



STATE OF MISSOURI
OFFICE OF ADMINISTRATION
DIVISION OF PURCHASING

NOTIFICATION OF STATEWIDE CONTRACT

Date: August 25, 2023

CONTRACT TITLE: NASPO ValuePoint Software Value-Added Contractor (SVAR)

CURRENT CONTRACT PERIOD:	Current Contract Period	August 1, 2023 through October 31, 2023 (Amendment 11)
RENEWAL INFORMATION:	Original Contract Period:	October 3, 2016 through April 7, 2018
	Renewal Options Available:	None
	Potential Final Expiration:	October 31, 2023
BUYER INFORMATION:	Kelsey Huwe (573) 522-1308 Kelsey.Huwe@oa.mo.gov	

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC USE ONLY**.
PURCHASES FOR PERSONAL USE BY PUBLIC EMPLOYEES OR OFFICIALS ARE PROHIBITED.

THE USE OF THIS CONTRACT IS **NOT MANDATORY**.

This contract has been established for the convenience of state agencies. Local Purchase Authority may be used to purchase supplies/services included in this contract from an alternative source at the discretion of the agency.

The entire contract document may be viewed and printed from the Division of Purchasing's **Awarded Bid & Contract Document Search** located on the Internet at

<http://oa.mo.gov/purchasing>.

CONTRACT NUMBER	MissouriBUYS SYSTEM ID	VENDOR INFORMATION	MBE/WBE	COOP PROCUREMENT
CT170315001	MB00084470	SHI International Corp 290 Davidson Avenue Somerset, NJ 08873 Contact: Alison Turner Phone: 425-974-5997 Email: Alison_turner@shi.com Website: www.shi.com	N/A	YES
CT170315002	MB00002395	CDW Government LLC 230 N. Milwaukee Ave Vernon Hills, IL 60061 Contact: Shontina Verastegui Phone: 703-262-8076 Email: shonver@cdw.com Website: www.cdw.com	N/A	YES
CT170315004 A new NASPO contract has been awarded under CT231326004	MB00063642	Insight Public Sector, Inc. 6820 South Harl, Ave. Tempe, AZ 85283 Contact: Molly Randol Phone: 480-902-1086 Email: molly.randol@insight.com Website: www.ips.insight.com	N/A	YES
CT231326001	MB00070169	Accel BI Corporation 2406 185th PL NE Redmond, WA 98052 Contact: Sanjay Shirude Phone: 206.372.2505 Email: bdm@accelbi.com Website: www.accelbi.com	N/A	YES

STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
8/1/23 – 10/31/23	8/25/23	<ul style="list-style-type: none"> Added quotation instructions for state agencies in paragraph 3.6.4. Added information for contract CT231326001 with Accel BI Corporation
8/1/23 – 10/31/23	8/3/23	<ul style="list-style-type: none"> Cover Page current contract period revised. Changed information for Insight Public Sector, Inc. as new contract CT231326004 has been awarded Statewide Notice updated for extension to the following contracts: <ul style="list-style-type: none"> ✓ CT170315001 – SHI International Corp ✓ CT170315002 – CDW Government LLC
4/1/23 – 7/31/23	3/14/23	<ul style="list-style-type: none"> Cover Page current contract period revised. Vendor contact information updated. Statewide Notice updated for extension to the following contracts: <ul style="list-style-type: none"> ✓ CT170315001 – SHI International Corp ✓ CT170315002 – CDW Government LLC ✓ CT170315004 – Insight Public Sector, Inc.
1/1/23-3/31/23	12/27/22	Statewide Notice updated for extension to the following contracts: <ul style="list-style-type: none"> CT170315001 – SHI International Corp CT170315002 – CDW Government LLC CT170315004 - Insight Public Sector, Inc.
10/1/22 – 12/31/22	9/29/22	Cover Page contract current contract period revised.
6/30/22 – 9/30/22	8/24/22	Cover Page contract current contract period revised, and buyer information updated.
4/7/21 – 4/7/22	1/14/22	Statewide Notice updated for extension to the following contracts: <ul style="list-style-type: none"> CT170315001 – SHI International Corp CT170315001 – CDW Government LLC CT170315004 - Insight Public Sector, Inc.
4/6/21 – 1/7/22	11/3/21	Pricing for CDW updated
4/6/21-1/7/22	5/18/21	Contract extended pursuant to NASPO/State of Arizona contract amendments. Contract CT170315003 (En Pointe) was removed as the contract was not extended. Buyer name updated to Earl Pettit.
4/7/20-4/6/21	4/7/20	Contracts renewed pursuant to NASPO/State of Arizona contract amendments.
4/7/19-4/6/20	6/24/19	Updated Buyer Contact Information from Melissa Sackett to Jennie Rees.
4/7/19 – 4/6/20	2/20/19	Contracts renewed pursuant to NASPO/State of Arizona contract amendments.
10/3/16 – 4/6/19	1/31/19	Update Statewide Notice to add contract CT170315002 with CDW Government LLC.
10/3/16 -4/7/18	1/14/19	Updated Buyer Contact Information from Christopher Lozuaway to Melissa Sackett.
10/3/16-4/7/18	8/9/18	Initial issuance of new statewide contract

