

# Contract Overview

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

## CONTRACT DESCRIPTION/HIGHLIGHTS

>The purpose of these contracts resulting from RFP 6100051403 Enterprise Modular Servers is to procure Enterprise Modular Server Hardware, Installation Services , Service Integration , Options and Related Services.

> These contracts have the option for Lease and Purchase.

> Please reference the contracts below and OEMS provided.

4400025326 -MJM Systems Inc ( OEM- DELL) Best Value Contract  
 4400025327- Mobilematics Inc OEM- CISCO) Secondary Contract (EXPIRES 9/14/2023)  
 4400025328 -Pierson Computing Connection Inc (OEM- LENOVO) Secondary Contract  
 4400025329 -Premier System Sales LTD ( OEM- HP ) Secondary Contract

> If contract allows for COSTARS participation include the following language:  
 DGS has identified these Contracts as those 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.

> All equipment comes with a five (5) year twenty four ( 24) x seven (7) x four (4) ; keep your Hard Drive Warranty

> Standalone orders for warranties and maintenance made during the term of the Contract may extend up to five (5) years past the expiration date of the Contract.

> Service Level Definitions. The Commonwealth will utilize three (3) separate tiers of service levels as follows:

- Basic. 99.9% Availability, Two (2)-Day On-site parts and/or labor dispatch—standard response with 48-hour parts and/or labor on-site support after completion of phone-based troubleshooting.
- Enhanced. 99.99% Availability, Next Business Day On-site parts and/or labor dispatch—accelerated response with parts and/or labor on-site support after completion of phone-based troubleshooting.
- Critical. 99.999% Availability, Mission-critical response with four (4)-hour on-site parts and/or labor on-site support, with a designated point of contact for resolution management, escalation and status updates.

## CONTRACT INFORMATION

<b>Contract Title</b>	ENTERPRISE MODULAR SERVERS AND RELATED SERVICES
<b>Contract Number</b>	Multiple
<b>Solicitation Number</b>	6100051403
<b>Original Validity Period</b>	09/15/2022- 09/14/2023
<b>Current Validity End Date &amp; Renewals Remaining</b>	09/14/2024 - 3 renewals remaining; 4400025327 expires 9/14/2023
<b>Total Number of Contracts</b>	4
<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>	Material
<b>Contract Ordering Process</b>	Line Item
<b>End User Procedures:</b>	<a href="#">End-User Procedures</a>
<b>P-Card Acceptance Status</b>	P-Card Accepted

The process to order Modular Servers and Related Services are as follows .

1. Please reference the Server Purchasing Scenerios and the Server Ordering Process attached as book marks to the contract Overveiw for Modular Servers prior to requesting a quote from the supplier.
2. All quotes must be submitted on company letter head and reference the appropriate Modular Server contract. The supplier must include the Catalog List Price and Discount off Catalog List price on their quotes. Supplier quote must be attached to the agency purchase order.
3. All IT Related Procruements are required to utilize the shopping cart process in the SRM System.
4. All Server related procurments require TIPPR approval as outline in ITP-BUS002, Section 4. Policy.
5. **Note** : TIPR approval is only required if the support and maintenance renewal is over \$250K.

Contract Number	Supplier Number	Supplier Name	COSTARS	Supplier Mailing Address	Contact Person	Contact Telephone Number	Contact Fax Number	Contact Email Address
4400025326	522168	MJM SYSTEMS, INC ( Best Value Contract)	YES	285 DAVIDSON AVE STE. 202 SOMERSET, NJ 08873-4153	JAMES LINCOLN	302-547-7695	732-748-4050	<a href="mailto:jamie@mjmsystems.com">jamie@mjmsystems.com</a>
4400025327	535089	MOBILEMATICS INC	YES	520 GREAT AMERICA PARKWAY STE 320 SANTA CLARA,CA 95054-0000	DOMINICK BORRELLO	408-609-1220	408-508-5287	<a href="mailto:dominick@mobilematics.net">dominick@mobilematics.net</a>
4400025328	154433	PIERSON COMPUTING CONNECTION, INC	YES	P.O. BOX 206 NEW KINGSTON, PA 17072-0206	DEBRA PIERSON	717-796-0493	717-796-0692	<a href="mailto:deb@pierson.it">deb@pierson.it</a>
4400025329	312788	PREMIER SYSTEMS SALES LTD	YES	P.O BOX 1730 BLUE BELL, PA 19422-0467	Stephen Reese	610-306-3175	610-272-1632	<a href="mailto:stephen.reese@pscltd.com">stephen.reese@pscltd.com</a>

