

204C – UNIX Workstations, Servers and Peripherals

Term Contract:	204C (ITS-002665)
Effective Dates:	December 1, 2010 through May 31, 2012
Administrator:	Tim Lassiter Tim.lassiter@nc.gov
Phone:	919-754-6526
Fax:	919-981-5374

SEE BELOW NEW ABNORMAL QUANTITY REQUIREMENT

Scope

This contract shall **include** UNIX products as defined below:

- UNIX Workstations
- UNIX Small Servers
- UNIX Medium Servers
- UNIX Large Servers
- Peripheral Options
- UNIX Maintenance

This contract **does not include** the following products:

- Microcomputers
- Mobile Ruggedized Computers
- Recycled Toner Cartridges
- Printers

This contract is a **MANDATORY** Statewide TERM Contract for the use of **State Governmental Agencies** and is a **Convenience** Contract, not mandatory, for the use of **non-State Agencies**. Non-State Agencies presently include the **North Carolina University System** and its member campuses, **Instructional components of the Department of Public Instruction, Instructional components of the Department of Community Colleges**, as well as **Local** (Municipal and County) **Governments**.

Agencies with the need to acquire equipment not covered by this contract are required to comply with IT Procurement Rules, Policies and Procedures.

Abnormal Quantity

Any requirement that exceeds \$100,000 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.

Manufacturer Brand / Pricing

Vendor Contract Percentage Discounts for UNIX Workstations, Servers, Peripherals, and Maintenance are outlined below.

Alphanumeric Systems Inc. (Sun)

Government Pricing- Percentage Discount off List per Sun Product Categories

UNIX Workstations	Servers	Peripherals
36.5% (Cat M), 31.5% (Cat A), 25.5% (Cat G), 28.5% (Cat P)	15.5% (Cat F), 22.5% (Cat B), 22.5% (Cat J), 20% (Cat S)	15.5% (Cat H), 6.5% (Cat E), 6.5% (Cat N), 0% (Cat C) 0% (Cat D), 0% (Cat ND)

Education Pricing- Percentage Discount off List per Sun Product Categories

UNIX Workstations	Servers	Peripherals
36.5% (Cat M), 38.5% (Cat A), 34.5% (Cat G), 28.5% (Cat P)	18.5% (Cat F), 38.5% (Cat B), 66.5% (Cat J), 50% (Cat S)	21.5% (Cat H), 8.5% (Cat E), 6.5% (Cat N), 0% (Cat C) 6.5% (Cat D), 0% (Cat ND)

Extended Maintenance Pricing- Percentage Discount off List per Sun Product Categories

Government	Education
20%	50%

Hewlett Packard Company

Government Pricing- Percentage Discount off List

UNIX Workstations	Servers	Peripherals
6%	6%	6%

Education Pricing- Percentage Discount off List

UNIX Workstations	Servers	Peripherals
6%	6%	6%

Extended Maintenance Pricing- Percentage Discount off List

UNIX Workstations	Servers
14%	14%

IBM Corporation

Government Pricing- Percentage Discount off List

UNIX Workstations	Servers	Peripherals
12.5%	12.5%	15%

Education Pricing- Percentage Discount off List

UNIX Workstations	Servers	Peripherals
12.5%	12.5%	15%

Extended Maintenance Pricing- Percentage Discount off List

UNIX Workstations	Servers
5%	5%

IBM Discounts for the following products which supersede the aforementioned pricing.

IBM Machine Types 9117, 9119 30% Discount for Government and Education

IBM Machine Types 9118 20% Discount for Government and Education

Ordering and Vendor Contact Information

To obtain system configurations with North Carolina contract pricing please contact a Vendor and then follow the Order Placement steps outlined below.