Purpose: Establishes Master Agreements with qualified vendors so that NASPO ValuePoint Cooperative Members may acquire Commercial off the Shelf Software (COTS) and related services from Software Value-Added Contractors (SVARs).

1. State agencies governed by Chapter 34 RSMo are specifically prohibited from using this agreement to purchase the software and related services for the following software manufacturers:

- **Adobe**
- **Citrix Software**
- **ESRI**
- **IBM (training services for IBM software are available to be purchased by state agencies)**
- **LANDesk**
- **Macromedia**
- **McAfee**
- **Microsoft**
- **Novell**
- **SAP**
- **Symantec**
- **Tivoli**
- **Veeam**
- **VMWare**

1.1 All software subscription licenses and support services shall survive the expiration of the contract.

2. Software Value-Added Contractor ('Contractor' – "SVAR") shall do the following:

2.1 Provide Commercial Off-the-Shelf-Software (COTS).

2.2 Honor existing Volume or Enterprise license agreements.

2.3 Offer maintenance and support packages on licenses already owned by the State of Missouri and other Purchasing Entities.

2.4 Advise the LSCA, each PSCA, and other Purchasing Entities of SVAR's channel partner status with Key Software Publishers.

2.5 Retain or enhance contractor certifications with software publishers – At a minimum, maintain contractor certification levels held at time of award.

2.6 Provide Pre-Sale Advisement – **There shall be no charge for these services.**

2.7 Provide assistance in explaining and developing Volume License and Enterprise Agreements.

2.8 Provide Software Installation Assistance.

2.9 Provide Software De-Installation Assistance.

2.10 Provide Tracking, Management, Usage Monitoring and Reporting of Licenses.

2.11 Notify the State of Missouri and Purchasing Entities of publisher publicly announced changes pertinent to User licensing.

3. COTS Products: Software which requires little or no services:

	IN SCOPE Offerings		OUT OF SCOPE Offerings
LICENSING TYPE	COTS	Individual Licensing Volume Licensing Enterprise Licensing	Custom/Customized
LICENSING PERIOD	Perpetual	Subscription	None
Delivery	Shrink-Wrap	Download	None
HOSTING as part of delivery & use	On Premise	Off Premise	Managed Services

