

STATE OF CALIFORNIA
PARTICIPATING ADDENDUM NUMBER 7-24-70-40-19

Cloud Solutions

Utah NASPO ValuePoint Master Agreement Number AR2488

SHI International, Corp. (Contractor)

This Participating Addendum Number 7-24-70-40-19 is entered into between the State of California, Department of General Services (hereafter referred to as "State" or "DGS") and SHI International, Corp. (hereafter referred to as "Contractor") under the lead state of Utah NASPO ValuePoint Master Agreement Number AR2488.

1. SCOPE

- A. This Participating Addendum covers the purchase of services under the Utah NASPO ValuePoint Master Agreement. The Utah NASPO ValuePoint Master Agreement is hereby incorporated by reference. Service categories included under this Participating Addendum are identified in Section 5 (Available Products and Services).
- B. This Participating Addendum is available for use by California state agencies and local governments. A local government is defined as any city, county, city and county, district, or other local governmental body, school district or corporation empowered to expend public funds. The [State Agency Listing](https://www.ca.gov/agenciesall/) (<https://www.ca.gov/agenciesall/>) provides a comprehensive list of state agencies.
- C. Each local government is to make its own determination whether this Participating Addendum and the Utah NASPO ValuePoint Master Agreement are consistent with its procurement policies and regulations.

2. TERM

- A. The term of this Participating Addendum shall begin upon signature approval by the State and will end 9/15/2026, or upon termination by the State, whichever occurs first.
- B. Lead state amendments to extend the NASPO ValuePoint Master Agreement term date are not automatically incorporated into this Participating Addendum. Extension(s) to the term of this Participating Addendum will be through a written amendment upon mutual agreement between the State and the Contractor.
- C. Order placement and execution shall be on or before the expiration of this Participating Addendum. However, delivery of products or completion of services may be after the Participating Addendum expiration date.

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3. TERMS AND CONDITIONS/INCORPORATION OF DOCUMENTS

- A. Terms and conditions listed below are hereby incorporated by reference and made a part of this Participating Addendum as if attached herein and shall apply to the purchase of goods or services made under this Participating Addendum.
- 1) General Provisions – Information Technology – Cloud Computing – Software as a Service (SaaS), effective 6/21/2022
 - 2) Cloud Computing Special Provisions for Software as a Service (SaaS), effective 03/15/2018
 - 3) Cloud Computing Special Provisions for Infrastructure as a Service (IaaS) & Platform as a Service (PaaS), effective 05/11/2016
- B. Terms can be viewed on the [DGS Procurement Division website](https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Required-Language-for-Solicitations-and-Contracts) (<https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Required-Language-for-Solicitations-and-Contracts>).

4. ORDER OF PRECEDENCE

- A. In the event of any inconsistency between the articles, attachments, or provisions which constitute this agreement, the following descending order of precedence shall apply:
- 1) California Participating Addendum Number 7-24-70-40-19
 - 2) Utah NASPO ValuePoint Master Agreement Number AR2488

5. AVAILABLE SERVICES

- A. The following service offerings from the Utah NASPO ValuePoint Master Agreement Number AR2488 are allowed under this Participating Addendum:
- 1) Software as a Service (SaaS)
 - 2) Infrastructure as a Service (IaaS)
 - 3) Platform as a Service (PaaS)

6. RESTRICTIONS/DISALLOWED PRODUCTS AND SERVICES (STATE AGENCIES ONLY)

- A. The following restrictions apply to purchases under this Participating Addendum:
- Value Added Services, including Additional Value-Added Services such as Maintenance Services; Deployment Services; Consulting/Advisory Services, Architectural Design Services, Statement of Work Services, Partner Services, and Training Deployment Services.

