



STATE OF DELAWARE  
EXECUTIVE DEPARTMENT  
OFFICE OF MANAGEMENT AND BUDGET

July 3, 2017

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

FROM: STEVEN CHILLAS  
STATE CONTRACT PROCUREMENT OFFICER II  
302-857-4570

SUBJECT: **AWARD NOTICE – Addendum #4 Effective June 23, 2020**  
**CONTRACT NO. GSS17793-CLOUD\_SOL**  
**CLOUD SOLUTIONS**

---

TABLE OF CONTENTS  
OF  
KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT .....	2
2. CONTRACT PERIOD .....	2
3. VENDORS .....	3
4. SHIPPING TERMS.....	3
5. DELIVERY .....	3
6. PRICING .....	3
ADDITIONAL TERMS AND CONDITIONS.....	3



**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

## KEY CONTRACT INFORMATION

### 1. MANDATORY USE CONTRACT

[\(Return to Table of Contents\)](#)

This is not a mandatory use contract under **Title 29, Chapter 6911(d) Delaware Code**. It is available to 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.

Under Title 29 §6933, The State of Delaware is authorized to participate in, sponsor, conduct or administer a cooperative purchasing agreement for the procurement of materiel or nonprofessional services with 1 or more public procurement units either within the State or within another state in accordance with an agreement entered into between the participants. Government Support Services, Office of Management and Budget has entered into a cooperative agreement with the State of Utah, under the National Association of State Procurement Officer (NASPO) Value Point for the procurement of Cloud Solutions.

**The use of this contract requires an approved business case by the Department of Technology and Information (DTI). If you have questions, please contact the DTI Customer Engagement Team. Additionally, awarded vendors must provide all Statement of Work and subsequent changes to Department of Technology and Information (DTI) for review and approval prior to execution with any State of Delaware customer.**

### 2. CONTRACT PERIOD

[\(Return to Table of Contents\)](#)

The contract(s) executed by the State of Utah are for use by the State of Delaware under Participating Addendum that allows State Departments and Agencies to use the agreement. The Master Agreement became effective on September 2, 2016 and is valid through September 15, 2026. The State reserves the right, in its sole discretion, to extend this contract pursuant to and including any extensions of the Lead State Agreement, under the same terms and conditions.

Addendum #1 adds InfoReliance LLC to the contract effective December 20, 2017.

Addendum #2 changes InfoReliance LLC to ECS Federal, LLC effective August 29, 2018.

Addendum #3 updates contact information for Carahsoft, effective February 27, 2019.

**Addendum #4 adds Strategic Communications LLC to the contract effective June 23, 2020.**

### 3. VENDORS

[\(Return to Table of Contents\)](#)

<b>Contract GSS17793-CLOUD_SOLV01</b> <b>NASPO Contract AR2472</b> Carahsoft 1860 Michael Farady Drive Suite 100 Reston, VA 20190 Contact: Colby Bender Phone: 703-889-9878 or 888-66-CARAH Fax: 703-871-8505 <a href="mailto:colby.bender@carahsoft.com">colby.bender@carahsoft.com</a> FSF#0000133149	<b>Contract GSS17793-CLOUD_SOLV02</b> <b>NASPO Contract AR2484</b> InfoReliance LLC 4050 Legato Rd Suite 700 Fairfax, VA 22033 Contact: Theresa Grouge Phone: 703-246-9360 Ext: 1162 <a href="mailto:Theresa.grouge@inforeliance.com">Theresa.grouge@inforeliance.com</a> FSF#0000338025
<b>Contract GSS17793-CLOUD_SOLV03</b> <b>NASPO Contract: AR2484</b> ECS Federal, LLC 2750 Prosperity Ave, Suite 600 Fairfax, VA 22031 Contact: Joshua Shoemaker Phone: 703-270-1541 Cell: 703-944-4194 Email: <a href="mailto:Joshua.Shoemaker@ecstech.com">Joshua.Shoemaker@ecstech.com</a> FSF# 0000416521	<b>Contract GSS17793-CLOUD_SOLV04</b> <b>NASPO Contract: AR2490</b> Strategic Communications, LLC 310 Evergreen Road Louisville, KY 40243 Contact: Bambi Fox Phone: 502-813-8018 Email: <a href="mailto:bfox@yourstrategic.com">bfox@yourstrategic.com</a> FSF# 0000343830

### 4. SHIPPING TERMS

[\(Return to Table of Contents\)](#)

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

### 5. DELIVERY AND PICKUP

[\(Return to Table of Contents\)](#)

Delivery Requirements shall be detailed in the Purchase Order.

### 6. PRICING

[\(Return to Table of Contents\)](#)

Cloud Solutions pricing will be dependent on scope of services to be provided and should be confirmed with DTI contract representative prior to engagement.

### 7. ORDERING

Prior to any services request, the Agency MUST have an approved business case from DTI. Awarded vendors must provide all Statement of Work and subsequent changes to Department of Technology and Information (DTI) for review and approval prior to execution with any State of Delaware customer.

### ADDITIONAL TERMS AND CONDITIONS

[\(Return to Table of Contents\)](#)

### 8. 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.

## **9. 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.

## **10. 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.

## **11. 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.

## **12. PURCHASE ORDERS**

Agencies that are part of the First State Financial (FSF) system are required to identify the contract number GSS17793-CLOUD\_SOL on all Purchase Orders (P.O.) and shall complete the same when entering P.O. information in the state's financial reporting system.

## **13. REQUIREMENTS**

This contract is for Cloud Services including SaaS, PaaS and IaaS offerings.

For a complete list of contract specifications please refer to the original bid solicitation document(s). Any contract specific documentation will be accessible through the hyperlink(s) provided on this contract's details page.

## **14. 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.

## **15. 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.

## 16. 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.

## 17. 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
- d. 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.
- e. 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.
- f. 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>.