



AWARD NOTICE

September 16, 2024

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

SUBJECT: **AWARD Addendum #12 – Adds Resellers**
DTI240024-COMPUTER
COMPUTER EQUIPMENT, PERIPHERALS & RELATED SERVICES

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.
- Award Addendum #4 Adds Microsoft Corporation and HP, Inc. as vendors and Softchoice, MJM Systems and GovConnection as resellers.
- Award Addendum #5 Adds CDW-G as resellers to Pure Storage.
- Award Addendum #6 Adds Lenovo (United States), Inc. as a vendor HCGI Hartford, Inc. as resellers.
- Award Addendum #7 Adds resellers.
- Award Addendum #8 Adds Hewlett Packard Enterprise Co (HPE) as a vendor; and adds Daly Computers and SHI International Corp. as resellers to HP.
- Award Addendum #9 updates vendor contact information for Dell and adds SHI International Corp as a reseller to Microsoft Corporation.
- Award Addendum #10 Adds NetApp, Inc. as a vendor.
- Award Addendum #11 Adds resellers.
- Award Addendum #12 Adds resellers.

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)
Pure Storage Inc. 2555 Augustine Dr. Suite 260 Santa Clara, CA 95054 Vendor Contract No.: DTI240024-COMPUTERV01 Contact: Kim Bradbury Phone: 301-717-9968 Email: kim.bradbury@purestorage.com Secondary Contact: Katie Lefebvre Phone: 630-863-9428 Email: klefebvre@purestorage.com MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/>	3	Computer Design & Integration, LLC SHI International Corp. Presidio Networked Solutions LLC ePlus Technology Inc. CDW-G

Awarded Vendor	Bands Awarded	Authorized Reseller(s)
<p>Dell Marketing L.P. One Dell Way Round Rock, TX 78682</p> <p>Vendor Contract No.: DTI240024-COMPUTERV02</p> <p>Contact: Vlasta Mayfield Phone: 512-368-7916 Email: vlasta.mayfield@dell.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>1, 2, 3</p>	<p>Computer Design & Integration, LLC</p> <p>CDW-G</p> <p>SHI International Corp.</p> <p>Core BTS Inc.</p> <p>IP Data Systems</p> <p>CAS Severn Inc.</p> <p>MJM Systems Inc.</p>
<p>Apple Inc. One Apple Park Way Cupertino, CA 95014</p> <p>Vendor Contract No.: DTI240024-COMPUTERV03</p> <p>For Education Only Contact: Christy Spielberg Phone: 800-800-2775 Email: spielberger@apple.com</p> <p>Secondary Contact: Phil Chong Phone: 800-800-2775 Email: philipchong@apple.com</p> <p>State and Local Government Team Email: Statelocalsales@apple.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>2</p>	

Awarded Vendor	Bands Awarded	Authorized Reseller(s)
<p>Microsoft Corporation One Microsoft Way Redmond, WA 98052</p> <p>Vendor Contract No.: DTI240024-COMPUTERV04</p> <p>Contact: Diana Garcia Phone: 813-309-3350 Email: v-diangarcia@microsoft.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>1</p>	<p>Softchoice Corporation</p> <p>CDW-G</p> <p>GovConnection, Inc.</p> <p>HCGI Hartford, Inc.</p> <p>Microsoft Retail</p> <p>SHI International Corp.</p>
<p>HP, Inc. 1501 Page Mill Road Palo Alto, CA 94304</p> <p>Vendor Contract No.: DTI240024-COMPUTERV05</p> <p>Contact: Debra Lee Phone: 847-537-0344 Email: debra.lee@hp.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>1, 2</p>	<p>HCGI</p> <p>Staples Technology Solutions</p> <p>CDW-G</p> <p>Daly Computers</p> <p>SHI International Corp.</p>

