

# \* Implementation of the MEEC IT Hardware Contract

Contract UB-12-B-19

# \* Background

- \* On January 26, 2012, the University of Baltimore, acting as lead agency, issued a competitive RFP to select multiple firms capable of providing computer hardware and limited related services for MEEC partner institutions including the University System of Maryland.
- \* The University received 41 proposals that were evaluated by a Technical Evaluation Committee made up of USM and MEEC representatives, and an independent Financial Proposal Evaluation Committee.
- \* The recommendation for award of contracts to 26 Master Contractors was approved by the USM Board of Regents at its meeting on June 22, 2012.

# \* Background

- \* Contractors agree to extend the proposed price structure and discounts to all participating MEEC institutions.
- \* The contracts are effective from June 22, 2012, or when signed by the Procurement Officer, whichever is later, and will run until March 15, 2014. The contracts may be renewed for up to three additional, 12-month periods with the same basis of pricing (discounts) terms and conditions.

# \* Background

- \* Contractors have been awarded indefinite delivery, indefinite quantity contracts for products from specific manufacturers (or brands) in each Group.
  - \* Spreadsheets posted on web page for details.

# \*Background

Awards have been made in six Groups:

1. Desktop and Portable Computers
2. Data Storage Systems
3. Server Class Computers
4. Network Hardware
5. Virtual Computing Systems
6. Peripheral Devices

# \* Background

- \* The Contractor may sell any product from the brand/manufacturer they have been awarded, in a specific Group
  - \* for example, any/all Dell desktop or laptop computers; or
  - \* any/all EMC data storage devices.

# \* Implementation

- \* Awards have been made by brand within each group.
- \* For example, Dell desktop and portable computers have been awarded to Dell, Data Networks and Hartford Computer (HCGI). HP Data Storage systems have been awarded to Daly, ESI and Hartford (HCGI).
- \* Purchase orders released against the contract may be made directly to any vendor awarded the brand needed, in the relevant Group;
- \* secondary competition is encouraged, but not required.

# \* Implementation

- \* Secondary competition via Task Order Request for Quotes, or Task Order Request for Proposals may be issued to any of the Master Contractors awarded for the needed brand, in the needed Group.

# \* Implementation

- \* Each institution is responsible for determining if their Procurement Policies, Procedures and Regulations permit the use of this Cooperative Purchasing Contract.
- \* Each institution will obtain its own quotes and issue its own purchase orders, credit card orders and/or contracts, and will be responsible for payment of goods and services ordered.
- \* The ordering school/institution will be responsible for signing any financing or lease agreement under these contracts.

# \* Implementation

- \* The tables on the web site at [http://www.ubalt.edu/about-ub/offices-and-services/procurement/contracts/meec\\_it\\_hardware.cfm](http://www.ubalt.edu/about-ub/offices-and-services/procurement/contracts/meec_it_hardware.cfm) summarize the contract awards; click on the link to open the table.
- \* The MDOT MBE Certification number is indicated for each of the four MBE Contractors in the Directory.

# \* Implementation

- \* Contractors may offer better discounts and lower prices than the discounts in the table. Secondary competition is especially encouraged for large purchases.
- \* A sample Task Order Request for Proposals (TORP) has been posted on the web page.
- \* The sample form may be used as the basis for forms to be used by Institution Procurement offices, or a Participating Institution may use its own forms.

# \* Implementation

- \* Quotes that you receive should include the list price, the discount, the net price, and a reference to the MEEC contract number.
- \* It is strongly recommended that you contact the Contractors to inquire about promotional offerings, “bundles”, factory rebates, and discounts that are available to schools and institutions.

# \* Implementation

- \* The contracts do not include “cloud computing” options where the hardware is owned by others and space, or storage, or computing capacity is provided as a service, lease, or license.
- \* The contracts do not include radio communications equipment, or cellular telephone equipment. However, some contracts do include computer hardware that can maintain a network connection or communicate over a cellular data connection.

# \*Shipping Terms

- \* F.O.B. destination, prepaid and added for all shipments to any and all participating Institutions in Maryland.
- \* The Seller bears the risk of loss, the responsibility for filing claims, and the cost of the shipment.
- \* The cost of the shipment may be added into the cost of the goods and added to an invoice.

# \* Payment Terms

- \* Net 30 Days Payment Terms
- \* These are standard PO or open account terms

# \* Warranty - Desktop and Server

## Base Warranty for Workstation, Desktop, And Server

- \* At minimum, all workstation, desktop, and server equipment ordered under this Agreement, must meet the following warranty requirements for Maryland based customers:
  - \* Proposer will provide a minimum three (3) year on-site warranty for all parts and labor. (A lesser term may be requested by the ordering agency at time of order)
  - \* If the manufacturer offers a better warranty, the manufacturer's warranty shall apply.
  - \* Proposer must provide diagnosis to problem within one (1) business day of receipt of notice of the problem.
  - \* Onsite service hours shall be 8:00 am to 5:00 pm Eastern time, Monday through Friday.
  - \* Problem resolution must occur within two (2) weeks (10 business days).
  - \* Manufacturer's warranty shall apply for all peripherals and accessories.

