722 Fax: 302-325-6108 srees@battag.com</p> <p>GSS13441-DATA_CBLV03 FSF ID#: 0000025817</p>
<p>Bluestone Communications, Inc. 780C Primos Ave. Folcroft, PA 19302</p> <p>Rich Gibbons Phone: 610-237-8880 Fax: 610-237-8801 rgibbons@bluestonecomm.com</p> <p>GSS13441-DATA_CBLV04 FSF ID#: 0000006734</p>	<p>KCI Construction Services dba: KCI Communications Infrastructure 921 Mercantile Drive, Suite H. Hannover, MD 21706</p> <p>Kenneth J. Harmel Phone: 410-309-7902 Fax: 410-309-1089 Ken.harmel@kci.com</p> <p>GSS13441-DATA_CBLV06 FSF ID#: 0000189362</p>	<p>Tangent Cable Systems, Inc. 3700 Washington Avenue Wilmington, DE 19808</p> <p>Chad Myers Phone: 302-994-4104 Fax: 302-994-4105 cmyers@tangentcable.com</p> <p>GSS13441-DATA_CBLV07 FSF ID#: 0000027967</p>

The Telephone Man, Inc. 301 Industrial Drive Avondale, PA 19311 Linda Mister Phone: 610-268-0277, ext 305 Fax: 610-268-2157 accounts-payable@ttm1.com GSS13441-DATA_CBLV08 FSF ID#: 0000018225	Tricomm Services Corp. 604 Interchange Blvd. Newark, DE 19711 Gene Conway Phone: 302-454-2975 Fax: 302-454-1258 info@tricommcop.com GSS13411-DATA_CBLV09 FSF ID#: 0000014199	Under/Comm, Inc. 198 Mullet Run Milford, DE 19963 Dave Hermansader Phone: 302-424-1554 Fax: 302-424-4478 dave@undercomm.com GSS13441-DATA_CBLV10 FSF ID#: 0000030544

Awarded Categories (see paragraph 7 below)

Vendor	General Structured Cabling	DelDot Fiber Optic	DTI Dark Finer
ARG Communications	X		
Assurance Media	X	X	X
Battaglia	X	X	X
Bluestone	X	X	X
KCI	X	X	
Tangent	X		
Telephone Man	X		
Tricomm	X	X	X
Under/Comm	X		

4. SHIPPING TERMS

F.O.B. destination; freight pre-paid.

5. PRICING

Prices will remain firm for the contract term.

See separate Pricing Spreadsheet for detailed pricing.

6. SCOPE

This agreement is for structured cabling systems required to support Voice, Data, and imaging applications within State-owned and leased office facilities. These requirements encompass all materials, design, engineering, installation, supervision, and training services for a Structured Cabling System.

7. CATEGORIES OF WORK

A. General Structured Cabling

Provide a universal and flexible cabling system for workstations, conference rooms, and laboratories. Cabling system must be multi- functional and provide service for telephones, computers, fax machines, LANs, WANs, broad band fiber optic and coaxial systems (CATV,

SATV, CCTV.), Data Centers, computer-aided design workstations, Audio Video systems (AV), and other technologies.

B. DelDOT Fiber Optic

The department of transportation performs state wide outside plant fiber installations. These runs can vary in length from approx. 200 feet to 20,000 feet and are generally on state highways/roadway thus requiring adherence to all state safety and OSHA rules. This work may include implementation of hand holes, conduits, backhoe work, trenching and boring. With this section of the contract, the contractor is expected to work closely with the Department's Fiber Optic Committee providing quotes, emergency services, and recommendation and in some incidences design reviews.

C. DTI Dark Fiber

The State utilizes a combination of State fiber, leased fiber and copper based services and leased dark fiber. Expanding the State's use of dark fiber is needed to meet the State's network connectivity needs and to allow the State to serve as a primary customer for the purposes of expanding and diversifying connectivity options for businesses and residences across the State.

8. PUBLIC WORKS REQUIREMENTS

Agencies requesting work through this contract must comply with Public Works requirements as defined in Delaware Code Title 29, Chapter 69, [§ 6960 through § 6970](#). Construction projects must meet these requirements prior to beginning work. Public works [thresholds](#) may apply and require alternate procurement methods for projects over \$50,000.00. Projects that alter the interior/exterior of DFM managed buildings will require prior plan approval by Facilities Maintenance.

ADDITIONAL TERMS AND CONDITIONS

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9. 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.

10. 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.

11. 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.

12. 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.

13. 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.

14. 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.

15. 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.

16. 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>.