

Contract Overview

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

CONTRACT INFORMATION

Contract Title	Networking Equipment & Related Services
Contract Number	Various - see the Contractor Information sheet
Solicitation Number	6100045034
Original Validity Period	January 1, 2019 - December 31, 2021
Current Validity End Date & Renewals Remaining	03.31.2024 with zero year renewal remaining except for contract# 4400026870 which expires 12.31.2023 with no renewals.
Total Number of Contracts	4
Point of Contact	Jessica Wisniewski
Contact Phone Number	717.265.8863
Contact Email Address	JessiWisni@pa.gov

PROCESS TO ORDER

PO TYPE: SRM Standard PO, P Card Accepted

Review the Discount Spreadsheet for a list of contractors and a breakdown of the discount percentage for each OEM.

When more than one contract exists per OEM, Commonwealth agencies are required to obtain quotes from all Contractors who provide products for that OEM, on orders exceeding \$10,000; however an agency may request quotes for orders of all sizes. Multiple quotes not required for maintenance/extended warranty services

Contractors are encouraged to offer lower prices for all requests for quotes, especially requests for quotes with high quantities. The Commonwealth may negotiate additional price concessions on all orders.

The Commonwealth must develop a statement of work (SOW) for related services utilizing the Statement of Work Template, which must be attached to the associated purchase order. A SOW is not required for standard maintenance and support (i.e. Cisco Smartnet), but the service level must be described on the quote and attached to the associated purchase order.

Orders for maintenance/extended warranty services made during the term of the contract may extend up to three (3) years past the expiration date of the contract.

Contract Number	Supplier Number	Supplier Name	Contact Person	Contact Telephone Number	Contact Email Address
4400020303	155331	DAGOSTINO ELECTRONIC SERVICES INC 600 MIFFLIN RD PITTSBURGH PA 15207	Trudy Van Kirk	412-894-7019	tvankirk@descomm.com
4400020304	186996	EPLUS TECHNOLOGY INC 130 FUTURA DR POTTSTOWN PA 19464	Carl Skiba	717-730-1606	cskiba@EPLUS.com
4400026870 Expires 12.31.24	313126	ConvergeOne 10900 Nesbitt Ave S Bloomington, MN 55437	Andy Branchaud	317-813-5185	abrancaud@convergeone.com
4400023215	542808	POMEROY TECHNOLOGIES LLC PO Box 636049 Cincinnati, OH 45263	Gerald Rutledge	717-516-7101	Gerald.Rutledge@Pomeroy.com

		DAGOSTINO ELECTRONIC SERVICES INC	EPLUS TECHNOLOGY INC	CONVERGEONE	POMEROY TECHNOLOGIES LLC
Alcatel-Lucent	Networking Equipment	50.00%			
	Maintenance/Extended Warranty Services	10.00%			
	Services	10.00%			
Arista Networks	Networking Equipment			44.50%	
	Maintenance/Extended Warranty Services			10.00%	
	Services			1.00%	
Cisco	Networking Equipment		46.20%		40.77%
	Maintenance/Extended Warranty Services		30.20%		29.01%
	Services		5.00%		5.01%
Dell-EMC	Networking Equipment				41.01%
	Maintenance/Extended Warranty Services				40.01%
	Services				3.01%
Extreme Networks	Networking Equipment			45.50%	49.01%
	Maintenance/Extended Warranty Services			10.00%	6.01%
	Services			5.00%	1.01%
Fortinet	Networking Equipment	28.00%	32.00%		
	Maintenance/Extended Warranty Services	16.00%	20.00%		
	Services	2.00%	2.50%		
HPE-Aruba	Networking Equipment		53.25%		39.01%
	Maintenance/Extended Warranty Services		17.00%		18.01%
	Services		17.00%		18.01%
Juniper Networks	Networking Equipment		45.00%	50.00%	
	Maintenance/Extended Warranty Services		26.00%	20.00%	
	Services		1.00%	1.00%	
Riverbed-Xirrus	Networking Equipment			50.00%	
	Maintenance/Extended Warranty Services			20.00%	
	Services			1.00%	
Vmware	Networking Equipment				25.01%
	Maintenance/Extended Warranty Services				3.01%
	Services				3.01%