Miscellaneous IT Equipment
Florida Contract #
250-WSCA-10-ACS
November 15, 2012
Webinar

Updated Nov. 19, 2012
Today’s Presenters

• Colin Barton, Division of State Purchasing Contract Manager

• Eric Swanson, MyFloridaMarketPlace Purchasing Process Analyst
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- Q & A
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## Contract Details

<table>
<thead>
<tr>
<th>Contract Number</th>
<th>250-WSCA-10-ACS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Type</td>
<td>Alternate Contract Source</td>
</tr>
<tr>
<td>Contract Term</td>
<td>2 Years</td>
</tr>
<tr>
<td>Contract Details</td>
<td></td>
</tr>
<tr>
<td>--------------------------</td>
<td></td>
</tr>
<tr>
<td><strong>Expiration Date</strong></td>
<td><strong>August 31, 2014</strong></td>
</tr>
<tr>
<td><strong>Commodity Codes</strong></td>
<td>250-040, 250-780, 250-880</td>
</tr>
<tr>
<td><strong>Object Codes</strong></td>
<td>516000, 381005, 516007</td>
</tr>
</tbody>
</table>
Key Benefits of the Western States Contracting Alliance (WSCA) Agreement

• Competitively bid, negotiated and awarded
  – Reduces the need for State Agencies to obtain quotes

• Supported by the National Association of State Procurement Officials

• Learn more about WSCA and NASPO
  – www.aboutwsca.org
  – http://www.naspo.org
Contract Benefits

- State Purchasing adopted the Western States Contracting Alliance (WSCA) contract and was able to obtain additional discounts through Dell, Hewlett Packard (HP) and Lenovo.

- The State Purchasing WSCA Participating Addendum reflects an average of 45.05 percent savings on Desktops and 43.24 percent on Laptops over the WSCA contract.

- Cost savings identified through June 30, 2012, with one of the three vendors above was approximately $2,575,145.
Contract Benefits

• The former Agency for Enterprise Information Technology (AEIT) approved Standard Desktop and Laptop Configurations helped achieve the additional savings over the standing WSCA contract prices.

• Punch-out Catalogs are available in MyFloridaMarketPlace for Dell and HP. Lenovo is currently set up for ordering through the Lenovo WSCA link on the State Purchasing website.

• The Contract Manager will review purchases of top-selling items and work with vendors to add to and update the market basket quarterly to capture high volume commodities.
What’s New?

- **3rd Generation Intel Chip - Effective September 1, 2012**
- Today’s sophisticated cyber-criminals are finding new ways to plant their crimeware into business clients’ systems. Their stealthy viruses and codes are digging in out of sight and out of reach of virus detection and the operating system (OS).
- The 3rd Generation Intel Chip provides an added level of security. The result is the most insidious and sophisticated malware that security experts have seen to date – and IT management must protect against.
- 3rd Generation Intel® Core™ vPro™ processors address these new challenges with built-in security technologies that work above and beyond the OS – in the hardware and firmware. These new technologies from Intel enable greater threat management, better detect and thwart identity theft, provide deeper and safer encryption, protect against data and device theft, and, in the event of a breach, help reduce the cost of remediation.
- Built-in security technologies in 3rd Generation Intel Core vPro processors deliver and protect business clients where current technologies cannot reach. This paper surveys these embedded technologies from Intel and how they can help IT’s toughest security challenges.

*Source: Intel website*
What’s New cont’d

- Vendor Account Managers
  - Ashleigh Lane, Dell Computers
  - Debra Lee, Hewlett Packard
  - Phil Culligan, Lenovo
- Discounts for state employees
  - Dell
  - Lenovo
  - HP
What to Expect Using this Contract?

Delivery Time
• Delivery time for most products is between 14 to 30 days.

Delivery Cost
• Transportation is freight on board (FOB) destination, so prices include all delivery costs.

Minimum order size
• There is not a minimum order size.