Vendor	
Alphanumeric Systems, Inc (Sun) (HUB Vendor)	<p><u>Send Orders To:</u></p> <p>Sun/Alphanumeric Systems, Inc (State Contract 204C) 3801 Wake Forest Road Raleigh, NC 27609 Fax-919-872-1440</p> <p><u>Local Primary Representatives</u></p> <p>Brenda Mai (Inside Sales) bmai@alphanumeric.com Phone: 919-781-7575 Fax: 919-872-1440</p> <p>Rob Vanderberry (Outside Sales) rvanderberry@alphanumeric.com Phone: 919-781-7575 Fax: 919-872-1440</p> <p><u>Local Accounts Payable Representative for Invoicing/Payment</u></p> <p><u>Judy Eddinger</u> jeddinge@alphanumeric.com Phone: 919-781-7575 Fax:919-872-1440</p>
Hewlett Packard Company	<p><u>Send Orders To:</u></p> <p>Hewlett Packard Company (State Contract 204C) Rita Kraynick 8000 Foothills Blvd. MS 5578 Roseville, CA 95747-5578 Fax: 800-704-9339</p> <p>For additional product information go to; http://government.hp.com/nc_204_c_summary.asp?agencyid=55</p> <p>Local Primary Representatives</p>

Vendor	
Hewlett Packard Company	<p>Skip Vail (State Govt. & Higher Ed)</p> <p>Steve Levine (Local Gov & K-12- outside) Steve.levine@hp.com 336 303 9289</p> <p>Kurt Schmidt (Higher Ed & State Govt. - outside) Kurt.schmidt@hp.com 919 741 8197</p> <p>Tom Balliet (Higher Ed - outside) Thomas.balliet@hp.com 919-208-3244</p> <p>David Coe (State Govt. – Outside) dcoe@hp.com 919-741-3827</p> <p><u>UNIX Inside Sales</u></p> <p>Arisa Alexanian (Inside Sales), 1 800 277 8988 ext. 7710727, Arisa.alexanian@hp.com</p> <p><u>SERVER Inside Sales:</u></p> <p><u>Local Representative for Technical Solutions</u></p> <p>Steve McLane (Solution Architect) Steven.mcclane@hp.com 919-939-5857</p> <p><u>Local Accounts Payable Representative for Invoicing/Payment</u></p> <p>Replace with: Terrie Rickard OM_PCBC_SLED@hp.com 916 785 7921</p>
IBM	<p><u>Send Orders To:</u></p> <p>IBM (State Contract 204C) 7100 Highlands Parkway Smyrna, GA 30082-4859 Fax: 800-242-6329, Attn: Kathryn Hall <u>Local Primary Representatives</u></p> <p>Cary Binz (Outside Sales) cbinz@us.ibm.com Phone: 919-871-6067 Fax: 919-871-6881 or</p>

Vendor	
IBM	<p>Mark Molinaro (Outside and Inside Sales) molinaro@us.ibm.com Phone: 919-871-6881 Fax: 919-871-6881</p> <p><u>Local Representative for K-12 Sales</u></p> <p>Cary Binz (Outside Sales) cbinz@us.ibm.com Phone: 919-871-6067 Fax: 919-871-6881</p> <p><u>Local Accounts Payable Representative for Invoicing/Payment</u></p> <p>Denna Boehm dboehm@us.ibm.com Phone: 919-517-0210</p> <p>Agilysys (IBM State Contract 204C) 4601 Six Forks Road, Suite 500 Raleigh, NC 27609 Fed ID: 34-0907152 Fax: (919) 510-8136</p> <p><u>Local Primary Representative</u> Scott Perez (919) 562 7726 Phone (919) 562-7746 Fax (919) 247-8714 Mobile scott.perez@agilysys.com</p> <p>Alphanumeric Systems Inc (HUB Vendor) (IBM State Contract 204C) 3801 Wake Forest Road Raleigh, NC 27609 Fed ID: 56-1240646 Fax: (919) 872-1440</p> <p><u>Local Primary Representative</u> Steve Chase 919-376-4477 Phone 919 872-1440 Fax schase@alphanumeric.com</p>

Vendor	
IBM	<p>Jonathan Register 919-376-4576 Phone 919 872-1440 Fax jregister@alphanumeric.com</p> <p>Don Waugh 919-376-4527 Phone 919 872-1440 Fax dwaugh@alphanumeric.com</p> <p>BlueRange Technology (IBM State Contract 204C) 9241 Globe Center Dr Suite 100 Morrisville, NC 27560 Fax# 919-354-1575</p> <p><u>Local Primary Representative</u> Darryl Moss 919-433-0241 Phone 919-349-5443 Cell 919-354-1575 Fax dross@bluerangetech.com</p> <p>Business Data Solutions (IBM State Contract 204C) 1410B Blowing Rock Blvd. Lenoir, NC 28645 Fax 828-757-3413 Phone 888-237-4624 www.bdsinc.com</p> <p>Local Primary Representative Darrell Lively 704-773-1438 dlively@bdsinc.com</p> <p>Caroll Tuttle 828-310-1565 ctuttle@bdsinc.com</p> <p>Champion Solutions Group (IBM State Contract 204C) Champion Computer Systems Group PO Box 794 Creedmoor, NC 27522 Fax: 561-997-4043</p>

