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204B - Mobile Ruggedized Computers, Accessories and Peripherals

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| Term Contract Number: | 204B (ITS-003357) |
| Contract Date: | Extended through June 30, 2012 |
| Administrator: | Charles Branch |
| Phone / Fax: | Phone: (919) 754-6616, Fax: (919) 715-8549 |

Scope

This contract covers Mobile Ruggedized Computers, Accessories and Peripherals

The contract shall be a MANDATORY Statewide TERM Contract for the use of Executive State Agencies. Further, it may be used as a Convenience Contract, available, but not mandatory, for the use of non-State Agencies permitted by law. Such entities include the North Carolina University System and its member campuses, Instructional components of the Department of Public Instruction, Instructional components of the North Carolina Community College System, as well as local (municipal and county) governments.

Abnormal Quantity

Any requirement that exceeds \$75,000 must be forwarded to the NC Statewide IT Procurement Office for approval. The NC Statewide IT Procurement Office in consultation with the using Agency, reserves the right to process the request in one or more of the following ways;

- Purchase may be authorized at the current level of pricing with the current contract vendor(s) or authorized reseller(s).
- Additional discounts from the current level of pricing may be negotiated with the current contract vendor(s) or authorized reseller(s).
- A separate IFB may be issued for the requirement.

Information concerning percentage discounts on price starts on page 5/6 under the heading "Category Product Information". For detailed technical description and pricing on products, contact the following Vendors.

| Contractor Name Federal ID # | Address | Contact | Phone Fax |
|--|--|---|--|
| CDW-G Fed ID 36-4230110 | 230 N Milwaukee Ave Vernon Hills IL 60061 | Tara Barbieri Tara.barbieri@cdwg.com | P) 203-851-7044 F) 847-990-8058 |
| Datalux Fed ID 54-15376836 | 155 Aviation Dr. Winchester, VA 22602 | Scott Dunklee sdunklee@datalux.com | P) 540-662-1500 F) 540-662-7385 |
| Dell Fed ID 74-2616805 | One Dell Way Round Rock, TX 78682 | Ashleigh Lane Ashleigh.Lane@dell.com Stowe Smith Stowe.Smith@dell.com | P) 512-723-1033 F) 512-283-9092 P) 803-548-4226 |
| Hubb Systems LLC dba Data 911 Fed ID 94-3413053 | 2021 Challenger Drive Alameda CA 94501 | Lisa Cayce Lisa.cayce@data911.com | P) 636-532-4911 x107 F) 636-532-4916 |
| IC Logic dba USAT Corp (HUB Vendor) Fed ID 561954547 | 104 South Estes Drive Suite 202-205 Chapel Hill NC 27514 | Daniel Johnson djohnson@usatcorp.com | P) 919-942-4214 x208 F) 919-942-4267 |
| Panasonic Fed ID 36-2786846 | 21473 Glebe View Dr Ashburn, VA. 20148 | Michelle Chapin Michelle.Chapin@us.panasonic.com CDWG (Panasonic State Contract 204B) Conor Macfarlane conomac@cdwg.com Computer Service Partners (Panasonic State Contract 204B) Beth Wylie bwylie@cspinc.com GTSI Corp (Panasonic State Contract 204B) Mara Tiede (Inside Sales) | P) 973-303-7787 P) 866.224.1130 F) 312-705-9462 P) 919-424-2009 F) 919-424-2070 P) 703-502-2503 |

| | | | |
|--|--|---|---|
| | | <p>Mara.Tiede@GTSI.com or James Stankard (Outside Sales) Email: James.Stankard@gtsi.com</p> <p>Insight Public Sector Inc (Panasonic State Contract 204B) Toni d’Estries Toni.d’Estries@Insight.com</p> <p>Ashley McDonald Ashley.McDonald@insight.com</p> <p>Seamless Mobility Solutions, Inc. (Panasonic State Contract 204B) Jan Rea (Inside Sales) toughbook@seamlessnc.com jrea@seamlessnc.com or Stacy Austin, GM(Outside Sales) saustin@seamlessnc.com</p> <p>USAT (HUB Vendor) (Panasonic State Contract 204B) Beverly McRae sales@usatcorp.com</p> | <p>F) 703 222-5204</p> <p>P) 1 800 467-4448 x5290 M) 480-558-6316 F) 1 480 760-8991</p> <p>P) 423-920-4378 F) 1 480 760-8991</p> <p>1-800-491-1812 Fax) 1-800-491-1917</p> <p>P) 919- 942-4214 ext. 205 F) 919-942-4267</p> |
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All known minority, women and disabled owned businesses, as well as disabled business enterprises and nonprofit work centers for the blind and severely disabled, including authorized dealers, will be identified with “Minority Owned”, “Woman Owned”, “Disabled Owned”, “DBE” or “BSD” as appropriate after the vendor name. This is being done to recognize and encourage their use to the greatest extent permitted by law.