PCards (purchasing cards)
• Yes, vendors accept PCards.
How to use this Contract

Find the contract here: http://www.dms.myflorida.com/
How to use this Contract (cont’d)

Find the contract here:

http://www.dms.myflorida.com/business_operations/state_purchasing
How to use this Contract (cont’d)

http://www.dms.myflorida.com/contract_search/(contractType)/4578
How to use this Contract (cont’d)

Find it here:
http://www.dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/alternate_contract_source/miscellaneous_it_equipment_wasca
Contract Scope

• Contract vendors offer the approved Desktop and Laptop Standard and Performance Configuration models
  - Standard and Performance Configuration models offer the best pricing
• Contract vendors also offers a market basket of items including monitors and other related products.
• Products and pricing may be updated every six months if necessary and with State Purchasing approval
• All contractors, which include Apple, Fujitsu, and Panasonic, offer their product catalogs on the WSCA contract at a discount off list price.
## Interim Desktop Standard Configurations

<table>
<thead>
<tr>
<th></th>
<th>Standard Desktop</th>
<th>Performance Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating System</td>
<td>Windows 7 Professional or Enterprise edition</td>
<td>Windows 7 Professional or Enterprise edition</td>
</tr>
<tr>
<td>Processor</td>
<td>Dual Core, Intel i5 (2nd gen)</td>
<td>Intel i7 (quad core) (2nd gen)</td>
</tr>
<tr>
<td>Processor (AMD)</td>
<td>AMD Athlon II X2 B26</td>
<td>Phenom II X4 B95</td>
</tr>
<tr>
<td>Memory</td>
<td>4 GB</td>
<td>4 GB - (minimum 2 GB per Dimm) expandable to 8 GB</td>
</tr>
<tr>
<td>NIC Card</td>
<td>10/100/1000</td>
<td>10/100/1000</td>
</tr>
<tr>
<td>Hard Drive</td>
<td>250 GB 7200rpm</td>
<td>500 GB 7200rpm</td>
</tr>
<tr>
<td>CD or DVD</td>
<td>DVD R/W</td>
<td>DVD R/W</td>
</tr>
<tr>
<td>USB Ports</td>
<td>4 ports + 1 E-SATA</td>
<td>6 ports + E-SATA</td>
</tr>
<tr>
<td>Memory Slots</td>
<td>4 slots</td>
<td>4 Slots</td>
</tr>
<tr>
<td>Audio</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Video Card</td>
<td>Integrated</td>
<td>512 MB dual dvi-d card PCI-X 16</td>
</tr>
<tr>
<td>Warranty</td>
<td>3 Year, Next Business Day, On-Site</td>
<td>3 Year, Next Business Day, On-Site</td>
</tr>
<tr>
<td>Case Type</td>
<td>Standard Desktop Case</td>
<td>Standard Desktop Case</td>
</tr>
</tbody>
</table>
## Interim Laptops Standard Configurations

<table>
<thead>
<tr>
<th>Feature</th>
<th>Standard Laptop</th>
<th>Performance Laptop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating System</td>
<td>Windows 7 Professional or Enterprise edition</td>
<td>Windows 7 Professional or Enterprise Edition</td>
</tr>
<tr>
<td>Processor</td>
<td>Dual Core, Intel i5 <strong>(2nd gen)</strong></td>
<td>Intel i7 <strong>(2nd gen)</strong></td>
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<tr>
<td>NIC Card</td>
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<tr>
<td>Hard Drive</td>
<td>250 GB 7200rpm</td>
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<td>CD or DVD</td>
<td>DVD R/W</td>
<td>DVD R/W</td>
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<tr>
<td>USB Ports</td>
<td>4 ports + 1 E-SATA</td>
<td>4 ports + E-SATA</td>
</tr>
<tr>
<td>Audio</td>
<td>Standard</td>
<td>Standard</td>
</tr>
<tr>
<td>Video</td>
<td>Integrated</td>
<td>512 MB discrete graphics</td>
</tr>
<tr>
<td>Display Size</td>
<td>14&quot;</td>
<td>15&quot;</td>
</tr>
<tr>
<td>Modem</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Webcam</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Warranty</td>
<td>3 Year, Next Business Day, On-Site</td>
<td>3 Year, Next Business Day, On-Site</td>
</tr>
<tr>
<td>Wireless Card</td>
<td>B/G/N</td>
<td>B/G/N</td>
</tr>
<tr>
<td>Battery Configuration</td>
<td>6 cell</td>
<td>6 cell</td>
</tr>
<tr>
<td>Trusted Platform Module</td>
<td>Included</td>
<td>Included</td>
</tr>
<tr>
<td>Smartcard Reader</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Fingerprint Reader</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

