

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX - ROOM 102
25 CAPITOL ST
CONCORD NH 03301-6398

DATE: July 2, 2020

8002727 & 8002728

CONTRACT #: 8002720 NIGP CODE: 208-0000

CONTRACT FOR: Computer Software Reseller

CONTRACTORS:

SHI International Corp.

VDR# 175141 P001
290 Davison Ave
Somerset, NJ 08873

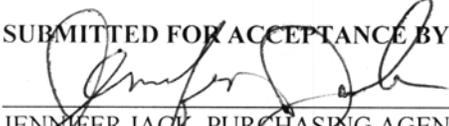
Zones LLC

VDR# 222860 P001
1102 15TH Street SW. Suite 102
Auburn, WA 98001-6524

CDWG

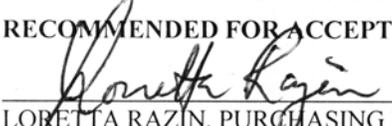
VDR# 269442 P001
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

SUBMITTED FOR ACCEPTANCE BY:


JENNIFER JACK, PURCHASING AGENT
BUREAU OF PURCHASE AND PROPERTY

DATE 7/13/2020

RECOMMENDED FOR ACCEPTANCE BY:


LORETTA RAZIN, PURCHASING MANAGER
BUREAU OF PURCHASE AND PROPERTY

DATE 7/13/2020

APPROVED FOR ACCEPTANCE BY:


GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES

DATE 7/13/20

ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE REVISED STATUTES, ANNOTATED 21-I:14, XII.


CHARLES M. ARLINGHAUS, COMMISSIONER
DEPARTMENT OF ADMINISTRATIVE SERVICES

DATE 7/14/20



STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY

27 Hazen Dr., Concord, NH 03301
Fax: 603-271-1516 TDD Access: 1-800-735-2964
www.nh.gov/doit

Denis Goulet
Commissioner

July 28, 2020

Charles M. Arlinghaus
Commissioner
Department of Administrative Services
State of New Hampshire
25 Capitol Street
Concord, NH 03301

Dear Commissioner Arlinghaus:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into three (3) computer software reseller contracts 8002720, 8002727 and 8002728 with the vendors Software House International (SHI), Zones, and CDWG as described below and referenced as DoIT No. 2021-018.

This is a request for approval of three (3) computer software reseller contracts: Software House International (SHI), Zones, and CDWG. These statewide contracts will provide state agencies the opportunity to purchase software through multiple vendors and distribution partners at a competitive price.

These contracts shall become effective upon execution by Commissioner Arlinghaus through July 30, 2023.

A copy of this letter should accompany the Department of Administrative Services' contract documentation through the approval process.

Sincerely,

 for
Denis Goulet

DG/ik/ck
DoIT #2021-018

cc: Jennifer Jack, DAS



**State of New Hampshire
DEPARTMENT OF ADMINISTRATIVE SERVICES
BUREAU OF PROCUREMENT AND SUPPORT SERVICES**

State House Annex - Room 102
25 Capital Street
Concord, New Hampshire 03301

CHARLES M. ARLINGHAUS
(603) 271-3201

July 16, 2020

Denis Goulet
Commissioner
27 Hazen Drive
Concord, NH 03301

REQUESTED ACTION

The Department of Administrative Services is requesting the approval of three (3) computer software reseller contracts 8002720, 8002727 and 8002728 with the vendors Software House International (VDR #175141), Zones (VDR#222860), and CDWG (VDR#269442). These contracts will have a three (3) year term, from August 1, 2020 through July 31, 2023 and will allow agencies the ability to purchase Department of Information Technology (DoIT) approved software.

Prior Related Actions

The State awarded contract #8002065 to Software House International via RFB 1885-17 with a 3 year contract term August 1, 2016 through July 31, 2019. This contract allowed for two (2) one year extensions. Extension one was implemented August 1, 2019 ending January 31, 2020. Extension two, the current contract, was implemented February 1, 2020 and is expiring July 31, 2020. No extensions remain on this contract.

Alternatives and Benefits

RFB 2289-20 for the Computer Software reseller contract closed on 5/1/2020. After reviewing the bid responses a potential \$1,450,043.60 cost savings over the 3 year term has been identified. This savings has been identified through the additional resellers Zones and CDWG in conjunction with SHI offering lower price points for our current standard software. Vendors were required to be a Microsoft Government Large Account reseller (LAR) and must be able to manage volume-licensing agreements with several other software publishers as well as provide software pre sales assistance, documentation, and volume license agreement administration at no additional cost to the State.

Based on the bid results the Department of Administrative services would like to move forward with awarding this contract to the three resellers SHI, Zones, and CDW. This would allow the vendors to bid against each other to assure that we have a competitive advantage and provide the potential to source software through multiple vendors and distribution partners.

