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.

<table>
<thead>
<tr>
<th>Contractor</th>
<th>NASPO Contract Number</th>
<th>State Contract Number</th>
<th>PA Signed</th>
</tr>
</thead>
<tbody>
<tr>
<td>SHI</td>
<td>ADSP016-130651</td>
<td>N-2016-VAR-0001</td>
<td>Yes</td>
</tr>
<tr>
<td><em>Insight Public Sector</em></td>
<td>ADSP016-138244</td>
<td>N-2019-VAR-0001</td>
<td>Yes</td>
</tr>
<tr>
<td>CDW-G</td>
<td>ADSP016-130652</td>
<td>N-2018-VAR-0001</td>
<td>Yes</td>
</tr>
</tbody>
</table>

*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:


*CDW-G*

PLACING ORDERS: Agencies can receive quotes and place orders via email at alekkon@cdw.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.cdw.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  
Email: jasons@cdw.com

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