



June 27, 2024

ISSUED BY: Felicia Pearson
Procurement Officer
(302) 739-9684

SUBJECT: **AWARD NOTICE – Addendum #7 REVISED Extends contract
GSS20579-DATACOMM
Data Communications, Products and Services**

KEY CONTRACT INFORMATION

1. MASTER AGREEMENT

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

<https://www.naspovaluepoint.org/portfolio/data-communications-2019-2026/>

2. MANDATORY USE

This contract has transitioned to DTI for management from Government Support Services and is Mandatory Use for all state agencies.

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. ADDENDUM HISTORY

- Addendum #1 adds resellers for Hewlett-Packard Enterprises, effective March 2, 2021.
- Addendum #2 adds Juniper Networks, Inc. as a vendor and their Authorized Resellers, effective April 27, 2021. All other terms, conditions and pricing remain the same.
- Addendum #3 adds Cisco Systems as a vendor and their authorized resellers effective May 24, 2021. All other terms, conditions and pricing remain the same.
- Addendum #4 adds PC Specialists Inc., DBA Technology Integration Group (TIG) as an authorized reseller for Juniper Networks, Inc.

Addendum #7
GSS20579-DATACOMM

- Addendum #5 adds Aspire Technology Partners, LLC as a reseller for Hewlett-Packard Enterprises.
- Addendum #6 adds Computer Design & Integration, LLC, CDW Government, LLC, Netstream Technology, Inc., and Aspire Technology Partners, LLC as resellers for Cisco.
- **Addendum #7 utilizes the first available extension through September 30, 2026.**

4. CONTRACT PERIOD

Each contractor’s contract shall be valid for a four (4) year period from February 9, 2021, through September 30, 2024, unless terminated early or extended in accordance with the terms and conditions of the Utah Master Agreement.

- **Addendum #7 extends all vendors through September 30, 2026.**

5. VENDORS

<p>Cisco Systems, Inc. 17 W. Tasman, Drive San Jose, CA 95134</p> <p>Contract Number: GSS20579-DATACOMMV36</p> <p>Contact: Cody Lynch Phone: 604-647-2343 Email: nvp-help@cisco.com</p>	<p>Cradlepoint, Inc. 1111 W. Jefferson Street, Suite 400 Boise, ID 83702</p> <p>Contract Number: GSS20579-DATACOMMV01</p> <p>Contact: Stephanie Wildman Phone: 208-493-5040 Email: Stephanie.wildman@credlepoint.com</p> <p>Secondary Contact: Mitch Head PH: 208-472-6154 Email: mhead@cradlepoint.com</p>
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<p>Hewlett-Packard Enterprises 6280 America Center Drive San Jose, CA 95002</p> <p>Contract Number: GSS20579-DATACOMMV10</p> <p>Contact: Erin Tank Phone: 501-428-8287 Email: erin.e.tank@hpe.com</p> <p>Secondary Contact: Stacey Pierce Phone: 512-319-3018 Email: stacey.pierce@hpe.com</p>	<p>Juniper Networks, Inc. 10 Technology Park Dr. Westford, MA 01886-3140</p> <p>Contract Number: GSS20579-DATACOMMV12</p> <p>Contact: Roxanne Bieniek Phone: 978-589-0636 Email: rbieniek@juniper.net</p>
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6. AUTHORIZED RESELLERS

Reseller	For	Band(s)
<p>Aspire Technology Partners, LLC 25 James Way Eatontown, NJ 07724</p> <p>Contract Number: GSS20579-DATACOMMV40</p> <p>Contact: Robin Schmidt Phone: 732-847-9562 Secondary Phone: 732-847-9600 Fax: 732-847-9620 Email: teamaspire@aspiretransforms.com</p> <p>Secondary Contact: Kim Smith Phone: 732-847-9599 Secondary Phone: 732-847-9600 Fax: 732-847-9620 Email: teamaspire@aspiretransforms.com</p>	<p>Hewlett Packard Enterprises Cisco System, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>