## **Purchasing Scenarios:**

**Net New Environment:** To be defined as new installation that does not include expansions, replacement, or repair. The Best Value Contract is to be used for installations of server hardware in net new environments in the Commonwealth. If the Best Value Contractor is unable to meet the specific technical requirements (to include but not be limited to integration, compatibility, existing staff knowledge, etc.), a waiver must be provided by the Office of Administration through in accordance with ITP-BUS002 and the Department of General Services Chief Procurement Officer in order to procure from a Secondary Contractor.

**One for One Replacement/Refresh:** No waiver is required. In order to procure a one for one replacement (example: Agency currently has 10 units, needs to replace 2 units, procures 2 units to remain at 10 units total), Agencies are to choose from either of the options below:

1. Procure from the Best Value Contractor, regardless of OEM.
2. Procure from a Secondary Contractor so long as they have been awarded a contract for the OEM hardware being replaced.

**Replacement/Refresh with Reduction:** No waiver is required. In order to procure a server refresh that involves a reduction of total server units in an environment (example: Agency currently has 10 units, needs to replace 2 units, procures 1 unit with greater capacity to now only have 9 units total), Agencies are to choose from either of the options below:

1. Procure from the Best Value Contractor, regardless of OEM.
2. Procure from a Secondary Contractor so long as they have been awarded a contract for the OEM hardware being replaced.

## **Definition of 50%**

The 50% requirement for the server would be based on the total units or server quantity in the current OEM environment.

### **a) For Refresh of Server**

- For instance, if there are ten servers in the current environment and we need to replace/refresh five servers, we will continue with the OEM we already have.
- If we need six or more servers out of the original ten servers in the current environment, we will bid out for full refresh with best value against only six servers that would be needed for in the current OEM.

### **b) For Expansion of Server**

- If we have ten servers and need five more servers, we can continue to use the current OEM. If we need six or more servers to be added to the original ten, we will bid out for full refresh with best value against only six servers from the current OEM.

## **Expansion of Existing Environments:**

1. **Less than 50%.** No waiver is required. In order to procure for an expansion of an existing environment that is less than 50% of the current environment, Agencies are to choose from either of the options below:
  - i. Procure from the Best Value Contractor, regardless of OEM.

- ii. Procure from a Secondary Contractor so long as they have been awarded a contractor for the OEM hardware being replaced.
- 2. Greater than or equal to 50%.** In order to procure for an expansion of an existing environment that is greater than or equal to 50% of the total number of units in the current environment, Agencies must follow the process below:
- i. Receive a quote from the Best Value Contractor for the additional expansion units if their OEM solution integrates with the Agency's current environment. The Agency must request a quote that includes the devices and all ancillary technology considerations to ensure that the devices operate properly in the current environment. If the Best Value Contractor's OEM solution does not integrate with the current environment, the Best Value Contractor must provide a quote for a net new solution to meet the Agency's needs.
  - ii. Receive a quote from the Secondary Contractor for the additional expansion units if they offer the same OEM solution that is currently makes up the Agency's current environment.
  - iii. The Agency must evaluate responses from (i) and (ii) above and make a decision based on both technical merits and cost. If the Best Value Contractor is unable to meet the specific technical requirements at the time of Agency need, a waiver must be provided by the Office of Administration through in accordance with ITP-BUS002 and the Department of General Services Chief Procurement Officer in order to procure from a Secondary Contractor.