Vendor	
IBM	<p data-bbox="602 268 987 298"><u>Local Primary Representative</u></p> <p data-bbox="602 302 948 432">John Lee 800-771-7000 x271 Phone 336-908-3362 Cell jlee@championsg.com</p> <p data-bbox="602 501 948 632">e-TechServices, Inc. (IBM State Contract 204C) 5220 SW 91st Terrace Gainesville, Florida 32608</p> <p data-bbox="602 667 987 697"><u>Local Primary Representative</u></p> <p data-bbox="602 701 1003 831">Mark Baldino (850) 544-1648 Phone (770) 216-1877 Fax mbaldino@e-techservices.com</p> <p data-bbox="602 867 922 997">John Sheehy (352) 333-0112 Phone (770) 216-1877 Fax jes@e-techservices.com</p> <p data-bbox="602 1066 948 1234">Levi, Ray, & Shoup Inc. (IBM State Contract 204C) 2401 West Monroe Street Springfield, IL 62704 Fax: 770-226-6061</p> <p data-bbox="602 1270 1003 1438"><u>Local Primary Representative</u> Alan Jones 770.226.6060 ext. 6058 Phone 770.226.6061 Fax alan.jones@lrs.com</p> <p data-bbox="602 1474 948 1768">Meridian IT Inc. (IBM State Contract 204C) Chad Morgan Regional Manager 2000 Regency Parkway Suite 290 Cary, NC 27511 919-465-1847, Office 919-522-7471, Mobile</p> <p data-bbox="602 1803 1016 1871">Mainline Information Systems (IBM State Contract 204C)</p>

Vendor	
IBM	<p>673 Spyglass Way Rock Hill, SC 28730 Fax: 888-568-8427</p> <p><u>Local Primary Representative</u> Hal Connelly 803-329-0110 Phone 888-568-8427 Fax Hal.Connelly@mainline.com</p> <p>Relational Technology Services (IBM State Contract 204C) 12821 Starkey Road Suite 4500 Largo, FL 33773 Fax: 224-345-3213</p> <p><u>Local Primary Representative</u> Dan Schinsky 727-524-9668 Phone 800-587-7882 Toll Free Phone 888-568-8427 DSchinsky@relationaltechnology.com</p> <p>Sirius Computer Solutions Inc. (IBM State Contract 204C) 100 Kinlough Lane Winston Salem, NC 27106 Fax: 336-765-9120</p> <p><u>Local Primary Representative</u> Phyllis Byrd 210-369-0617 Phone 800-460-1237 Fax phyllis.byrd@siriuscom.com</p> <p>Sysix Technologies Inc (IBM State Contract 204C) 3025 Highland Parkway, Suite 825 Downers Grove, IL 60515 Fax: 630-969-3860</p> <p><u>Local Primary Representative</u> Jeffrey Vickery 630-230-9307 Phone 630-969-3860 Fax jeff.vickery@sysix.com</p>

Vendor	
IBM	<p>Chuck Southwick 630-230-9626 630-969-3860 chuck.southwick@sysix.com</p> <p>VSS, LLC (IBM State Contract 204C) 3701 Sunset Avenue, Suite 101 Rocky Mount, NC 27804</p> <p><u>Local Primary Representative</u> Bob Jones 252-443-4030 Phone 601-853-8560 Fax bob.jones@vss-inc.com</p> <p>Yorel Integrated Solutions (HUB Vendor) (IBM State Contract 204C) 3200 Beechleaf Ct Suite 100 Raleigh, NC 27604 Fax: (919) 875-1528</p> <p><u>Local Primary Representative</u> Todd Cannady 919-875-8819 Phone 919-875-1528 Fax toddc@yorel.com</p>

Order Placement Steps

Steps to receive product information or a custom configuration:

- Contact product expert listed above to obtain updated NC pricing and configuration
- Vendor will email you an official configuration quote with NC pricing
- Save the official configuration quote.