* Laptops must be able to use either a docking station or a port replicator.
### Pricing

#### Dell Firm Price

<table>
<thead>
<tr>
<th></th>
<th>Standard Desktop</th>
<th>Performance Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>List Price</strong> - with Intel Processor</td>
<td>$1,029.00</td>
<td>$1,357.00</td>
</tr>
<tr>
<td><strong>WSCA Price</strong> - with Intel Processor</td>
<td>$990.35</td>
<td>$1,283.75</td>
</tr>
<tr>
<td><strong>Florida Price</strong> - with Intel Processor</td>
<td>$539.00</td>
<td>$703.00</td>
</tr>
</tbody>
</table>

#### Dell Firm Price

<table>
<thead>
<tr>
<th></th>
<th>Standard Laptop</th>
<th>Performance Laptop</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>List Price</strong></td>
<td>$1,306.00</td>
<td>$1,749.00</td>
</tr>
<tr>
<td><strong>WSCA Price</strong></td>
<td>$1,202.50</td>
<td>$1,283.75</td>
</tr>
<tr>
<td><strong>Florida Price</strong></td>
<td>$648.00</td>
<td>$979.00</td>
</tr>
</tbody>
</table>
### Pricing (cont’d)

<table>
<thead>
<tr>
<th>HP Firm Price -</th>
<th>Standard Desktop</th>
<th>Performance Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td>List Price - with Intel Processor</td>
<td>$1,131.00</td>
<td>$1,447.00</td>
</tr>
<tr>
<td>WSCA Price - with Intel Processor</td>
<td>$1,014.14</td>
<td>$1,208.62</td>
</tr>
<tr>
<td>Florida PRICE - with Intel Processor</td>
<td>$531.00</td>
<td>$648.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HP Firm Price</th>
<th>Standard Laptop</th>
<th>Performance Laptop</th>
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<tr>
<td>List Price</td>
<td>$1,306.00</td>
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<td>WSCA Price</td>
<td>$1,202.50</td>
<td>$1,283.75</td>
</tr>
<tr>
<td>Florida Price</td>
<td>$648.00</td>
<td>$979.00</td>
</tr>
</tbody>
</table>
## Pricing (cont’d)

<table>
<thead>
<tr>
<th>Lenovo Firm Price</th>
<th>Standard Desktop</th>
<th>Performance Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>List Price - with Intel Processor</strong></td>
<td>$1,160.00</td>
<td>$1,490.00</td>
</tr>
<tr>
<td><strong>WSCA Price - with Intel Processor</strong></td>
<td>$800.00</td>
<td>$1,281.00</td>
</tr>
<tr>
<td><strong>Florida Price - with Intel Processor</strong></td>
<td>$527.00</td>
<td>$693.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Lenovo Firm Price</th>
<th>Standard Laptop</th>
<th>Performance Laptop</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>List Price</strong></td>
<td>$1,306.00</td>
<td>$1,749.00</td>
</tr>
<tr>
<td><strong>WSCA Price</strong></td>
<td>$1,202.50</td>
<td>$1,283.75</td>
</tr>
<tr>
<td><strong>Florida Price</strong></td>
<td>$660.00</td>
<td>$897.00</td>
</tr>
</tbody>
</table>
## Pricing (cont’d)

<table>
<thead>
<tr>
<th>HP Firm Price</th>
<th>Standard Desktop</th>
<th>Performance Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td>List Price - with AMD Processor</td>
<td>$897.01</td>
<td>$1,173.01</td>
</tr>
<tr>
<td>WSCA Price - with AMD Processor</td>
<td>$807.60</td>
<td>$1,050.48</td>
</tr>
<tr>
<td>Florida Price - with AMD Processor</td>
<td>$388.00</td>
<td>$481.00</td>
</tr>
</tbody>
</table>
MFMP Punchout Catalog Use

