



Software VAR Contract

(Software Value Added Reseller)

MANDATORY FOR STATE AGENCIES
AVAILABLE TO POLITICAL SUBDIVISIONS

The NASPO ValuePoint (formerly WSCA-NASPO) cooperative purchasing organization has established contracts for state agencies and political subdivisions to purchase *Commercial off-the-shelf (COTS)* software licenses, basic installation, training, and maintenance. It does not include consulting services or customizable software that requires design, development, or installation services.

Contractor	NASPO Contract Number	State Contract Number	PA Signed
SHI	ADSP016-130651	N-2016-VAR-0001	Yes
*Insight Public Sector	ADSP016-138244	N-2019-VAR-0001	Yes
CDW-G	ADSP016-130652	N-2018-VAR-0001	Yes

*Insight has acquired En-Pointe and En-Pointe’s master agreement will be expiring on April 7, 2020. Any agencies utilizing En-Pointe should now use Insight instead.

Contract Term: April 8, 2016 through **April 7, 2021.**

Agencies can use these contracts to purchase COTS software licenses and maintenance. **For executive branch state agencies, Microsoft Enterprise Agreement (EA) products and Adobe products can only be purchased through SHI.** Either reseller can help you determine if your order includes Microsoft EA products.

Off-Contract Items: The websites for these companies may feature hardware and services that are not included in this contract. Those items are provided for marketing purposes only but can be purchased by using regular state procurement procedures. **Remember, this contract is for COTS software licenses and maintenance regardless of what is available on the vendor website.**

Mandatory Rule: Executive branch agencies are required to purchase all of their COTS software from these contracts, including for the following key publishers:

- Microsoft, Adobe, Citrix, Novell, Symantec, and VMWare.

Exceptions to the Mandatory Rule: Outside of the key publishers listed above, an agency may go off contract if they can find a cheaper price elsewhere and give at least two of the resellers a chance to provide a quote, or if the order exceeds \$100,000, the agency may conduct a competitive solicitation or use other procurement methods if applicable such as single source or limited competition.

SHI

PLACING ORDERS: Agencies can receive quotes and place orders via email at teamalaska@shi.com – make sure to include the master agreement number for SHI listed above to receive the contract pricing.

WEBSITE: SHI has a website dedicated to the State of Alaska: <https://www.publicsector.shidirect.com>

Select **State and Local Government** under the **Public Sector** drop down list, then choose **Alaska** on the **Choose Your State** drop down list.

Insight Public Sector

PLACING ORDERS: Agencies can receive quotes and place orders via email at derek.racki@insight.com – make sure to include the master agreement number for Insight listed above to receive the contract pricing.

WEBSITE: Insight also has a website dedicated to the State of Alaska:

https://www.ips.insight.com/us/en/ips/client/wsca-contracts/naspo_cloud.html

CDW-G

PLACING ORDERS: Agencies can receive quotes and place orders via email at alekkon@cdwg.com – make sure to include the master agreement number for CDW-G listed above to receive the contract pricing.

WEBSITE: CDW-G has a website dedicated to the State of Alaska: <https://www.cdwg.com/state-local.aspx>

Select **Alaska** on the **Select State** dropdown list, then choose **Alaska NVP Software** on the **Select a Contract** drop down list.

Problem Escalation: If you have issues with these contracts that have not been resolved, you can escalate your concerns by contacting the following people:

SHI

Jim Steele
Phone: (907) 632-1567
Email: jim_steele@shi.com

Insight

Derek Racki
Phone: (505) 318-3191
Email: derek.racki@insight.com

CDW-G

Jason Schwartz
Phone: (847) 419-7542 OR
Email: jasons@cdw.com

Aleko Kontos
Phone: (877) 325-0918
Email: alekkon@cdwg.com

The original solicitation and contract terms and conditions for these contracts can be found at the following NASPO ValuePoint website: <https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/>

State Contact Information: If you have questions regarding these contracts, please contact:

Jason Grove, CPPB

Contracting Officer

State of Alaska
Department of Administration
Division of Shared Services
Phone: (907) 465-5679
Email: jason.grove@alaska.gov