If more than one supplier is listed, selection should be made consistent with agency needs and price consideration.

Transportation Charges

FOB Destination: Freight, handling and distribution charges shall be included in the total price of each item listed. Any additional charges included on the invoice shall not be honored for payment, unless authorized by change order. In cases where parties other than the Vendor ship materials against this order, the shipper must be instructed to show the purchase order number on all packages and shipping manifests to ensure proper identification and payment of invoices. Complete packing lists must accompany each shipment.

Delivery

Vendor will complete delivery within twenty **(30) consecutive** calendar **days** after receipt of purchase order.

Value-Added Services

Vendor and/or designated subcontractor(s) may provide value-added services (i.e. on-site or off-site training, configuration, testing, tagging or other identification, etc.) in addition to the requirements stipulated within the contract. The State may further negotiate with any Vendor or approved subcontractor(s) for additional value-added services throughout the term of the contract. Vendor will retain executive representation for functional and technical expertise as needed in order to incorporate any work by third party subcontractor(s). The Vendor's duties and responsibilities for performance under this Contract shall not be subcontracted without prior written approval of the State. Any contract by Vendor with a third party subcontractor shall be in writing and shall contain an affirmative statement by the subcontractor naming the State as an intended third party beneficiary of said contract. Any manufacturer designated, State approved, subcontractor(s) found not to perform in a manner satisfactory to the State may be removed from contract at the sole discretion of the State.

Warranty

The bidder warrants to the State that all equipment furnished, including warranty replacement items, will be new, of good material and workmanship. The Vendor shall state the length of the initial standard warranty period. The Vendor shall also describe in detail services to be covered under the warranty and warranty response time after notification. The expectation is that 95% of the warranty service calls will be responded to within the timeframes specified in the initial standard warranty period.

Taxes

Prices shown do not include North Carolina sales or use taxes.

Category Product Information

Following are the Mobile Ruggedized Computers, Accessories and Peripherals offered under this contract with their respective contract discount % off list.

CATEGORY I - LAPTOP MOBILE COMPUTER DEVICES

| Category I Vendors | Contract Discount % |
|--------------------|---------------------|
| Dell | 10.5 |
| Panasonic | 13 |

CATEGORY II - NON-PORTABLE MOBILE DATA COMPUTERS

| Category II Vendors | Contract Discount % |
|---------------------|---------------------|
| CDW-G | 20 |
| Data911 | 15 |
| Datalux | 11 |
| Panasonic | 13 |

CATEGORY III – MOBILE DATA COMMUNICATION SOFTWARE

| Category III Vendors | Contract Discount % |
|----------------------|-------------------------------|
| Dell | 2.5 |
| USAT | 10 (Netmotion), 14 (Datamaxx) |

CATEGORY IV –MODEMS

| Category IV Vendors | Contract Discount % |
|---------------------|---------------------|
| No Vendor | |

CATEGORY V – ANTENNAS

| Category V Vendors | Contract Discount % |
|--------------------|---------------------|
| USAT | 31 (Installation) |

CATEGORY VI – MOBILE COMPUTING TECHNOLOGY VEHICLE MOUNTS

| Category VI Vendors | Contract Discount % |
|---------------------|--|
| CDW-G | 20 |
| Data911 | 15 |
| Datalux | 11 |
| Dell | 2.5 |
| USAT | 15 (Havis), 20 (Gamber Johnson electronic) |
| Panasonic | 20 |

CATEGORY VII – PERIPHERALS

| Category VII Vendors | Contract Discount % |
|-----------------------------|---------------------------------|
| CDW-G | 20 |
| Data911 | 15 |
| Dell | 10.5 (Dell), 2.5 (First Mobile) |
| Panasonic | 20 |