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- B. Product and service categories that are available on mandatory California statewide contracts cannot be purchased from this Participating Addendum by state agencies without an exemption. State agencies are responsible for obtaining a mandatory statewide contract exemption from DGS prior to issuing a purchase order.
- C. State agencies must first obtain approval by the California Department of Technology (CDT) for Infrastructure as a Service (IaaS) and/or Platform as a Service (PaaS) purchases in accordance with [Technology Letter 17-06](http://www.cdt.ca.gov/wp-content/uploads/2017/08/TL-17-06.pdf) (www.cdt.ca.gov/wp-content/uploads/2017/08/TL-17-06.pdf) or its successor.

7. PRICING

Contractor's pricing is outlined in the Utah NASPO ValuePoint Master Agreement Number AR2488.

8. AUTHORIZED RESELLERS

Authorized Resellers will not be used for this Participating Addendum.

9. SUBCONTRACTORS

Subcontractors will not be used for this Participating Addendum.

10. ORDERING AGENCY RESPONSIBILITIES

- A. State agency and local government use of this Participating Addendum is optional.
- B. State agencies and local governments must follow the ordering procedures outlined within the User Instructions guide, administered by the State Contract Administrator, to execute orders against this Participating Addendum. User Instructions are posted on the State's Cal eProcure website.
- C. All purchase orders executed under this Participating Addendum shall include the Participating Addendum Number 7-24-70-40-19.

11. STATE AGENCY BUY RECYCLED CAMPAIGN (SABRC)

SABRC is not applicable for this Participating Addendum.

12. DELIVERY

- A. Delivery shall occur as negotiated between ordering agency and Contractor and included in the purchase order, or as otherwise stipulated in the NASPO ValuePoint Master Agreement.
- B. Free On Board (F.O.B.) Destination, freight prepaid by the Contractor, to the ordering agency's receiving point.

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13. INVOICING AND PAYMENT

- A. Payment will be made in accordance with Information Technology – Cloud Computing – Software as a Service (SaaS) Paragraph 23 (Required Payment Date).
- B. Invoices shall be sent to the address identified in the ordering agency’s purchase order. The Participating Addendum Number and ordering agency purchase order number shall appear on each invoice for all purchases placed under this Participating Addendum.
- C. Contractor will accept the State of California credit card (CAL-Card) for payment of invoices.

14. USAGE REPORTING

- A. Contractor shall submit usage reports on a quarterly basis to the State Contract Administrator for all California entity purchases using the report template attached hereto as Attachment A. The report is due even when there is no activity.
- B. The State Contract Administrator reserves the right to modify Attachment A and require Contractor to provide additional order information during the course of this Participating Addendum.
- C. The report shall be an Excel spreadsheet transmitted electronically to the [DGS Cooperatives mailbox](mailto:PDCooperatives@dgs.ca.gov) (PDCooperatives@dgs.ca.gov).
- D. Any report that does not follow the required format or that excludes information will be deemed incomplete. Contractor will be responsible for submitting corrected reports within five (5) business days of the date of written notification from the State.
- E. Tax must not be included in the report, even if it is on the purchase order.
- F. Reports are due for each quarter as follows:

Reporting Period	Due Date
January 1 to March 31	April 30
April 1 to June 30	July 31
July 1 to September 30	October 31
October 1 to December 31	January 31

- G. Failure to meet reporting requirements and submit the reports on a timely basis shall constitute grounds for suspension of this Participating Addendum.

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H. Time extensions may be approved only if all due reports have been submitted to the State.