<p>Axispoint 507 North State Road Briarcliff Manor, NY 10510</p> <p>Contract Number: GSS20579-DATACOMMV38</p> <p>Contact: Michael Carey (Sales) Phone: 302-670-6000 Email: mcarey@atsg.net</p> <p>Secondary Contact: Elizabeth DiChiara (Billing) Phone: 914-260-4274 Email: edichiara@atsg.net</p>	<p>Cisco System, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>Carousel Industries of North America, Inc. 659 South County Trail Exeter, RI 02822</p> <p>Contract Number: GSS20579-DATACOMMV29</p> <p>Contact: Michael Barnett Phone: 267-223-2608 Email: mbarnett@carouselindustries.com</p>	<p>Juniper Networks, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>CDW Government, LLC 625 W. Adams Chicago, IL 60073</p> <p>Contract Number: GSS20579-DATACOMMV41</p> <p>Contact: Nelson Narciso Email: nelsnar@cdw.com</p> <p>Secondary Contact: Joe Goodin Email: joegoo@cdw.com</p> <p>Website: www.cdwg.com</p>	<p>Cisco System, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>

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<p>CNI Inc. 2960 Skippack Pike PO Box 180 Worcester, PA 19490</p> <p>Contract Number: GSS20579-DATACOMMV29</p> <p>Contact: Tim Kirk Phone: 610-584-8040 Email: timkirk@corpnetworking.com</p>	<p>Juniper Networks, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>Computer Design & Integration, LLC 500 Fifth Ave. Suite 1500 New York, NY 10110</p> <p>Contract Number: GSS20579-DATACOMMV42</p> <p>Contact: Rosemary Pron Phone: 484-787-7441 Email: rosemary.pron@cdillc.com</p> <p>Secondary Contact: Tawna Perkins Phone: 717-685-4347 Email: tawna.perkins@cdillc.com</p> <p>Website: www.cdillc.com</p>	<p>Cisco System, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>Continental Resources /DBA/ CONRES 175 Middlesex Turnpike Bedford, MA 01730</p> <p>Contract Number: N/A</p> <p>Contact: Laura Donnell Phone: 301-625-4232 Email: ldonnell@conres.com</p>	<p>Juniper Networks, Inc.</p>	<p>1.2, 1.3, 1.4</p>

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<p>Core BTS, Inc. 505 Eagleview Blvd., Suite 102 Exton, PA 19341</p> <p>Contract Number: GSS20579-DATACOMMV30</p> <p>Contact: Adam Davis Phone: 610-898-6405 Email: adam.davis@corebts.com</p>	<p>Cisco Systems, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>Daly Computers, Inc 2251 Gateway Center Drive Clarksburg, MD 20871</p> <p>Contract Number: GSS20579-DATACOMMV26</p> <p>Contact: Ryan Yu Phone: 301-670-0381, ext. 324 Email: rty@daly.com</p>	<p>Hewlett-Packard Enterprises</p>	<p>1.2, 1.3, 1.4</p>
<p>Data Networks of America, Inc. /DBA/ Data Networks 309 International Circle, Suite 102 Hunt Valley, MD 21030</p> <p>Contract Number: GSS20579-DATACOMMV34</p> <p>Contact: Jan Silhavy Phone: 410-823-3000, ext. 3016 Email: jsilhavy@datanetworks.com</p>	<p>Juniper Networks, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>ePlus Technology, Inc. 13595 Dulles Technology Drive Herndon, VA 20171-3413</p> <p>Contract Number: GSS20579-DATACOMMV19</p> <p>Contact: Nick D'Archangelo Phone: 610-495-1293 Email: ndarchangelo@eplus.com</p>	<p>Hewlett-Packard Enterprises</p>	<p>1.2, 1.3, 1.4</p>

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<p>HCGI Hartford, Inc. 10440 Little Patuxent Parkway, 3rd Floor Columbia, MD 21044</p> <p>Contract Number: GSS20579-DATACOMMV27</p> <p>Contact: Carol Huff Phone: 410-202-8042 Email: chuff@hcgj.com</p>	<p>Hewlett-Packard Enterprises</p>	<p>1.2, 1.3, 1.4</p>
<p>Info Solutions of North America, LLC 920 Justison Street Wilmington, DE 19801</p> <p>Contract Number: GSS20579-DATACOMMV33</p> <p>Contact: William Riley Phone: 302-414-8841 or 302-373-6909 Email: wriley@infoaolutionsllc.com</p>	<p>Cisco Systems, Inc. Juniper Networks, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>Insight Public Sector, Inc. 6820 S. Harl Avenue Tempe, AZ 85283</p> <p>Contract Number: GSS20579-DATACOMMV02</p> <p>Contact: Dennis Westerfield Phone: 480-111-1715 Email: teamwesterfield@insight.com</p> <p>Secondary Contact: AJ D'Agostini Phone: 800-467-4448 ext. 5308 Email: AJ.DAGOSTINI@Insight.com</p>	<p>Cradlepoint, Inc.</p>	<p>1.2, 1.3, 1.4</p>