- Agencies get multiple quotes (from the awarded resellers) for non-standard software items.
- Pricing for standard software would be updated monthly and posted to the DoIT standards webpage.

Impact on Other State Agencies and Municipalities

These contracts shall provide agencies, and any eligible participants, multiple sources for the purchase of various software licenses.

Supporting Documentation

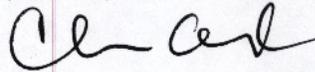
For your review, I have attached the draft notice of contract for each vendor as well as the award spreadsheet for RFB 2289-20.

CONTACT PERSON: Jennifer Jack
Purchasing Agent
25 Capitol Street, RM 102
Concord, NH 03301
Telephone: (603) 271-3146
Email: Jennifer.Jack@das.nh.Gov

CERTIFICATION

The undersigned hereby certify that the information provided in this document and any attachments is complete and accurate and that alternatives to the solution defined in this document have been appropriately considered.

Respectfully Submitted,



Charles M. Arlinghaus
Commissioner

Division of Procurement and Support Services
Bureau of Purchase and Property
25 Capitol Street, Room 102, State House Annex
Concord, NH 03301-6398

Date: 1/31/2020
Bid No.: 2289-20
Date of Bid Closing: 2/28/2020
Time of Bid Closing: 10:30 AM (EST)

PLEASE DIRECT ANY QUESTIONS REGARDING THIS BID TO JENNIFER JACK: E-mail JENNIFER.JACK@DAS.NH.GOV
EMAIL YOU'RE BID TO: NH.Purchasing@DAS.NH.GOV

BID INVITATION FOR CONTRACT: COMPUTER SOFTWARE RESELLER

[Insert name of signor] Meghan Flisakowski, on behalf of SHI International Corp [insert name of entity submitting bid (collectively referred to as "Vendor")] hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID 2289-20 at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Closing date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RSA 21-I:11-c, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):
 - a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
 - b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
 - c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
 - d. Is currently debarred from performing work on any project of the federal government or the government of any state;
 - e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
 - f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
 - g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
 - h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
 - i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
 - j. Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

This document shall be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature *Meghan Flisakowski* Authorized Signor's Title Public Sector Program Manager

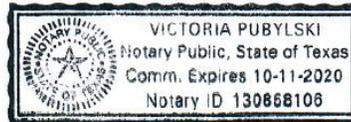
NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Travis STATE: Texas ZIP: _____

On the 30 day of April, 2020, personally appeared before me, the above named Meghan Flisakowski, in his/her capacity as authorized representative of SHI, known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.

In witness thereof, I hereunto set my hand and official seal.

Victoria Pubyłski
(Notary Public/Justice of the Peace)



My commission expires: 10-11-2020 (Date)

Form P31-B

Unless specifically amended or deleted by the Division of Procurement and Support Services, the following General Terms and Conditions apply to this Bid and any resulting Purchase Order or Contract.



STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398

ADDENDUM # 1 TO BID INVITATION # 2289-20

Posted: 2/26/2020

DATE OF BID CLOSING: 02/28/20

TIME OF BID CLOSING: 10:30 AM (EST)

FOR: COMPUTER SOFTWARE RESELLER

DATE OF BID CLOSING:

Presently Reads: February 28, 2020 @ 10:30 AM (EST)

Amend to Read: March 27, 2020 @ 10:30 AM (EST)

CLARIFICATION:

This request for bid is to find our next software contract reseller(s), we will be awarding up to three vendors. We are looking to award to a Microsoft LAR / VAR Government account reseller. The award sheet is based on what we purchased in the last three-year contract term. We are not purchasing anything on this list at this time; therefore, I cannot provide serial numbers, account number- etc.

PURCHASING AGENT: Jennifer Jack

E: Mail: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

BIDDER SHI International Corp **ADDRESS** 300 Davidson Ave Somerset, NJ 08873

BY  _____
(this document must be signed)
Meghan Flisakowski **TEL. NO.** 5123170799
(please type or print name)



STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398

ADDENDUM # 2 TO BID INVITATION # 2289-20

Posted: 3/24/2020

DATE OF BID CLOSING: 02/27/2020

TIME OF BID CLOSING: 10:30 AM (EST)

FOR: COMPUTER SOFTWARE RESELLER

DATE OF BID CLOSING:

Presently Reads: March 27, 2020 @ 10:30 AM (EST)

Amend to Read: May 1, 2020 @ 10:30 AM (EST)

PURCHASING AGENT: Jennifer Jack

E: Mail: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

BIDDER SHI International **ADDRESS** 300 Davidson Ave Somerset, NJ 08873

BY _____

(this document must be signed)

Meghan Flisakowski

TEL. NO. 512-317-0799

(please type or print name)

Please visit: <https://das.nh.gov/purchasing/purchasing.asp> (click on "Bid and Proposals") for complete bid and addendums.