15. ADMINISTRATIVE FEE

- A. Contractor is required to remit to DGS an administrative fee amount equal to 1.25% of the sales for the quarterly reporting period less freight, taxes, returned products and credits. (For example, if the net sales for the reporting quarter totals \$100,000.00, the incentive fee due to DGS would be \$1,250.00.)
- B. The administrative fee shall not be included as an adjustment to Contractor's NASPO ValuePoint Master Agreement pricing.
- C. The administrative fee shall not be invoiced or charged to the ordering agency.
- D. Payment of the administrative fee is due irrespective of payment status from ordering agencies.
- E. Payment may be made in the form of an electronic payment using the [LPA Payment Portal website](https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Access-LPA-Payment-Portal) (https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Access-LPA-Payment-Portal) or by submitting a check payable to the State of California, Department of General Services.
- F. Administrative fee payments made by check must include the Participating Addendum Number on the check and be submitted to the following address:

Department of General Services
Procurement Division
Attn: MAPS Payment Processing
707 Third Street, 2nd Floor
West Sacramento, CA 95605

G. Administrative fee payments are due for each quarter as follows:

Reporting Period	Due Date
January 1 to March 31	April 30
April 1 to June 30	July 31
July 1 to September 30	October 31
October 1 to December 31	January 31

H. Failure to meet administrative fee requirements and submit fees on a timely basis shall constitute grounds for suspension of this Participating Addendum.

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16. CONTRACT MANAGEMENT

A. The primary Contractor Contract Manager for this Participating Addendum shall be as follows:

Contractor	Contract Manager
Name:	Nicole Rasky
Phone:	(732) 584-8227
Email	Naspo_cloud@shi.com
Address:	SHI International, Corp. Attn: Nicole Rasky 290 Davidson Avenue Somerset, NJ 08873

B. The State Contract Administrator for this Participating Addendum shall be as follows:

State	Contract Administrator
Name:	Yolanda Tutt
Phone:	(279) 946-8401
Email	Yolanda.Tutt@dgs.ca.gov
Address:	State of California Department of General Services Procurement Division 707 Third Street, 2nd Floor, MS 2-202 West Sacramento, CA 95605

C. Should the contact information for either party change, the party will provide written notice with updated information no later than ten (10) business days after the change.

17. TERMINATION OF AGREEMENT

The State may terminate this Participating Addendum at any time upon thirty (30) days prior written notice to the Contractor. Upon termination or other expiration of this Participating Addendum, each party will assist the other party in orderly termination of the Participating Addendum and the transfer of all assets, tangible, and intangible, as may facilitate the orderly, non-disrupted business continuation of each party. This provision shall not relieve the Contractor of the obligation to perform under any purchase order or other similar ordering document executed prior to the termination becoming effective.

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18. AMENDMENT

No amendment or variation of the terms of this Participating Addendum shall be valid unless made in writing, signed by the parties, and approved as required. No oral understanding or agreement not incorporated in the Participating Addendum is binding on any of the parties.

19. NEWS RELEASES

Unless otherwise exempted, news releases, endorsements, advertising, and social media content pertaining to this Participating Addendum shall not be made without prior written approval from the State.

20. EXECUTIVE ORDER N-6-22 – RUSSIA SANCTIONS

On March 4, 2022, Governor Gavin Newsom issued Executive Order N-6-22 (the EO) regarding Economic Sanctions against Russia and Russian entities and individuals. "Economic Sanctions" refers to sanctions imposed by the U.S. government in response to Russia's actions in Ukraine, as well as any sanctions imposed under state law. The EO directs state agencies to terminate contracts with, and to refrain from entering any new contracts with, individuals or entities that are determined to be a target of Economic Sanctions. Accordingly, should the State determine Contractor is a target of Economic Sanctions or is conducting prohibited transactions with sanctioned individuals or entities, that shall be grounds for termination of this Participating Addendum. The State shall provide Contractor advance written notice of such termination, allowing Contractor at least thirty (30) calendar days to provide a written response. Termination shall be at the sole discretion of the State.

21. GENERATIVE ARTIFICIAL INTELLIGENCE (GENAI) REPORTING

The State of California seeks to realize the potential benefits of GenAI, through the development and deployment of GenAI tools, while balancing the risks of these new technologies.

Upon request by an ordering agency, Contractor must complete a [GenAI Reporting and Fact Sheet \(STD 1000\)](#) to identify if their solution or service includes, or makes available, any GenAI including, GenAI from third parties or subcontractors.

