

# Contract Overview

Prior to utilizing this contract, the user should read the contract in its entirety.

## CONTRACT DESCRIPTION/HIGHLIGHTS

This Contract covers the requirements for mainframe and midrange server and storage devices for all using agencies of the Commonwealth and COSTARS members.

This Contract will only be used for storage procurements if the required hardware is not available via the IT Hardware Contract(s) for Storage Hardware, or if the Commonwealth agency can provide a best value justification which may include, but not limited to, lowest cost or most advantageous solution to procure through the resulting contract(s).

Storage options purchased from contracts resulting from this RFP are to be internal disk drives (inside the midrange or mainframe processor) and are to be procured at the same time the mainframe or midrange server is procured. Storage procurements that do not include a mainframe or midrange server component are prohibited unless the Commonwealth agency can provide sufficient justification on why procuring from the contract(s) resulting from this solicitation is the most advantageous solution.

Equipment pricing is based on a minimum discount percentage of the manufacturers list price. The purchasing entity must reach out to the supplier's Account Representative with a Statement of Work to receive a quote at the time of need. Equipment pricing is F.O.B. Destination. Ordering agencies must request a copy of the manufacturer list price from the supplier and attach it to their purchase order.

Professional and related services pricing is included in the Rate Card. These hourly costs are to be considered maximum costs and can be reduced by the contractor when providing a quote based on a detailed Statement of Work at the time of need.

DGS has identified this Contract as one which will be made available for COSTARS members' participation. Those suppliers having agreed to sell to registered COSTARS members are designated on the "Search Contracts" page of PA eMarketplace. "Yes" within the COSTARS column means the supplier has agreed to sell to COSTARS members. "No" within the COSTARS column means the contract for a specific supplier is not available to COSTARS members.

## CONTRACT INFORMATION

<b>Contract Title</b>	Mainframe and Midrange Server and Storage Devices
<b>Contract Number</b>	Multiple- See Supplier Information Tab
<b>Solicitation Number</b>	6100044346
<b>Original Validity Period</b>	10/1/2018 to 9/30/2020
<b>Current Validity End Date &amp; Renewals Remaining</b>	12/30/2024 - 2 - Six month optional renewals remaining
<b>Total Number of Contracts</b>	2
<b>Contract Change Revision Date</b>	n/a
<b>Point of Contact</b>	Valarie Hosler
<b>Contact Phone Number</b>	717-703-2945
<b>Contact Email Address</b>	<a href="mailto:vhosler@pa.gov">vhosler@pa.gov</a>

## PROCESS TO ORDER

<b>Product Type</b>	Both
<b>Contract Ordering Process</b>	Catalog/Price List
<b>End User Procedures:</b>	<a href="#">End-User Procedures</a>
<b>P-Card Acceptance Status</b>	P-Card Accepted
<p>IT approval in accordance with ITP BUS 002 is required for all server and/or storage procurements. IT Policies can be found on the PA Office of Administration website.</p> <p>Commonwealth Agencies must solicit quotes from contractors who offer the same OEM products when the value of the order is to exceed \$10,000.</p> <p>Payment will only be issued to the prime contractor. Add special shipping instructions to "Header Notes" if necessary.</p> <p>The Commonwealth may negotiate additional price concessions on all orders.</p>	

Contract Number	Supplier Number	Supplier Name	Small & Small Diverse Business Status	Supplier Mailing Address	Contact Person	Contact Telephone Number	Contact Fax Number	Contact Email Address
4400020028	154433	Pierson Computing Connection, Inc.	DGS Verified SDB	10 Long Lane Suite 100 Mechanicsburg, PA 17072	Debra Pierson	717-796-0493		<a href="mailto:deb@pierson.it">deb@pierson.it</a>
4400020029	530313	Vicom Infinity Inc.	N/A	400 Broadhollow Road, Suite 1 Farmingdale, NY 11735	John Daly	908-397-7558		<a href="mailto:john.daly@convergetp.com">john.daly@convergetp.com</a>