<p>Island Tech Services, LLC 980 S. 2nd Street Ronkonkoma, NY 11779</p> <p>Contract Number: GSS20579-DATACOMMV03</p> <p>Contact: Robert Gronenthal Phone: 631-447-2442 ext. 236 Email: robert@itsg.us.com</p> <p>Secondary Contact: Richard Jacob Phone: 631-447-2442 ext. 239 Email: rjacob@itsg.us.com</p>	<p>Cradlepoint, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>Magnum Electronics, Inc. 927 Horsepond Road Dover, DE 19901</p> <p>Contract Number: GSS20579-DATACOMMV04</p> <p>Contact: Mike Ridenour Phone: 302-734-9520 Email: mike.ridenour@magnumelectronics.com</p> <p>Contact: Marcia Ridenour Phone: 302-734-9250 Email: marcia.ridenour@magnumelectronics.com</p>	<p>Cradlepoint, Inc</p>	<p>1.2, 1.3, 1.4</p>
<p>MTM Technologies, Inc. 1675 S State St Dover, DE 19901-5140</p> <p>Contract Number: GSS20579-DATACOMMV20</p> <p>Contact: Elizabeth DiChiara Phone: 914-260-4274 Email: ldichiara@mtm.com</p>	<p>Juniper Networks, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>

<p>Netstream Technology, Inc. 1400 Peoples Plaza Suite 114 Newark, DE 19702</p> <p>Contract Number: GSS20579-DATACOMMV43</p> <p>Contact: Michael Olivere Phone: 302-547-6274 Email: molivere@netstreamtechinc.com</p> <p>Secondary Contact: Kimberly Laurenzi Phone: 302-525-4914 Email: klaurenzi@netstreamtechinc.com</p>	<p>Cisco Systems, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>PC Specialists Inc. DBA Technology Integration Group (TIG) 10620 Treena Street, Suite 300 San Diego, CA 92131</p> <p>Contract Number: GSS20579-DATACOMMV39</p> <p>Contact: Fred Heins Phone: 610-995-0090, Ext. 3830 Secondary Phone: 610-410-8250 Email: Fred.Heins@tig.com</p> <p>Secondary Contact: Georgia Vasilion Phone: 858-566-1900, Ext. 4962 Secondary Phone: 858-566-1900, Ext 2314 Email: contractadmin@tig.com</p>	<p>Juniper Networks, Inc</p>	<p>1.2, 1.3</p>
<p>Plan B Technologies, Inc. 16701 Melford Blvd., Suite 300 Bowie, MD 20715</p> <p>Contract Number: GSS20579-DATACOMMV24</p> <p>Contact: Bill Monaghan Phone: 301-860-1006 Email: bmonaghan@planbtech.net</p>	<p>Juniper Networks, Inc.</p>	<p>1.2, 1.3, 1.4</p>

<p>Presidio Networked Solutions, LLC 8161 Maple Lawn Blvd. Fulton, MD 20759</p> <p>Contract Number: GSS20759-DATACOMMV37</p> <p>Contact: Mike Kelly Phone: 610-684-2919 Email: mkelly@presidio.com</p>	<p>Cisco Systems, Inc.</p>	<p>1.1, 1.2, 1.3, 1.4, 1.5</p>
<p>Step CG, LLC 525 W. 5th Street, Suite 332 Covington, KY 41011</p> <p>Contract Number: GSS20759-DATACOMMV05</p> <p>Contact: Jodi Dreyer Phone: 513-795-6000 ext. 3102 Email: jdreyer@stepcg.com</p> <p>Contact: Sara Voss Phone: 513-795-6000 ext. 3102</p>	<p>Cradlepoint, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>Tactical Public Safety, LLC 1036 Industrial Drive Berlin, NJ 08091</p> <p>Contract Number: GSS20579-DATACOMMV06</p> <p>Contact: Timothy Boukouris Phone: 856-768-3336 Email: tim.boukouris@tacticalpublicsafety.com</p> <p>Secondary Contact: Jim Foley Phone: 856-768-3336</p>	<p>Cradlepoint, Inc.</p>	<p>1.2, 1.3, 1.4</p>
<p>USC Canterbury Corp 1628 Trawler Lane Annapolis, MD 21409-3737</p> <p>Contract Number: GSS20579-DATACOMMV25</p> <p>Contact: David Cuncell Phone: 410-757-1700 Email: davidc@usc-canterbury.com</p>	<p>Hewlett-Packard Enterprises</p>	<p>1.2, 1.3, 1.4</p>

