



## **AWARD NOTICE**

May 7, 2024

ISSUED BY: Amy Miller  
Procurement Officer  
(302) 739-9683

SUBJECT: **AWARD Addendum #3 – Adds Resellers and Updates Reseller Information**  
**DTI240024-COMPUTER**  
**COMPUTER EQUIPMENT, PERIPHERALS & RELATED SERVICES**

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### **KEY CONTRACT INFORMATION**

#### **1. MASTER AGREEMENT**

This Participating Addendum is made with the State of Delaware, Department of Technology and Information (DTI) in conjunction with Minnesota's Master Agreement found here:

<https://www.naspovaluepoint.org/portfolio/computer-equipment-peripherals-related-services-2023-2028/>

#### **2. MANDATORY USE**

**REF: Title 29, Chapter 9016E(a) Delaware Code.** The Department shall establish statewide technology standards for use in the procurement process. Further, if the Department has entered into a statewide contract for technology services or resources, then that contract is mandatory use for state agencies.

### **3. CONTRACT PERIOD**

Each contract shall expire on June 30, 2025. At the sole discretion of DTI, each Participating Addendum may be extended to include any extensions agreed to, by and between NASPO ValuePoint and the Vendor(s).

### **4. Award Addendum History**

- Award Addendum #1 Adds Computer Design & Integration, LLC, and CDW-G as resellers.
- Award Addendum #2 Adds Apple Inc. as a vendor and SHI as a reseller.
- Award addendum #3 Adds Core BTS Inc., Presidio Networked Solutions LLC, CAS Severn Inc., ePlus Technology Inc., and IP Data Systems as resellers and updates reseller information.

### **5. COVERED BANDS**

This contract is divided into three (3) hardware product bands. All products and services offered within each band are defined in Minnesota's Master Agreement.

- Band 1 – Personal Computer Devices – Windows Operating Systems: Desktop, Laptops, and Tablets
- Band 2 – Personal Computer Devices - Non-Windows Operating Systems: Desktop, Laptops, and Tablets
- Band 3 - Servers and Storage

Each Band includes related peripherals and services.

The contracts also allow for limited services related to the purchase of the commodities available through these contracts.

## 6. VENDORS

Awarded Vendor	Bands Awarded	Authorized Reseller(s)
<p>Pure Storage Inc. 2555 Augustine Dr. Suite 260 Santa Clara, CA 95054</p> <p>Vendor Contract No.: DTI240024-COMPUTERV01</p> <p>Contact: Kim Bradbury Phone: 301-717-9968 Email: <a href="mailto:kim.bradbury@purestorage.com">kim.bradbury@purestorage.com</a></p> <p>Secondary Contact: Katie Lefebvre Phone: 630-863-9428 Email: <a href="mailto:klefebvre@purestorage.com">klefebvre@purestorage.com</a></p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor X</p>	<p>3</p>	<p>Computer Design &amp; Integration, LLC</p> <p>SHI</p> <p>Presidio Networked Solutions LLC</p> <p>ePlus Technology Inc.</p>
<p>Dell Marketing L.P. One Dell Way Round Rock, TX 78682</p> <p>Vendor Contract No.: DTI240024-COMPUTERV02</p> <p>Contact: Cristian Perez Phone: 512-368-7916 Email: <a href="mailto:Cristian.perez@dell.com">Cristian.perez@dell.com</a></p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor X</p>	<p>1, 2, 3</p>	<p>Computer Design &amp; Integration, LLC</p> <p>CDW-G</p> <p>SHI</p> <p>Core BTS Inc.</p> <p>IP Data Systems</p> <p>CAS Severn Inc.</p>

<p>Apple Inc.  One Apple Park Way  Cupertino, CA 95014</p> <p>Vendor Contract No.:  DTI240024-COMPUTERV03</p> <p>Contact: Christy Spielberger  Phone: (800) 800-2775  Email: <a href="mailto:spielberger@apple.com">spielberger@apple.com</a></p> <p>Secondary Contact: Phil Chong  Phone: (800) 800-2775  Email: <a href="mailto:philipchong@apple.com">philipchong@apple.com</a></p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input type="checkbox"/></p>	<p>2</p>	
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## 7. AUTHORIZED RESELLERS

Authorized Reseller
<p>Computer Design &amp; Integration LLC 500 Fifth Ave., Suite 1500 New York, NY 10110</p> <p>Vendor Contract No.: DTI240024-COMPUTERV01-001 for Pure Storage Inc. DTI240024-COMPUTERV02-001 for Dell Marketing L.P.</p> <p>Contact: Rosemary Pron Phone: (484) 787-7441 Email: <a href="mailto:rosemary.pron@cdillc.com">rosemary.pron@cdillc.com</a></p> <p>Secondary Contact: Tawna Perkins Phone: (717) 685-4347 Email: <a href="mailto:tawna.perkins@cdillc.com">tawna.perkins@cdillc.com</a></p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor X</p>
<p>CDW-G 625 W. Adams Chicago, IL 60061</p> <p>Vendor Contract No.: DTI240024-COMPUTERV02-002 for Dell Marketing L.P.</p> <p>Contact: Nelson Narciso Phone: (312) 547-3387 Email: <a href="mailto:nelsnar@cdw.com">nelsnar@cdw.com</a></p> <p>Secondary Contact: Joe Goodin Email: <a href="mailto:joegoo@cdw.com">joegoo@cdw.com</a></p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input type="checkbox"/></p>

SHI International Corp.  
290 Davidson Ave.  
Somerset, NJ 08873

Vendor Contract No.:

DTI240024-COMPUTERV01-002 for Pure Storage Inc.  
DTI240024-COMPUTERV02-003 for Dell Marketing L.P.