Steps to place your order via E-Procurement:

- Return to your eRequisition in E-Procurement
- Click Next
- Click on the “Create Non-Catalog Item” button

- In the field titled “Full Description”, type in “Unix order per Term Contract 204C; Vendor Quote # <enter vendor quote #>” plus additional descriptive text
- In the field titled “Commodity Code”, click on the +, select “204-96”
- In the field titled “Supplier”, click on the +, select the vendor that provided you with the quote or an authorized reseller
- In the field titled “Quantity”, type “1” as the quantity of your order
- In the field titled “Unit of Measure”, leave the default EACH
- In the field titled “Price”, type in the total price as provided by vendor’s official configuration quote with NC pricing
- Complete all other appropriate information on this page and click “
- On the View Line Items page select the checkbox next to the item and click “Edit” to access the Edit Line Item page
- On the drop down box next to “Contract?” select “Statewide”
- When you select "Statewide", the "Contract ID" Field appears.
- Select “204C: UNIX Workstation/Server and Peripheral Components” from the dropdown
- Complete the Shipping and Accounting areas and all other appropriate information and add comments, if necessary. Click “OK”; repeat the “Edit” steps for all State Contract line items; when completed click “Summary”.
- In the “Comments – Entire eRequisition” comments box, type in the following “See attached official configuration quote #xxxxx”
- Click Add Attachment, browse for the saved official configuration quote on your computer, select it, and click OK
- Make sure the attachment name appears below the comments box
- Ensure box is checked for attachment submission to Vendor
- Continue your order placement process and submit your eRequisition

Transportation Charges

FOB – Destination

Freight, handling and distribution charges are included in the price of each item.

Delivery

Fifteen (15) days ARO for Workstations and Small Servers

Thirty (30) days ARO for Medium Servers

Sixty (60) days ARO for Large Servers

Return of Merchandise

Merchandise may be returned thirty (30) days from date of delivery without penalty

After thirty (30) days from date of delivery the following restocking fees will be charged:

Alphanumeric Systems Inc - 15% of the price.

Hewlett Packard- HP establishes restocking charges for goodwill returns which fully recover the associated costs of the return directly from the customer or partner requesting the return. Restocking fee is determined by the business unit when a customer is granted a return. Fee is based on the total cost of the return and the likely resale or disposal value of the product.

IBM- No Restocking Fee charged.

Warranty

The Vendors warrants to the State that all equipment furnished will be new, of good material and workmanship. Standard limited warranties have been established for UNIX Workstations, Servers, and Peripherals and are presented below. Vendors will utilize best efforts to resolve problems in a timely fashion through the use of acceptable servicing methods, to include but not be limited to, verbal problem analysis and remote diagnostics. This statement is not intended to limit any additional coverage, which may normally be associated with a product.

The Standard Warranties are:

Alphanumeric

Go to Sun Product Warranty Chart at

http://www.sun.com/service/warranty/product_warranty_chart.xml

Hewlett Packard Company

rx2600: One (1) Year/Next Business Day

rx6600: Three (3) Years/Next Business Day

rx8640/Superdome: One (1) Year/Same Day Response

IBM Corporation

Workstations 7047-185: One (1) Year/Next Business Day

Small/Medium Server: 9131-52A and 9116-561-Three (3) Years/Next Business Day

Large Server: 9119-590- One (1) Year (7x24)

Taxes

Prices do not include North Carolina sales or use taxes.

Value Added Services

Contract related value added services may be provided by the Vendors. Value added services may be, but are not limited to, training, installation, leasing, asset tagging or imaging. These additional services will be negotiated by the Agency with the contract holder in accordance with IT Policies and Procedures. The Agency is responsible for reviewing and amending if necessary the scope of work, lease agreement, etc. prior to order placement.

Extended maintenance/service options to include quicker resolution of hardware problems and after hour support may be offered. Agencies may elect to enroll in one or more extended service options offered by issuing appropriate Purchase Order for said option. Maintenance services may be renewed upon written notice (Purchase Order) by the Agency no later than thirty (30) days prior to the expiration date of the initial acceptance of the maintenance options. Following notice of renewal (Purchase Order), the agency will be invoiced for the corresponding maintenance service fees in annual installments. Escalation of annual maintenance fees shall not exceed 5% per year. Any maintenance agreements shall be subject to the terms of this contract.