During the term of the contract, Contractor must notify the State in writing if their services or any work under this contract includes, or makes available, any previously unreported GenAI technology, including GenAI from third parties or subcontractors. Contractor shall immediately complete the GenAI Reporting and Factsheet (STD 1000) to notify the State of any new or previously unreported GenAI technology.

At the direction of the State, Contractor shall discontinue the use of any new or previously undisclosed GenAI technology that materially impacts functionality, risk or

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contract performance, until use of such GenAI technology has been approved by the State.

Failure to disclose GenAI use to the State and submit the GenAI Reporting and Factsheet (STD 1000) may be considered a breach of the contract by the State at its sole discretion and the State may consider such failure to disclose GenAI and/or failure to submit the GenAI Reporting and Factsheet (STD 1000) as grounds for the immediate termination of the contract. The State is entitled to seek any and all relief to which it may be entitled to as a result of such non-disclosure.

The State reserves the right to amend the contract, without additional cost, to incorporate GenAI Special Provisions into the contract at its sole discretion and/or terminate any contract that presents an unacceptable level of risk to the State.

If Contractor identifies GenAI in their solution, a copy of the STD 1000 must be submitted to the State Contract Administrator.

22. AGREEMENT

- A. This Participating Addendum and the Master Agreement together with its exhibits and/or amendments, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations, or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Participating Addendum and the Master Agreement, together with its exhibits and/or amendments, shall not be added to or incorporated into this Participating Addendum or the Master Agreement and its exhibits and/or amendments, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Participating Addendum and the Master Agreement and its exhibits and/or amendments shall prevail and govern in the case of any such inconsistent or additional terms.

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B. By signing this Participating Addendum, Contractor agrees to offer the same products/services available on the Utah NASPO ValuePoint Master Agreement Number AR2488, at prices equal to or lower than the prices on that agreement.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

STATE OF CALIFORNIA

CONTRACTOR

Department of General Services

SHI International, Corp.

Agency Name

Contractor Name

Julie Matthews Digitally signed by Julie Matthews
Date: 2025.02.13 09:51:49 -08'00' 2/13/2025

DocuSigned by:
Kristina Mann 2/12/2025
EA418E780F00404...

Authorized Signature *Date Signed*

Authorized Signature *Date Signed*

Julie Matthews, MAU2 Supervisor

Kristina Mann Director - Contracts

Printed Name/Title of Person Signing

Printed Name/Title of Person Signing

707 Third Street
West Sacramento, CA 95605

290 Davidson Ave
Somerset, NJ 08873

Address

Address

COOPERATIVE AGREEMENT USER INSTRUCTIONS NON-MANDATORY

Supplement 17
(Incorporates Supplements 1-16)

Effective Date: ***2/13/2025***

TITLE	DESCRIPTION
TITLE/DESCRIPTION:	Cloud Solutions (NASPO ValuePoint Cooperative Agreement)
CONTRACT NUMBERS:	7-17-70-40-01 Insight Public Sector, Inc.
	7-17-70-40-02 Broadvoice]
	7-17-70-40-03 Quest Media & Supplies, Inc.
	7-17-70-40-04 Strategic Communications LLC
	7-17-70-40-05 Carahsoft Technology Corporation
	7-17-70-40-06 Unisys Corporation
	7-17-70-40-08 The Consultants Consortium, Inc.
	7-17-70-40-09 DLT Solutions, LLC
	7-17-70-40-10 Guidesoft, Inc.
	7-18-70-40-01 ATOS IT Solutions and Services, Inc.
	7-21-70-40-11 Hewlett Packard Enterprise Company
	7-21-70-40-12 Red River Technology, LLC
	7-21-70-40-13 CherryRoad Technologies, Inc.
	7-21-70-40-14 NWN Corporation which will do business in California as NWN Solutions Corporation
	7-22-70-40-15 Kyndryl, Inc.
	7-23-70-40-16 Presidio Networked Solutions Group, LLC
	7-24-70-40-17 Workday, Inc.
7-24-70-40-18 Gainwell Technologies, LLC	
7-24-70-40-19 SHI International Corp.	
7-25-70-40-20 Hyland Software, Inc.	
CONTRACT TERM:	Various through 09/15/2026
CONTRACT CATEGORY:	IT Services
MAXIMUM ORDER LIMIT:	State Agencies: Refer to Section 6.C Local Agencies: Unlimited
FOR USE BY:	State and Local Agencies (Refer to Section 2)
STATE CONTRACT ADMINISTRATOR:	Yolanda Tutt (279) 946-8401 Yolanda.Tutt@dgs.ca.gov