Awarded Vendor	Bands Awarded	Authorized Reseller(s)
<p>Lenovo (United States), Inc 8001 Development Drive Morrisville, NC 27560</p> <p>Vendor Contract No.: DTI240024-COMPUTERV06</p> <p>Contact: Shon Weldon Phone: 215-589-5399 Email: sweldon@lenovo.com</p> <p>Secondary Contact: Coco Peterson Phone: 512-796-6956 Email: cpeterson1@lenovo.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>1,2</p>	
<p>Hewlett Packard Enterprise Co. (HPE) 1701 E. Mossy Oaks Road Spring, TX 77389</p> <p>Vendor Contract No.: DTI240024-COMPUTERV07</p> <p>Contact: Rodrigo Valdivia Email: rodrigo.valdivia-dura3n@hpe.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>3</p>	<p>CDW-G</p> <p>SHI International Corp.</p> <p>ePlus Technology Inc.</p> <p>GovConnection, Inc.</p>

Awarded Vendor	Bands Awarded	Authorized Reseller(s)
<p>NetApp U.S. Public Sector, Inc. 8350 Broad Street, Suite 1200 Tysons, VA 22102</p> <p>Vendor Contract No.: DTI240024-COMPUTERV08</p> <p>Contact: Harry Franks Email: harry.franks@netapp.com</p> <p>Secondary Contact: Brad Smyth Brad.smyth@netapp.com</p> <p>MWBE <input type="checkbox"/> Veteran <input type="checkbox"/> Delaware Vendor <input checked="" type="checkbox"/></p>	<p>3</p>	<p>CAS Severn</p> <p>Computer Design & Integration, LLC</p> <p>Core BTS, Inc.</p>

7. AUTHORIZED RESELLERS

Authorized Reseller

Computer Design & Integration LLC
500 Fifth Ave, Suite 1500
New York, NY 10110

Vendor Contract No.:
DTI240024-COMPUTERV01-001 for Pure Storage Inc.
DTI240024-COMPUTERV02-001 for Dell Marketing L.P.

Contact: Rosemary Pron
Phone: 484-787-7441
Email: rosemary.pron@cdillc.com

Secondary Contact: Tawna Perkins
Phone: 717-685-4347
Email: tawna.perkins@cdillc.com

MWBE Veteran Delaware Vendor

Authorized Reseller

CDW-G
625 W. Adams
Chicago, IL 60061

Vendor Contract No.:

DTI240024-COMPUTERV01-005 for Pure Storage
DTI240024-COMPUTERV02-002 for Dell Marketing L.P.
DTI240024-COMPUTERV04-001 for Microsoft Corporation
DTI240024-COMPUTERV05-001 for HP, Inc.
DTI240024-COMPUTERV07-001 for Hewlett Packard Enterprise Co. (HPE)

Contact: Nelson Narciso
Phone: 312-547-3387
Email: nelsnar@cdw.com

Secondary Contact: Joe Goodin
Email: joegoo@cdw.com

Contact for Dell Marketing L.P. purchases:

Contact: Jim Heenan
Phone: 203-851-7271
Email: jimheen@cdw.com

Secondary Contact: Chris Moran
Phone: 866-301-5742
Email chris.moran@cdw.com

MWBE Veteran Delaware Vendor

Authorized Reseller

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.

DTI240024-COMPUTERV05-005 for HP, Inc.

DTI240024-COMPUTERV04-006 for Microsoft Corporation

DTI240024-COMPUTERV07-006 for Hewlett Packard Enterprise Co. (HPE)

Contact: Tom Schroeder

Phone: 717-979-4094

Email: tom_schroeder@shi.com

Secondary Contact: Delaware Inside Team

Phone: 888-744-4084

Email: DelawareTeam@shi.com

Contact for K12:

Email: MSNorthEastGov@shi.com

MWBE Veteran Delaware Vendor

Authorized Reseller

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

Secondary Contact: Tony DeFeciani
Phone: 518-831-8910
Email: tony.defeciani@corebts.com

MWBE Veteran Delaware Vendor

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

Secondary Contact: John DiPietro
Phone: 410-458-0444
Email: john.dipietro@ipdatasystems.com