<p>World Wide Technology, LLC 1 World Wide Way St. Louis, MO 63146</p> <p>Contract Number: GSS20579-DATACOMMV07</p> <p>Contact: Carol Harting Phone: 314-995-6103 Email: carol.harting@wwt.com</p>	<p>Cradlepoint, Inc.</p>	<p>1.2, 1.3, 1.4</p>
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7. SHIPPING TERMS

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

8. DELIVERY AND PICKUP

Delivery is 30 days ARO.

9. PRICING

IMPORTANT: For specific item pricing, please refer to the contract price list weblink provided below.

Contractor	Price List Link
Cisco Systems, Inc.	Cisco Systems, Inc.
Cradlepoint, Inc.	Cradlepoint Price List
Hewlett-Packard Enterprises	HPE Price List
Juniper Networks, Inc.	Juniper Price List

Vendors are required to post state specific pricing on their hosted website or through NASPO Valuepoint. The State of Utah vendor pricing sheets will serve as the approved base price.

1.Pricing Structure: Pricing for the Master Agreements shall be based on the Percent Discount off the current global MSRP Schedule applicable to United States customers.

2.Price Guarantee Period: The Data Communication Provider’s Discount rate shall remain in effect for the term of the NASPO Master Price Agreement.

3. Price Escalation: Equipment, Supplies and Services: Data Communications provider may update the pricing on their MSRP price list one time every year after the first year of the original contract term.

4. Price Reductions: In the event of a price decrease in any category of product at any time during the contract in a Provider's Price Schedule, including renewal options, the NASPO Contract Administrator shall be notified immediately. All Price Schedule price reductions shall be effective upon the notification provided to the NASPO Master Agreement Administrator.

5. Adding Products: The ability to add new equipment and services is for the convenience and benefit of NASPO, the State of Delaware, and all the Authorized Purchasers. The intent of this process is to promote "one-stop shopping" and convenience for the customers and equally important, to make the contract flexible in keeping up with rapid technological advances. The option to add new product or service categories and/items will expedite the delivery and implementation of new technology solutions for the benefit of the Authorized Purchasers.

After the contracts are awarded, additional IT product categories and/or items may be added per the request of the Contractor, the State, an Authorized Purchaser or NASPO. Additions may be ad hoc and temporary in nature or permanent. All ADDITIONS TO AN AWARDED Contractor of Manufacturer's offerings must be products, services, software, or solutions that are commercially available at the time they are added to the contract award and fall within the original scope and intent of the RFP (i.e., converged technologies, value adds to manufacturer's solution offerings, etc.).

6. New Product from Contractors: If Contractor, the State, an Authorized Purchaser or NASPO itself requests to add new product categories permanently, then all awarded Contractors (Manufacturers) will be notified of the proposed change and will have the opportunity to work with WSCA to determine applicability, introduction, etc. Any new products or services must be reviewed and approved by the State of Utah NASPO Contract Administrator.

7. Pricelist Updates: As part of each Contractor's ongoing updates to its pricelists throughout the contract term, Contractor can add new SKUs to its awarded product categories that may have been developed in-house or obtained through mergers, acquisitions or joint ventures; provided, however, that such new SKUs fall within the Contractor's awarded product categories. Updated price lists will be

reviewed and approved by the State of Utah NASPO Contract Administrator before the revised price list is considered valid.

ADDITIONAL TERMS AND CONDITIONS

10. 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.

11. 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.

12. 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 to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

13. 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.

14. PURCHASE ORDERS

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

15. REQUIREMENTS

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.

16. 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.

17. 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.

18. 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.

19. 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 may be requested by emailing DTI_Procurement@delaware.gov.