Contact: ~~Lynn Tumen~~ Tom Schroeder

Phone: ~~(513) 708-7707~~ (717) 979-4094

Email: ~~[Lynn.Tumen@SHI.com](mailto:Lynn.Tumen@SHI.com)~~ [tom\\_schroeder@shi.com](mailto:tom_schroeder@shi.com)

Secondary Contact: ~~Katie Grennan~~ Delaware Inside Team

Phone: ~~(732) 474-5079~~ (888) 744-4084

Email: ~~[Katie.Grennan@SHI.com](mailto:Katie.Grennan@SHI.com)~~ [DelawareTeam@shi.com](mailto:DelawareTeam@shi.com)

Contact for K12:

Email: [MSNorthEastGov@shi.com](mailto:MSNorthEastGov@shi.com)

MWBE  Veteran  Delaware Vendor

Core BTS Inc.

5875 Castle Creek Parkway North Dr.  
Suite 320, Indianapolis, IN 46250

Vendor Contract No.:

DTI240024-COMPUTERV02-004 for Dell Marketing L.P.

Contact: John Cook

Phone: (608) 661-7760

Email: [john.cook@corebts.com](mailto:john.cook@corebts.com)

Secondary Contact: Tony DeFeciani

Phone: (518) 831-8910

Email: [tony.defeciani@corebts.com](mailto:tony.defeciani@corebts.com)

MWBE  Veteran  Delaware Vendor X

IP Data Systems  
6021 University Blvd.  
Suite 420, Ellicott City, MD 20143

Vendor Contract No.:  
DTI240024-COMPUTERV02-005 for Dell Marketing L.P.

Contact: Tim Thormann  
Phone: (667) 217-0190  
Email: [tim.thormann@ipdatasystems.com](mailto:tim.thormann@ipdatasystems.com)

Secondary Contact: John DiPietro  
Phone: (410) 458-0444  
Email: [john.dipietro@ipdatasystems.com](mailto:john.dipietro@ipdatasystems.com)

MWBE  Veteran  Delaware Vendor X

Presidio Networked Solutions LLC  
8161 Maple Lawn Blvd.  
Suite 150, Fulton, MD 20759

Vendor Contract No.: DTI240024-COMPUTERV01-003 for Pure Storage Inc.

Contact: Jackie Arnett  
Phone: (812) 350-0808  
Email: [jarnett@presidio.com](mailto:jarnett@presidio.com)

Secondary Contact: Erik Hayko  
Phone: (608) 371-6750  
Email: [ehayko@presidio.com](mailto:ehayko@presidio.com)

MWBE  Veteran  Delaware Vendor X

CAS Severn Inc.  
6201 Chevy Chase Dr.  
Laurel, MD 20707

Vendor Contract No.: DTI240024-COMPUTERV02-006 for Dell Marketing L.P.

Contact: Rebecca Howell  
Phone: (301) 776-3400  
Email: [rhowell@cassevern.com](mailto:rhowell@cassevern.com)

MWBE  Veteran  Delaware Vendor

ePlus Technology Inc.  
13595 Dulles Technology Dr.  
Herndon, VA 20171

Vendor Contract No.: DTI240024-COMPUTERV01-004 for Pure Storage Inc.

Contact: Brandon Holmes  
Phone: (610) 495-1242  
Email: [BHolmes@eplus.com](mailto:BHolmes@eplus.com)

Secondary Contact: Melissa Penhale  
Phone: (610) 495-1231  
Email: [MPenhale@eplus.com](mailto:MPenhale@eplus.com)

MWBE  Veteran  Delaware Vendor

## **8. SHIPPING TERMS**

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

## **9. PRICING**

Pricing will remain in conjunction with Minnesota's Master Agreement.



## **10. 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. This form can be requested from and submitted once completed to [DTI\\_Procurement@delaware.gov](mailto:DTI_Procurement@delaware.gov).

## **11. COPIER AND MULTIFUNCTION PRINTERS**

Copier and multi-function equipment (printers/copiers), multi-function products and related maintenance, accessories and supplies are covered under contract GSS24091-COPIER\_PRI.

Please refer to the contract for instructions on how to use this contract: <https://mmp.delaware.gov/Contracts/Details/6459>

## **12. E-RATE**

“E-Rate” is a program sponsored by the Federal Communications Commission whereby educational and other qualifying institutions may purchase authorized technology at reduced prices. E-Rate eligibility depends upon who uses the equipment, how it is used and where it is located. In general terms, equipment located on school property and that is necessary for e-mail and internet access in classrooms is eligible for E-Rate support. Each contractor shall make every effort to continue its involvement in this program and to add products as applicable.

USAC’s free search tool is located at <https://www.usac.org/>