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Ordering Agencies are instructed to carefully review these User Instructions in their entirety. For questions, please contact the State Contract Administrator and reference the "Title/Description" and/or Contract Number listed above. Changes to this document will be issued through a User Instructions Supplement.

ORIGINAL ON FILE

Yolanda Tutt, State Contract Administrator

SUMMARY OF CHANGES

All changes to most recent Supplement are in ***bold red italic***. Additions are enclosed in asterisks; deletions are enclosed in brackets. To obtain copies of previous User Instructions, please contact the State Contract Administrator listed in Section 4 (Contract Administrator).

Supplement Number	Description/Sections	Effective Date
<i>*17*</i>	<p><i>*Supplement 17 incorporates the following change:</i></p> <ul style="list-style-type: none"> • <i>Cover Page and Attachment A (Contractor Information) – Removed Cooperative Agreement 7-17-70-40-02 (Broadvoice). Added new Cooperative Agreements:</i> <ul style="list-style-type: none"> ○ <i>7-24-70-40-18 (Gainwell Technologies, LLC)</i> ○ <i>7-24-70-40-19 (SHI International, Corp.)</i> ○ <i>7-25-70-40-20 (Hyland Software, Inc.).</i> • <i>Section 6.H – Added Generative Artificial Intelligence (GenAI) Reporting requirement.</i> • <i>Section 9 – Added Certification of Payment Options – Military & Veterans Code §§999.5 and 999.7(a) (SB588) language.*</i> 	<i>*2/13/2025*</i>
16	<p>Supplement 16 incorporates the following change:</p> <ul style="list-style-type: none"> • Cover Page and Attachment A (Contractor Information) – Added new Cooperative Agreement 7-24-70-40-17 (Workday, Inc.). 	6/06/2024
15	<p>Supplement 15 incorporates the following change:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – <ul style="list-style-type: none"> ○ Updated 7-21-70-40-13 (CherryRoad Technologies, Inc.) Contract Administrator Contact Information. 	4/16/2024
14	<p>Supplement 14 incorporates the following change:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – <ul style="list-style-type: none"> ○ Updated 7-18-70-40-06 (Unisys Corporation) Contract Administrator Contact Information revised. 	1/08/2024
13	<p>Supplement 13 incorporates the following change:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – <ul style="list-style-type: none"> ○ 7-18-70-40-01 (ATOS IT Solutions and Services, Inc.) – Updated product/service categories, price list, and ordering address. 	9/22/2023