- 3.1 Most Current Version: Purchase orders shall be deemed to reference a manufacturer's most recent release model or version of the product at the time of the order, unless the Purchasing Entity specifically requests in writing an earlier model or version and the Contractor is willing to provide such model or version.
- 3.2 Licenses and Maintenance Agreements: The contractor will honor existing State of Missouri's Volume License Agreements (VLA) and Enterprise License Agreements (ELA) with publishers and include those licenses as part of the contractor's license tracking services.
- 3.3 Software Maintenance and Support Agreements: Purchasing Entities can purchase maintenance agreements, including upgrade protection, through the contractor. Contractors will sell software maintenance agreements, even if the software was not purchased under this agreement, such as on-going support for a User's existing perpetual license. As requested, the contractor will explain what product support or services are included in a publisher's maintenance agreement.
- 3.4 Software Publishers, Categories:
 - 3.4.1 Key Itemized Publishers: Represent the highest tier of sales volume of those publishers who sell through contractors. This category is the one most likely to include the State of Missouri's enterprise or high volume agreements with a publisher.
 - 3.4.2 Other Itemized Publishers – Represent a high level of sales volume and may include the State of Missouri's high volume agreements or VLAs with a publisher.
- 3.5 Software Publishers, General Representation: The contractor shall agree that there are no software publishers with whom they will refuse to do business if the software publisher is willing to do business with them.
- 3.6 Price Quote, General:
 - 3.6.1 Telephone or Email Quote Support: The contractor shall accept requests for quotes by telephone, fax, email, or online.
 - 3.6.2 Quote Delivery Method: The quote must clearly indicate the method of delivery, whether via media, download, or through a service.
 - 3.6.3 Timely Quotes: Expected response should be within twenty-four (24) hours but no more than three (3) business days. If after three (3) business days the contractor has been unable to obtain the quote or assurances that they can obtain the software, the contractor shall contract the State of Missouri or other Purchasing Entity with a status report. The contractor and Purchasing Entity will mutually agree as to whether the quote should be perused further. If the contractor is unable to obtain a quote within (10) days of the request for the quote, the contractor shall provide a written statement to the Purchasing Entity.

- a. **Guaranteed 30 Day Quote:** Contractor is required to honor all quotes for thirty (30) days. If it is known that a price increase will occur during the thirty (30) calendar days following the quote, the contractor may provide two (2) quotes, based upon the date that the order is received.
 - b. **Sales Promotion:** The contractor may conduct sales promotions involving specific products or groups of products for specified time periods.
- 3.6.4 **Quotations:** State agencies should request price quotations from at least three (3) manufacturers (CT170315001 and CT170315002 or CT231326001 and CT231326004) or a manufacturer's reseller, listing the product and service specifications needed before purchasing products through the contract. Agencies shall place orders with the vendor proposing the lowest cost and whose products meets all mandatory requirements identified in the quote request.
- 3.7 **Product Delivery and Returns**
- 3.7.1 **Media:** The contractor shall work with Purchasing Entity to provide media via any method available and as requested.
- 3.7.2 **Delivery Period:** Contractor to provide delivery no longer than ten (10) business days after receipt of a valid order unless conditions arise that are outside of the control of the contractor.
- 3.7.3 **Product Returns:** Unopened software can be returned with no restocking fee up to thirty (30) days from date of receipt, if allowed by the software publisher. If software publisher has a shorter timeframe for returns or requires a restocking fee, this must be stated on the quote (if the restocking fee information is not provided on the quote, the contractor is responsible for the fee). If delivered software is defective, or if the incorrect product was delivered, the contractor must agree to accept returns. If delivered software is defective, the contractor is responsible for return shipping and packaging costs and for restocking charges if applicable. Defective or incorrectly delivered media will be replaced by overnight delivery at the contractor's expense if requested by the Purchasing Entity. If overnight delivery is not requested, all replacement products must be received by the Purchasing Entity within seven (7) days of initial notification.
- 3.7.4 **Shipping Charges:** Items covered under this contract are FOB Destination and shipping charges are not to be included on any invoice unless expedited shipping has been requested. For expedited shipment, Purchasing Entity would submit their order including related shipping charges, which may not exceed the cost of delivery by the carrier.

4. **Services:**

	IN SCOPE		OUT OF SCOPE
SOFTWARE & LICENSING TYPE	COTS	Volume Licensing	Custom/Customized
LICENSING PERIOD	Perpetual	Subscription	Not Applicable
Delivery	Shrink-Wrap	Download	Not Applicable
Hosting as part of delivery & use	On-Premise	Off-Premise	Managed Services
SERVICES	Basic Installation, Training and Maintenance		Consulting, configuration, engineering, design, etc., any type of service specific to a Purchasing Entity requiring description of tasks and deliverables and agreement by the parties

4.1 **In Scope Services: Basic Installation, Maintenance packages and Training**

- 4.2 The contract is not intended for the purchase of custom software applications.
- 4.3 Training: Training shall be available in the form of tutorials for basic installation and web-based training for software operation, basic phone support.