- MFMP provides Punchout catalogs for certain state term contracts based on the products awarded.
- Punchout catalogs provide a link to specific website setup for the products awarded on the contract
  - Reflects real-time product inventory/availability information.
- Agency customers access the punchout catalog from the Catalog section in MFMP
- Use keywords to locate the punchout catalog
  - Such as the supplier name, State Term contract number or an item on contract you wish to purchase
MFMP Punchout Catalog Use

- Florida state agency buyers “punchout” to a supplier’s (vendor) website
- Using the search tools on the supplier’s Florida punchout site, select the desired products and services
- When complete, the items in shopping cart populate the MFMP purchasing requisition
- Agency customer proceeds through normal workflow steps to process the request
Dell Marketing L.P and Hewlett-Packard offer a punchout catalog solution for agency customer use in MFMP.

This punchout catalogs are offered for the 250-WSCA-10-ACS contract for PCs and Laptops.
Follow these steps to create your order against contract number 250-WS-CA-10-ACS in MyFloridaMarketPlace:

1. Log into MyFloridaMarketPlace
2. Create a Requisition within the Common Actions section of your Procurement Dashboard.
3. The catalogs section will display. Search for the word ‘laptop.’
4. The result shows the catalog for the suppliers.
MFMP Punchout Catalog Use

5. The MFMP system accesses the supplier’s catalog. Locate the item(s) needed for purchase by using the keyword search.
6. Add your selected items to your cart.
MFMP Punchout Catalog Use

7. Click “Create Order Requisition”
8. Click “Submit Order Requisition”
MFMP Punchout Catalog Use

9. The item(s) you chose within the punchout catalog populate the requisition as contract line items. The line item(s) tie to the contract number, which assists with reporting agency spend.

10. The requisition goes through the approval process as normal.
FAQs

Question

Who do I contact if I can get better pricing than the pricing listed on this contract?

Answer

The Division of State Purchasing recommends you contact the contractor to see if they will match the lower price under this contract. If they will not match the price, you may contact the Contract Manager listed on-line for this alternate contract source and provide pricing details. This feedback helps us understand the pricing competitiveness of this alternate contract source.

Question:

Does the contractor offer any early payment incentives?

Answer

The Division of State Purchasing has not negotiated early payment discounts as part of the standard terms and conditions of this contract. If you are interested and able to pay promptly, you should contact the contractor directly to see if they are willing to provide early payment discounts to you.
FAQs

**Question**
How do I find out if a particular product is available on this alternate contract source?

**Answer**
Use the search engine on the contractor’s website, or contact the contractor directly to ask about the product.

**Question**
What should I do if the products or services on this alternate contract source are also available on a State Term Contract?

**Answer**
If there is overlap of products or services across multiple State Term Contracts, agency buyers are required to purchase from existing State Term Contracts. Other Eligible Users are encouraged to purchase from the State Term Contract that provides the best value to their entity.
FAQs

**Question**
What should I do if I have an issue with the contractor?

**Answer**
If you are unable to resolve an issue with a contractor, contact Contract Manager Colin Barton. Options include: complete a vendor performance survey to document the issue, work with the Department of Management Services to elevate the issue with the contractor representatives, or submit a vendor complaint that requires a formal response from the contractor.

**Question**
Who do I contact in the Division of State Purchasing for additional help on how to use this contract?

**Answer**
Contact the Contract Manager, Colin Barton for additional assistance.
Time for questions.

- Please use the Webinar chat feature to submit your questions.
Contact Information

• Colin Barton
  Colin.Barton@dms.MyFlorida.com

• MyFloridaMarketPlace
  https://buyer.MyFloridaMarketPlace.com/Buyer/Main

• MyFloridaMarketPlace
  BuyerHelp@MyFloridaMarketPlace.com