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Supplement Number	Description/Sections	Effective Date
12	<p>Supplement 12 incorporates the following changes:</p> <ul style="list-style-type: none"> • Cover Page and Attachment A (Contractor Information) – Added new Cooperative Agreement 7-23-70-40-16 (Presidio Networked Solutions Group, LLC). • Updated Supplement 11 Description/Sections. 	7/28/2023
11	<p>Supplement 11 incorporates the following changes:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – <ul style="list-style-type: none"> ○ 7-17-70-40-01 (Insight Public Sector, Inc.) – Updated price list. ○ 7-17-70-40-02 (Broadvoice) – Updated price list and contract administrator. ○ 7-17-70-40-03 (Quest Media & Supplies, Inc.) – Updated price list. ○ 7-17-70-40-04 (Strategic Communications LLC) – Updated price list. ○ 7-17-70-40-05 (Carahsoft Technology Corporation) – Updated price list. ○ 7-17-70-40-06 (Unisys Corporation) – Updated price list. ○ 7-17-70-40-08 (The Consultants Consortium, Inc.) – Updated price list. ○ 7-17-70-40-09 (DLT Solutions, LLC) – Updated product/service categories, price list, contract administrator, and ordering information. ○ 7-17-70-40-10 (GuideSoft, Inc.) – Updated price list, contract administrator, and ordering information. 	6/29/2023
10	<p>Supplement 10 incorporates the following change:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – Updated Contract Administrator Contact and Ordering Information for: <ul style="list-style-type: none"> ○ 7-22-70-40-15 (Kyndryl, Inc.) 	5/19/2023
9	<p>Supplement 9 incorporates the following change:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – Updated Contract Administrator Contact and Ordering Information for: <ul style="list-style-type: none"> ○ 7-19-70-40-05 (Carahsoft Technology Corporation) 	1/20/2023

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Supplement Number	Description/Sections	Effective Date
8	<p>Supplement 8 incorporates the following changes:</p> <ul style="list-style-type: none"> • Cover Page and Attachment A (Contractor Information) – Added new Cooperative Agreement 7-22-70-40-15 (Kyndryl, Inc.). 	12/20/2022
7	<p>Supplement 7 incorporates the following changes:</p> <ul style="list-style-type: none"> • Cover Page – Updated Maximum Order Limit. • Section 1 (Scope and Overview) – Updated language. • Section 6.C (Order Limits/Dollar Thresholds) – Updated language. • Attachment A (Contractor Information) – Updated Contract Administrator Contact for 7-21-70-40-13 (CherryRoad Technologies, Inc.) 	8/30/2022
6	<p>Supplement 6 incorporates the following changes:</p> <ul style="list-style-type: none"> • Attachment A (Contractor Information) – Updated Contract Administrator Contact and Ordering Information for: <ul style="list-style-type: none"> ○ 7-19-70-40-01 (Insight Public Sector, Inc) ○ 7-19-70-40-03 (Quest Media & Supplies, Inc.) ○ 7-19-70-40-05 (Carahsoft Technology Corporation) ○ 7-19-70-40-06 (Unisys Corporation) ○ 7-19-70-40-09 (DLT Solutions, LLC) ○ 7-18-70-40-01 (ATOS IT Solutions and Services, Inc.). 	6/23/2022
5	<p>Supplement 5 incorporates the following changes:</p> <ul style="list-style-type: none"> • Cover Page and Attachment A (Contractor Information) – Added new Cooperative Agreement 7-21-70-40-14 (NWN Corporation which will do business in California as NWN Solutions Corporation). • Section 7.C (Ordering Procedures) – Corrected language regarding FI\$Cal procedures. 	3/01/2022
4	<p>Supplement 4 incorporates the following changes:</p> <ul style="list-style-type: none"> • Cover Page and Section 4 (Contract Administrator) – State Contract Administrator phone number revised to (279) 946-8401. 	11/29/2021