Mainframe, Data Storage and Equipment Storage			
Contractor	Original Equipment Manufacturer	Mainframe, Data Storage and Equipment Storage - Discount Off List	Maintenance/Extended Warranty Services - Discount Off List
Pierson Computer Connection, Inc.	IBM	0.00%	0.00%
Vicom Infinity Inc.	IBM	12.00%	30.00%
ViON Corporation	EMC	20.00%	15.00%
ViON Corporation	Hitachi	20.00%	15.00%
ViON Corporation	IBM	20.00%	15.00%

Midrange Server, Data Storage and Equipment Storage			
Contractor	Original Equipment Manufacturer	Midrange Server, Data Storage and Equipment Storage - Discount Off List	Maintenance/Extended Warranty Services - Discount Off List
Pierson Computer Connection, Inc.	IBM	20.00%	5.00%
ViON Corporation	EMC	20.00%	15.00%
ViON Corporation	Fujitsu	20.00%	15.00%
ViON Corporation	Hitachi	20.00%	15.00%
ViON Corporation	IBM	20.00%	15.00%

Mainframe and Midrange Server Consumption Based Pricing Model	
Contractor	Discount % Off List
Pierson Computer Connection, Inc.	0.00%
Vicom Infinity Inc.	10.00%
ViON Corporation	See Contract File

Mainframe and Midrange Server Rate Card Pricing	
Contractor	Hourly Cost
Pierson Computer Connection, Inc.	See Contract File
Vicom Infinity Inc.	See Contract File
ViON Corporation	See Contract File

**Mainframe and Midrange Server and Storage Devices Contracts**  
**(Parent Contract #6100044346)**

Office of Administration, Office of Information Technology, Enterprise (OA/OIT Enterprise) approval in accordance with [Information Technology Policy \(ITP\) BUS002](#), *IT Investment Review Process*, is required for all server and/or storage procurements. ITPs are located at <https://www.oa.pa.gov/Policies/Pages/itp.aspx>.

1. **Mainframe and/or Midrange Servers.** Procedures related to the purchase of a mainframe or midrange server from the Mainframe and Midrange Server Contracts (Parent Contract #6100044346):
  - a. Request quotes, referencing the supplier contract number, from all suppliers that offer the equipment being requested by the Commonwealth agency. Each quote must include the manufacturer list price;
  - b. Make a selection on supplier based on agency criteria; and
  - c. Obtain TIPR approval from OA/OIT Enterprise per [ITP BUS002](#) (regardless of dollar value). Include quote, statement of work and all other relevant documentation.
  - d. Attach approval document, quote and statement of work to SRM shopping cart.
  
2. **Storage.** Procedures related to the purchase of internal or external storage from the Mainframe and Midrange Storage Contracts (Parent Contract #6100044346):
  - a. **Internal Storage:**
    - i. Internal storage hardware purchased via the Mainframe and Midrange Storage Contracts (Parent Contract #6100044346) must be internal drives (drives installed inside the midrange server or mainframe); and
    - ii. Internal storage hardware must be included as part of the mainframe and/or midrange server hardware quote. Follow quote process for [1. Mainframe and/or Midrange Servers](#), above.
  
  - b. **External Storage:**
    - i. **As part of Mainframe and/or Midrange server purchase.**
      - (1) External storage hardware is not available via the Mainframe and Midrange Storage Contracts (Parent Contract #6100044346) unless:
        - (A) The external storage hardware is not available via the Information Technology Hardware Contracts for Storage (Parent Contract #6100039046); or
        - (B) In accordance with Information Technology Policy [BUS004](#), *IT Waiver Review Process*, the Commonwealth agency provides sufficient justification on why procuring storage under the Mainframe and Midrange Storage Contracts (Parent Contract #6100044346) is the most advantageous solution; and
        - (C) The justification must be submitted as part of the TIPR review required under [ITP BUS002](#). Include quote, statement of work and all other relevant documentation.
      - (2) External storage hardware must be included as part of the mainframe and/or midrange server quote. Follow quote process for [1. Mainframe and/or Midrange Servers](#), above.
  
    - ii. **As a stand-alone storage purchase.**
      - (1) Storage procurements that do not include a mainframe or midrange server component are prohibited under the Mainframe and Midrange Storage Contracts (Parent Contract #6100044346) unless: