

NJ Cooperative Purchasing Contracts

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NJ Cooperative Purchasing Contracts

- The State has joined national and regional cooperative agreements (contracts) to leverage our buying power and
 - reduce costs
 - streamline the procurement process by providing “one stop shopping” for most products



The Four Contracts

- Dell/ASAP – software & maintenance
- WSCA – hardware & maintenance
- WSCA - data communications & network equipment
- CAI – IT Staff Augmentation

Dell/ASAP Software Contract

- Term Contract #M0003
- State Contract #A72727
- Provides the following categories:
 - Licenses
 - Maintenance, upgrade and/or update
 - Installation, configuration and/or implementation
 - Support
 - Training

Dell/ASAP Software Contract Background

- Software reseller contract was competitively bid by the Commonwealth of Massachusetts and awarded to ASAP Software on 7/1/03
- Same contract is utilized by the states of ME, NY, PA, RI and VT
- Effective date of State of New Jersey's contract was 11/01/08
- Dell recently acquired ASAP software

Dell/ASAP Contract Benefits

- 150,000+ titles from more than 2,000 software publishers available
- Assistance with acquisition of proprietary software and services
- Cost effective
- Comprehensive and dynamic reporting capability
- Products and pricing available via web portal
- Reduced time for “shopping the contract”
- Timely renewal of maintenance agreements

Dell/ASAP Pricing

- Fixed Markup by Software Publishers ranging from 0% - 2%
- Services (Training, Installation, Implementation, Support) = 2.00% markup
- Contract includes a \$2,500.00 cap on the markup of a single invoice for service.

Dell/ASAP Contract Limitations & Exceptions

- Individual software application or licenses totaling \$150,000 or more cannot be purchased under this contract
- Hewlett-Packard (HP) software must be purchased via WSCA (M0483) contract, RFQ or RFP
- Novell products must be purchased through T#1421
- Citrix software license maybe purchased through #M0003, but Citrix Subscription Advantage is no longer available from any reseller and must be obtained directly from Citrix via waiver
- This contract may NOT be used for hardware, appliance, On Demand, Utility Computing, Software as a Service (SaaS), consulting, staff augmentation, hosting or managed services
- Some service contract limitations exist - contact Purchase & Property for information

WSCA Computer Hardware Contract (Minnesota)

- State of New Jersey Term Contract **#M-0483**
- Purchasing cooperative comprised of members of the National Association of State Procurement Officials (NASPO)
- WSCA has a number of cooperative contracts – this is for computers (including hardware and related services, software and related services and other computer-related services)

What Can be Purchased Under the WSCA Computer Hardware Contract

Contract Line	Line Item Description
1	Desktop computers and desktop computer bundles
2	Laptop computers, notebooks, tablets & bundles (excludes PDAs and rugged laptops)
3	Printers
4	Peripherals
5	Desktop computer software (Operating System only)
6	Server software (Operating System only)
7	Servers and server bundles
8	Storage solutions
9	LAN/WAN hardware
10	Computer parts
11	Supplies and consumables for computers and printers
12	Scanners
13	Multi-function machines
14	Point-of-sale hardware
15	Point-of-sale software
16	Service and Training
17	Maintenance

WSCA Computer Vendors & Contract #s

- Apple, #70259
- Dell, #70256
- Howard, #70264
- HP, #70262
- IBM, #70265
- Lenovo, #70363
- Sun, #70258
 - Sun Dealer – Continental Resources, Inc.
 - Sun Dealer – Vortechx Applied Technologies



WSCA Computer Hardware Contract Benefits

- Can obtain quotes directly from the manufacturers' NJ-specific WSCA sites
- Standard configurations on desktop PCs and laptops provide excellent discounts



WSCA Data Communications and Network Equipment Contract (Utah)

- State of New Jersey Term Contract **#M-7000**
- Allows for the purchase of equipment from the following manufacturers (through authorized resellers):
 - Cisco
 - Enterasys
 - Juniper
 - Meru
 - 3Com

WSCA Data Communications and Network Equipment Contract Areas

- Routing devices based on OSI Layer 3 decision making
- Switching devices based on Layer 2 forwarding
- Wireless Ethernet and all wireless products.
- Security Equipment and Solutions.
- Monitoring and Management Solutions
- Other Network-Centric Solutions
- Multi-Function Solutions
- Dense Wave Networking Systems
- Optical/Sonet Networking Systems, Enhanced Wave Division Multiplexing (EWDM)
- Application front end, external appliance or internal modules that provide network edge services
- Network-Related Services

CAI IT Staff Augmentation Contract

- State of New Jersey Term Contract **#M-0817**
- Another cooperative purchasing agreement
- NJ “piggy-backed” on the Commonwealth of PA’s contract
- CAI is the “managed service provider” with an open network of hundreds of vendors that can respond to the State’s needs
- 18 unique job titles with fixed hourly rates based on current market rates for our geographical area

NJ Cooperative Purchasing Contracts

- Take advantage of these contracts – they are available to you and provide you with the best value
- Be sure to “shop” the contracts to be sure you are getting the best price possible
- The State is exploring other cooperative contract opportunities
- For more information on the contracts and their appropriate use, please see the Purchase & Property’s web site:
<http://www.state.nj.us/treasury/purchase/>