COOPERATIVE AGREEMENT USER INSTRUCTIONS
 NASPO ValuePoint Cloud Solutions

Supplement Number	Description/Sections	Effective Date
3	Supplement 3 incorporates the following changes: <ul style="list-style-type: none"> • Updated Attachment A – <ul style="list-style-type: none"> ○ Insight Public Sector, Inc. – Updated service offering. ○ The Consultants Consortium, Inc. – Updated service offering. 	8/25/2021
2	Supplement 2 incorporates the following changes: <ul style="list-style-type: none"> • Updated User Instructions format • Cover Page and Attachment A – <ul style="list-style-type: none"> ○ Removed collab9 Inc. (7-17-70-40-07 expired 7/26/2021). ○ Added new Contractors: <ul style="list-style-type: none"> • Hewlett Packard Enterprise Company (7-21-70-40-11) • Red River Technology, LLC (7-21-70-40-12) • CherryRoad Technologies, Inc. (7-21-70-40-13) • Section 5.C (Available Products and Services) – Updated to allow Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) purchases. • Section 5.D (Restrict Products and Services) – Updated to require California Department of Technology (CDT) approval for IaaS and PaaS purchases. • Attachment A – <ul style="list-style-type: none"> ○ ATOS IT Solutions & Services, Inc. – Updated contact information and Master Agreement number. ○ Carahsoft Technology Corp. – Updated contact information and service offering. ○ Insight Public Sector – Updated contact information. ○ Quest Media & Supplies, Inc. – Updated zip code. ○ Strategic Communications LLC – Updated contact information and service offering. ○ Unisys Corporation – Updated contact information and service offering. 	8/20/2021

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Supplement Number	Description/Sections	Effective Date
1	Supplement 1 includes the following changes: <ul style="list-style-type: none">• Cover Page and Attachment A (Contract Number and Contract Information) – Updated to include ATOS IT Solutions and Services, Inc.• Section 6.B (Contract Usage/Rules) – Updated to include Acquisition Method and Acquisition Type.• Section 3.6 (Contract Usage/Rules) – Updated to reflect additional language.	11/29/2018

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USER INSTRUCTIONS

1. SCOPE AND OVERVIEW

- A. The Department of General Services, Procurement Division (DGS-PD) has established a California Participating Addendum (hereafter referred to as “California Cooperative Agreement” or “Cooperative Agreement”) with individual Contractors (as noted on page 1) for use of the NASPO ValuePoint Cloud Solutions Master Agreements executed by the State of Utah.
- B. These Cooperative Agreements provide state and local governmental agencies the opportunity to acquire products and services in accordance with the instructions provided herein and the terms and conditions outlined in the individual Cooperative Agreements. Attachment A identifies specific Cooperative Agreement information by Contractor.
- C. Note: Unless otherwise specified within this document, the term “Ordering Agencies” will refer to all state agencies and local governmental agencies eligible to utilize these agreements. Ordering and usage instructions exclusive to state or local governmental agencies shall be identified within each section.

2. CONTRACT AVAILABILITY

A. State Agencies

- 1) Use of these agreements is non-mandatory for California state agencies.
- 2) Refer to Section 5.D. (Restricted/Disallowed Products and Services) for more information.

B. Local Governmental Agencies

- 1) Use of these agreements is optional for local governmental agencies.
- 2) Local governmental is defined as any city, county, city and county, district, or other local governmental body, school district or corporation empowered to expend public funds.
- 3) While the DGS-PD makes this contract available to local governmental agencies, each local governmental agency shall determine whether use of these agreements is consistent with its procurement policies and regulations.

3. CONTRACT TERM

- A. The term for these California Cooperative Agreements is from the date of the State’s approval through September 15, 2026, or upon termination by the State, whichever occurs first. Refer to Attachment A for current individual agreement term dates.

- B. Order placement and execution shall be on or before the expiration of the California Cooperative Agreement. However, delivery of products or completion of services may be after the California Cooperative Agreement expiration date.

4. CONTRACT ADMINISTRATOR

- A. DGS-PD and the Contractor(s) have assigned contract administrators as single points of contact for problem resolution and related contract issues.
- B. The State Contract Administrator for these agreements is:

Administrator Information	State Contract Administrator
Name:	Yolanda Tutt
Phone:	(279) 946-8401
Email:	Yolanda.Tutt@dgs.ca.gov
Address:	DGS, Procurement Division Attn: Yolanda Tutt 707 Third Street, 2nd Floor, MS 2-202 West Sacramento, CA 95605

- C. Contractor Contract Administrator contact information is outlined in Attachment A.