PRICING - SOFTWARE

Software Percentage Markup/Down by Publisher and Contractor:

Key Itemized			
	Percentage Markup/Down		
Publisher	<u>CT170315001</u> SHI International Corp	<u>CT170315002</u> CDW-F	<u>CT170315004</u> Insight Public Sector, Inc.
ADOBE	0.50	.97	1.00
CITRIX	0.75	.97	1.00
MICROSOFT	0.25	-1.26	0.50
NOVELL	0.50	.97	1.00
SYMANTEC	0.50	.97	1.00
VMWARE	0.75	.88	1.00

Other Itemized			
	Percentage Markup/Down		
Publisher	<u>CT170315001</u> SHI International Corp	<u>CT170315002</u> CDW-F	<u>CT170315004</u> Insight Public Sector, Inc.
ALI SQUARED	1.00	2.20	1.25
AIRWATCH MOBILE DEVICE MANAGEMENT VMWARE	1.00	1.13	1.25
ALLIANCE ENTERPRICES	1.50	2.20	1.25
APPLE	1.00	2.20	1.25
ATTACHMATE – MICROFOCUS	1.00	1.25	1.25
AUTODESK	1.50	2.20	1.25
AUTONOMY – HP	1.00	2.20	1.25
BAKBONE – DELL	1.50	1.13	1.25
BARRACUDA	1.00	2.20	1.25
BOMGAR REMOTE SOFTWARE	1.00	0.75	1.25
CA TECHNOLOGIES	1.50	2.20	1.25
CISCO	1.50	2.20	1.25
COMPUTRONIX USA	1.00	1.13	1.25
COMPUWARE	1.50	2.20	1.25
COREL	1.00	2.20	1.25
DOUBLETAKE	1.00	2.20	1.25
EMC	1.50	2.20	1.25
ENCHOICE	1.00	2.20	1.25
ESET	1.00	2.20	1.25
ESRI	1.00	2.20	1.25
FREEDOM SCIENTIFIC	1.00	2.20	1.25

Other Itemized			
	Percentage Markup/Down		
	<u>CT170315001</u>	<u>CT170315002</u>	<u>CT170315004</u>
Publisher	SHI International Corp	CDW-F	Insight Public Sector, Inc.
GUARDIAN EDGE – SYMANTEC	0.50	2.20	1.25
GW MICRO	1.00	2.20	1.25
IBM	1.50	2.20	1.25
ICM CONVERSIONS	1.00	2.20	1.25
INFOR	1.00	2.20	1.25
INTERMEDIX EMSYSTEMS	1.50	2.20	1.25
HP	1.00	2.20	1.25
HUMANWARE	1.00	2.20	1.25
INFORMATION BUILDERS	1.00	2.20	1.25
KRONOS SOFTWARE	1.50	2.20	1.25
LANDESK	1.50	2.20	1.25
LASERFISCHE	1.00	2.20	1.25
LIQUIDWARE STATUSPHERE	1.00	2.20	1.25
MICROFOCUS INC	1.50	2.20	1.25
MINJET	1.00	2.20	1.25
MPS	1.00	2.20	1.25
MQSOFTWARE – BMC SOFTWARE	1.50	2.20	1.25
NCIRCLE	1.00	0.00	1.25
NETOP	1.00	1.25	1.25
NUANCE	1.50	2.20	1.25
ORACLE	1.50	2.20	1.25
OSAM	1.50	2.20	1.25
PASSPORT	1.00	1.25	1.25
PATCHLINK	1.00	1.25	1.25
PROOFPOINT	1.50	2.20	1.25
RSA SECURITY	1.50	2.20	1.25
REFERENCIA SYSTEMS	1.00	2.20	1.25
SAP AMERICA	1.50	2.20	1.25
SAS	1.50	1.25	1.25
SOLUTIONS SOFTWARE	1.00	1.13	1.25
SOPHOS	1.50	2.20	1.25
SPLUNK SOFTWARE	1.50	2.20	1.25
STASEEKER NETWORK INFRASTRUCTURE MONITORING	1.00	2.20	1.25
STELLEMENT – ORACLE	1.50	1.25	1.25
SUNGUARD	1.00	1.13	1.25
SYBASE	1.00	1.25	1.25
TECHSMITH	1.00	1.25	1.25
TREND MICRO	1.50	1.25	1.25
TRUSTWARE	1.50	0.25	1.25
ULTRABAC	1.00	1.13	1.25
VORMETRIC	1.00	1.13	1.25
WEBSENSE	1.50	0.88	1.25
Any other non-listed publisher	2.00	2.20	3.75