MWBE Veteran Delaware Vendor

Authorized Reseller

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

Secondary Contact: Erik Hayko
Phone: 608-371-6750
Email: ehayko@presidio.com

MWBE Veteran Delaware Vendor

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

MWBE Veteran Delaware Vendor

Authorized Reseller

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

Vendor Contract No.:
DTI240024-COMPUTERV01-004 for Pure Storage Inc.
DTI240024-COMPUTERV07-004 for Hewlett Packard Enterprise Co. (HPE)

Contact: Brandon Holmes
Phone: 610-495-1242
Email: BHolmes@eplus.com

Secondary Contact: Melissa Penhale
Phone: 610-495-1231
Email: MPenhale@eplus.com

MWBE Veteran Delaware Vendor

Softchoice Corporation
314 W. Superior St.
Suite #400
Chicago, IL 60654

Vendor Contract No.:
DTI240024-COMPUTERV04-002 for Microsoft Corporation

Contact: David Butkiewicz
Phone: 312-655-9002
Email: david.butkiewicz@softchoice.com

Secondary Contact: Dhawal Geed
Phone: 416-583-7423
Email: dhawal.geed@softchoice.com

MWBE Veteran Delaware Vendor

Authorized Reseller

MJM Systems, Inc.
285 Davidson Ave.
Suite 202
Somerset, NJ 08873

Vendor Contract No.:
DTI240024-COMPUTERV02-007 for Dell Marketing, LP

Contact: Denise Spadafora
Phone: 267-221-9894
Email: dspadafora@mjmsystems.com

Secondary Contact: Karen Melillo
Phone: 732-563-8441
Email: karen@mjmsystems.com

MWBE Veteran Delaware Vendor

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Vendor Contract No.:
DTI240024-COMPUTERV04-003 for Microsoft Corporation
DTI240024-COMPUTERV07-005 for Hewlett Packard Enterprise Co. (HPE)

Contact: Wayne Patton
Phone: 800-800-0019 EXT: 34012
Email: wayne.patton@connection.com

Secondary Contact: Yvette Fortin
Phone: 800-800-0019 EXT: 2250
Email: remit@connection.com

MWBE Veteran Delaware Vendor

Authorized Reseller

HCGI Hartford, Inc. dba HCGI
5560 Sterrett Place, Suite 100
Columbia, MD 21044

Vendor Contract No.:

DTI240024-COMPUTERV04-004 for Microsoft Corporation

DTI240024-COMPUTERV05-002 for HP, Inc.

DTI240024-COMPUTERV07-002 for Hewlett Packard Enterprise Co. (HPE)

Contact: Carol Huff

Phone: 410-202-8042 ext. 106

Email: chuff@hcgj.com

Secondary Contact: Josie Larkin

Phone: 443-615-1845

Email: jlarkin@hcgj.com

MWBE Veteran Delaware Vendor

Microsoft Retail
One Microsoft Way
Redmond, WA 98052

Vendor Contract No.:

DTI240024-COMPUTERV04-005 for Microsoft Corporation

Contact: Diana Garcia

Phone: 813-309-3350

Email: rdscommercialna@microsoft.com

MWBE Veteran Delaware Vendor

Authorized Reseller

Staples Technology Solutions
dba Staples Contract & Commercial, LLC
1191 E. Newport Center Drive, Suite 207
Deerfield Beach, FL 33442

Vendor Contract No.:
DTI240024-COMPUTERV05-003 for HP, Inc.

Contact: Mike Mayberry
Phone: 407-704-9179
Email: Michael.mayberry@staples.com

Secondary Contact: TechnologyHelp
Email: TechnologyHelp@Staples.com

MWBE Veteran Delaware Vendor

Daly Computers, Inc.
5300 Spectrum Drive
Frederick, MD 21703

Vendor Contract No.:
DTI240024-COMPUTERV05-004 for HP, Inc.
DTI240024-COMPUTERV07-003 for Hewlett Packard Enterprise Co. (HPE)

Contact: Jeff Di Bella
Phone: 301-670-0381, ext. 455
800-955-3259
Email: jeff.dibella@daly.com

Secondary Contact: Ryan Yu
Phone: 240-353-8618
Email: rty@daly.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/>