Attachment A -Standard Licensing Offer Sheet UPDATED 2/26/2020

Please note, quantity is based on current contract spend (3-year term)

The State of New Hampshire's current Microsoft Select Plus Agreement is number 54266132.

Section 1- Software Standards

Qty	Unit	Manufacturer	Part #	Description	Unit Price	Extended Price
83	EA	McAfee	CDBCDE-AA-AI	McAfee Complete Data Protection- License + 1 Year Gold Business Support - 1 node or 1 VDI server/ clients- GHE- Protect Plus, Associate- level A (11-25)- English	\$24.00	\$1,992.00
11,018	EA	Microsoft	79P-05746	Microsoft Office Professional Plus 2019 - License - 1 PC - Select Plus -Win- Single Language	\$340.00	\$3,746,120.00
1,350	EA	Microsoft	021-10626	Microsoft Office Standard 2019- License- 1 PC- Select Plus- Win- Single Language	\$250.00	\$337,500.00
119	EA	Microsoft	076-05846	Microsoft Project Standard 2019-License -1 PC-Select Plus - Win -Single Language	\$395.00	\$47,005.00
1,289	EA	Microsoft	381-04518	Microsoft Exchange Server 2019 Standard CAL- License- 1 User CAL- Volume - Win -Single Language	\$60.00	\$77,340.00
1,556	EA	Microsoft	PGI-00904	Microsoft Exchange Server 2019 Enterprise CAL- License- 1 Device CAL- OLP- Government- without services-Win- Single Language	\$28.00	\$43,568.00
122	EA	Acro	C201	Cute PDF Pro 3.X (Plus From Filler)	\$41.00	\$5,002.00
95	EA	Microsoft	D86-05885	Microsoft Visio Standard 2019 - License-1 PC-Select Plus- Win- Single Language	\$175.00	\$16,625.00
195	EA	Microsoft	D87-07516	Microsoft Visio Professional 2019- License - 1 PC- Select Plus- Win- Single Language	\$340.00	\$66,300.00
1,298	EA	Microsoft	R18-00129	Microsoft Windows Server- License & Software Assurance- 1 Device CAL- Select- Select Plus -Single Language - Coverage through 8/31/22 (32 Months)	\$35.00	\$45,430.00
7,523	EA	Microsoft	R18-00130	Microsoft Windows Server- License & Software Assurance -1 User CAL-Select- Select Plus -Single Language Coverage through 8/31/22 (32 Months)	\$44.00	\$331,012.00
12	EA	Microsoft	9EM-00681	Microsoft Windows Server 2019 Standard License 2 Cores Software ESD	\$80.00	\$960.00
245	EA	Adobe	65301106AF01A00	Adobe Acrobat Pro 2019- License- 1 User - GOV- TLP- Level 1 (1+)- Win, Mac- Universal English	\$389.00	\$95,305.00

31	EA	Adobe	65301088AF01A00	Adobe Acrobat Standard 2017-License- 1 User- Gov- TLP-Level 1 (1+)- Win-Universal- English	\$260.00	\$8,060.00	
Total Section 1							\$4,822,219.00
Section 2- Miscellaneous Software							
79	EA	Adobe	65291080BC01A12	Adobe Creative Cloud for teams - All Apps - Team Licensing Subscription New (monthly) - 1 user - GOV - Value Incentive Plan - level 1 (1-9) - Win, Mac - Multi North American Language	\$900.00	\$71,100.00	
6	EA	Allround Automations	8994.1	PL/SQL DEVELOPER	\$160.00	\$960.00	
50	EA	Bluebeam Software	893645001217 50-99	Bluebeam Revu Standard Edition - License - 1 seat - volume - 50-99 licenses - ESD - Win	\$53.00	\$2,650.00	
2	EA	Citrix	3013076-EZ	Citrix NetScaler VPX 10 Platinum Edition - License - 1 virtual machine - Easy License	\$6,303.00	\$12,606.00	
5	EA	Nuance Communications	K809A-S00-15.0	Dragon Professional Individual - (v. 15) - 1 user - local, state - Download - Win - US English	\$195.00	\$975.00	
29	EA	TechSmith	SNAGG99-20	SnagIt 2020 - License - 1 user - GOV, non-profit - ESD - Win, Mac	\$22.00	\$638.00	
5	EA	SAP America Inc.	7018789-1T2	SAP Crystal Reports 2016 Win Named User Licence (1-2)	\$440.00	\$2,200.00	
Total Section 2							\$91,129.00

Actual ordered pricing will vary based on quantity at the time of purchase (bulk qty can result in lower pricing per unit) Pricing based on single unit skus as specified