PRICING - SERVICES

CT170315001: SHI International Corp		
Services being Offered as a Separate Charge	Rate	Unit of Measure
Sr. Services Provider – In-Scope Software Services	\$220.00	Hourly
Services Provider – In-Scope Software Services	\$182.00	Hourly
Sr. Project Manager – Software	\$220.00	Hourly
Project Manager – Software	\$182.00	Hourly
Sr. Engagement Manager – Software	\$220.00	Hourly
Publisher Provided – In-Scope Software Services	As established by the Software Publisher, depending upon services required. Services performed by a Software Publisher may require the involvement of an SHI Project Manager. Final Services pricing will be supplied by SHI, and will be inclusive of contract administrative fees and any applicable Project Management fees.	TBD (may be hourly, annually per project, or other according to Publisher's offerings)
Third Party Provided – In-Scope Software Services	As established by the Third Party Services Provider, depending upon services required. Services performed by a Software Publisher may require the involvement of an SHI Project Manager. Final Services pricing will be supplied by SHI, and will be inclusive of contract administrative fees and any applicable Project Management fees.	TBD (may be hourly, annually per project, or other according to Publisher's offerings)

CT170315004: Insight Public Sector, Inc.

Services being Offered as a Separate Charge	Rate	Unit of Measure
Business Analyst I	\$67.63	Per Hour
Service Technician	\$67.63	Per Hour
Business Analyst II	\$74.26	Per Hour
Service Technician Sr.	\$74.26	Per Hour
Supervisor Services	\$88.84	Per Hour
Business Analyst Sr.	\$88.84	Per Hour
Engineer	\$100.78	Per Hour
Engineer Sr.	\$140.56	Per Hour
Manager Services	\$165.75	Per Hour
Project Coordinator	\$198.90	Per Hour
Consultant I	\$198.90	Per Hour
Consultant II	\$218.40	Per Hour
Consultant Sr.	\$218.40	Per Hour
Project Coordinator Sr.	\$222.17	Per Hour
Senior Manager Services	\$222.17	Per Hour
Architect I	\$245.31	Per Hour
Manager Programs	\$245.31	Per Hour
Project Manager	\$245.31	Per Hour
Architect II	\$271.83	Per Hour
Project Manager Sr.	\$271.83	Per Hour
Architect Sr.	\$298.35	Per Hour
Specialty	\$430.95	Per Hour
Global Knowledge Training Services	Cost Plus Contractor Cost	
Global Knowledge Training Course	7.50%	Per Training Class
License Reconciliation Service (LRS) (*One Publisher)		
This tiered pricing includes analysis and reconciliation of purchase history and installation data for one publisher. It does not include costs for help with identifying what is installed on the devices. Software discover costs would be extra.		
Device (PC + Server) Count	One-Publisher LRS Price	Pricing Type
1 - 350	\$3,000	Fixed Fee
351 - 600	\$5,000	Fixed Fee
601 - 1,199	\$8.60	Per Device
1,200 - 2,399	\$5.30	Per Device
2,400 - 3,999	\$4.90	Per Device
4,000 - 5,999	\$4.30	Per Device
6,000 - 9,999	\$3.50	Per Device
10,000 - 14,999	\$3.00	Per Device
15,000 - 50,000	\$1.70	Per Device