**For all purchasing scenarios.** If the Best Value Contractor is unable to meet the specific technical requirements (to include but not be limited to integration, compatibility, existing staff knowledge, floor space, network connectivity, etc.), a waiver must be provided by the Office of Administration through in accordance with ITP-BUS002 in order to procure from a Secondary Contractor. The contract(s) resulting from this RFP would not limit the Commonwealth in seeking competitive pricing for both on-premise infrastructure and cloud infrastructure as required by the OA/OIT technology and support needs.

This contract does not guarantee volume based on past and future purchasing.

**Information Technology Hardware Contracts—Enterprise Modular Servers Devices & Services**  
**(Parent Contract #6100051403)**

The Department of General Services and 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 enterprise modular server hardware and related services procurements. ITP policy is located at [https://www.oa.pa.gov/Policies/Documents/itp\\_bus002.pdf](https://www.oa.pa.gov/Policies/Documents/itp_bus002.pdf)

**Note:** MJM Systems, Inc *has been designated as the Best Value Contract for Modular Servers Hardware (Contract #4400025326). Modular Server Hardware and related services must be procured from the Best Value Contract unless the Commonwealth agency obtains a waiver pursuant to [ITP BUS004](#), IT Waiver Review Process.*

**Note:** Please reference the Purchasing Scenarios Tab located on the contract overview for the Best Value Contract [4400025326](#) and Secondary Contracts [4400025327](#), [4400025328](#) and [4400025329](#)

1. **Modular Server Hardware from the Best Value Contract.** Procedures related to the purchase of Server hardware and related services from the Best Value Contract for Information Technology Hardware Contracts for Servers (Contract #[4400025326](#)- OEM (DELL)) is as follows:
  - a. Request quote, referencing contract number [4400025326](#), from the Best Value Contract. Each quote must be on supplier letterhead and include the manufacturer list price as well as the percentage discount off list price. Contractor must meet or exceed their minimum discount off of their catalog list price as reference in the cost submittal.
  - b. Obtain TIPR approval from OA/OIT Enterprise per [ITP BUS002](#) policy, IT Investment Review Process, (regardless of dollar value). Include current vendor quote with defined deliverables, Voluntary Product Accessibility Template (VPAT) and Policy Driven Adoption for Accessibility (PDAA) Worksheet and attach to the SRM shopping cart. Shopping carts are required for all IT related procurements.
2. **Modular Servers from Secondary Contracts.** Procedures related to the purchase of Modular Server Hardware and related services from the Information Technology Hardware Contracts for Modular Servers (Parent Contract #6100051403) when the Best Value Contract is not authorized under Contract #[4400025326](#) .
  - a. Modular Servers and related services procurement from a Secondary Contract are prohibited under the Information Technology Hardware Contracts for Servers (Parent Contract #6100025236) unless:
    - i. In accordance with [ITP BUS004](#), the Commonwealth agency provides sufficient justification on why procuring Modular Server Hardware or related services under the applicable non-Best Value OEM Modular Server is the most advantageous solution.
    - ii. The justification must be submitted as part of the TIPR review required under [ITP BUS002](#) to include current vendor quote with defined deliverables, VPAT and

PDAA Worksheet and attach to the SRM shopping cart. Shopping carts are required for all IT related procurements.

b. Cost cannot be a determining factor for requesting a waiver.

b. **Replacement/Refresh with or without reduction:** No waiver is required. In order to procure a replacement/refresh, Agencies are to choose from either of the options below:

1. Procure from the Best Value Contractor, regardless of OEM.
2. Procure from a Secondary Contractor so long as they have been awarded a contract for the OEM hardware being replaced.

**Upgrade/Expansion:** No waiver is required. Adding performance and/or capacity to an existing storage array, still under OEM support. In order to procure an upgrade/expansion, Agencies are to choose from the following options below:

1. Procure from the Best Value Contractor, so long as they have been awarded a contract for the OEM hardware being replaced.
2. Procure from a Secondary Contractor so long as they have been awarded a contract for the OEM hardware being replaced.
3. If not available under any other contract, then the Agency must procure using an appropriate procurement method.

c. Follow quote process for **Modular Server Hardware from the Best Value Contract** steps 1 (a) and 1 (b).