# \* Warranty - Portable

## Base Warranty for Laptop and Portable equipment

- \* At minimum, all laptop, portable workstations, tablets ordered under this agreement must meet the following warranty requirements for Maryland based customers.
- \* Proposer will provide a minimum three (3) year warranty for all parts and labor included in the purchase price. (Lesser term may be requested at time of order)
- \* If the manufacturer offers a better warranty, the manufacturer's warranty shall apply.
- \* Proposer must provide on-site or phone diagnosis to problem within one (1) business day of receipt of notice of the problem.
- \* Service hours shall be 8:00 am - 5:00 pm Eastern time, Monday - Friday.
- \* Problem resolution must occur within 5 business days. Manufacturer's warranty shall apply for all peripherals and accessories.

# \*Warranty - Groups 2, 4, 5 and 6

- \* Group 2 - Data Storage Devices
- \* Group 4 - Network Devices
- \* Group 5 - Virtual Computing Systems
- \* Group 6 - Peripherals

The quote furnished to the purchasing entity prior to purchase shall include warranty information for any item in group 2, 4, 5 or 6.

The warranty period shall begin upon delivery of equipment to the customer.

# \* Documentation

- \* The Solicitation UB-12-B-19, the Addenda issued, the Summary of Evaluation, and/or copies of contracts will be sent to the purchasing office of any MEEC Participating Institution. Please send a request to the UB Procurement Officer, Blair Blankinship, at [bblankinship@ubalt.edu](mailto:bblankinship@ubalt.edu)

# \* Interpretation of the Contract

- \* Questions about interpretation of the contract may be sent to the Procurement Officer of the lead agency,

University of Baltimore

Blair Blankinship, C.P.M.

Director of Procurement

1420 North Charles Street

Baltimore, MD 21201

or by e-mail to [bblankinship@ubalt.edu](mailto:bblankinship@ubalt.edu)

# \* Group 1

## Desktop and Portable Computers

Group 1 - PCs	Acer	Apple	Asus	Dell	Fujitsu	HP	Lenovo	Motion	Panasonic	Sony	Toshiba
Vendor Name											
Apple		Apple Ed Disc									
Applied Technology Services				12-30%							
Daly			2-20%		13%	22%	31%	10-15%	9-16%	5%	8 - 15%
Data Networks				11-30%							
Dell				15-30%							
Disys									10%		
DSR Computer						22%	30%				
ePlus Tech					8%						
ESI (Electronic Systems)						22%					
Government Connection						22%					
Hartford (HCGI)	4-10%		10%	25-30%						2-5%	
Lenovo							20-30%				
Magothy Technology											
OmegaCor	8-10%			27-40%			34%		10-22%		13 - 15%
System Source										3-13%	





# \* Group 4 Network Devices

Group 4 - Network Hardware .....Vendor Name	Avaya	AeroHive	Aruba	Alcatel	Baracuda	Blue Cat	Blue Coat	Brocade	CISCO	Dell	D-Link	EMC
Alliance Info Systems					18%							
Alliance Tech	40%											
Apple												
Applied Technology Services								15 - 40%				
Bell Techlogix		27%										
Cambridge Computer										2% - 40%		30%
CAS Severn												
Daly		25%	32%	38%	14%	21%		40%	35%			
Data Networks			32-36%									
Dell										2% - 40%		
Disys											10%	
DSR Computer												
ePlus Tech												
ESI (Electronic Systems)					16%			44%	36-39%			
IBM												
OmegaCor									39%			
Plan B												
SLAIT Consulting (was Plan IT)							40%					
Presidio									40%			
Skyline	27-38%		41%					36%	38%			



# \* Group 5 Virtual Computing Systems

Group 5 - Virtual Computing ..... Vendor Name	Citrix	Dell	HP	Microsoft	nComputing	Pano Logic	Red Hat	VM Ware	Wyse
Alliance Info Systems						10%		5-26%	
Alliance Tech							1%		
Applied Technology Services		18%							
Bell Techlogix			2% - 22%					2-24%	
Daly			3% - 22%	3-20%	18-23%			3-20%	5% -12%
Dell		20-30%							
ESI (Electronic Systems)					23%				
Force 3								4-27%	5% - 11%
Plan B		29%						2-24%	5% - 13%
SLAIT Consulting (was Plan IT)		29%							
System Source			2-22%						5% - 15%

# \* Group 6 Peripherals

- \* Contractors may sell peripheral devices with a unit price under \$5,000.00 each under the contract.
- \* Computer hardware peripherals like monitors, sound systems, mice, pointing devices, printers, scanners, multi-function printers, IP cameras, data storage devices, etc.
- \* A peripheral is a device attached to a host computer, but not part of it, and is more or less dependent on the host. It expands the host's capabilities, but does not form part of the core computer architecture. (definition quoted from Wikipedia - [http://en.wikipedia.org/wiki/Computer\\_peripheral](http://en.wikipedia.org/wiki/Computer_peripheral))

# \* Adding New Items to the Contract

- \* New items may be added to the contract over time.
- \* If an institution (not a contractor) would like to have a new manufacturer or brand added to the contract, please send a specific request to the Procurement Officer, Blair Blankinship, [bblankinship@ubalt.edu](mailto:bblankinship@ubalt.edu)
- \* The prospective new items will be discussed with the MEEC Evaluation Committee and may be added to the contract.
- \* A BAFO process may be used to select the contractor(s).

\***Questions???**

Questions?