5. CONTRACT INFORMATION

A. Lead State Agreement (NASPO ValuePoint Base Contract)

The California Cooperative Agreements are based on some or all of the products, services and prices from the NASPO ValuePoint Cloud Solutions Master Agreements issued by the State of Utah. Copies of the Utah agreements are available on the [NASPO ValuePoint Cloud Solutions Portfolio website](https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/) (<https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/>).

B. California Cooperative Agreements (Participating Addendum Documents)

California Cooperative Agreements and related documents are posted in [Cal eProcure](https://caleprocure.ca.gov/pages/LPASearch/lpa-search.aspx) (<https://caleprocure.ca.gov/pages/LPASearch/lpa-search.aspx>). Direct links to each agreement in Cal eProcure are found in Attachment A.

C. Available Products and Services

Contractors may offer the following services under these Cooperative Agreements:

- Software as a Service (SaaS) Solutions – Cloud based phone systems, unified communications, enterprise resource planning (ERP) and modules, desktop as a service, programs to combat fraud, waste and abuse, data analytics, e-mail, security workforce management, mobile case management and more.

- Infrastructure as a Service (IaaS) Solutions – Includes cloud hosting services, combining IaaS with a range of managed services and system integration to deliver secure, scalable, and reliable computing and storage solutions and more.
- Platform as a Service (PaaS) Solutions – Includes application development through a variety of platforms both directly from awarded solution providers and through business partners. Including, access to a variety of service providers that can help develop PaaS solutions.

Refer to **Attachment A – Contractor Information** for specific service offerings for each Contractor.

D. Restricted/Disallowed Products and Services (State Agencies Only)

The following restrictions apply to state agency purchases under these Cooperative Agreements. Restrictions are not applicable to local governments.

1) Additional Value-Added Services are disallowed, including the following:

- Maintenance Service; Professional Services, including Deployment Services; Consulting/Advisory Services; Architectural Design Services, and Statement of Work Services.

2) Service categories available on mandatory California statewide contracts cannot be purchased by state agencies from these Cooperative Agreements without an exemption. State agencies are responsible for obtaining an exemption from DGS prior to issuing a purchase order.

3) If using these Cooperative Agreements for the purpose of acquiring Infrastructure as a Service (IaaS) and/or Platform as a Service (PaaS), state agencies must first obtain approval by the California Department of Technology (CDT) in accordance with Technology Letter (TL) 17-06 (www.cdt.ca.gov/wp-content/uploads/2017/08/TL-17-06.pdf). State agencies must document CDT's approval and maintain in the procurement file. Contact CDT for all questions related to the acquisition of IaaS and PaaS and TL 17-06.

E. Contractor Pricing

Pricing is based on a discount off list price. Contractors may offer greater discounts and/or lower prices than those published on their Price List. Links to each Contractor's Price List are identified in Attachment A.

F. Small Business/Disabled Veteran Business Enterprise Participation

1) State agencies are able to claim credit towards their Small Business (SB) or Disabled Veteran Business Enterprise (DVBE) goals whenever a commercially useful function is performed by a certified SB or DVBE.

- 2) Any California SB and or DVBE certifications possessed by the Prime Contractor are shown in Attachment A. Authorized Reseller certifications are identified in the Contractor's Approved Authorized Reseller listing.
- 3) State agencies must verify certifications on [Cal eProcure](https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx) (<https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>).
- 4) When utilizing a SB or DVBE, state agencies must review the activities to be performed to assure that the firm performs a "commercially useful function" as defined by Title 2 CCR section 1896.71(b).
- 5) If issuing an order to a DVBE firm, state agencies must obtain a Disabled Veteran Business Enterprise Declaration (STD. 843).

G. Recycled Content

There is no recycled content associated with this agreement.

H. DGS Administrative Fee

Ordering Agencies will not be charged the DGS Administrative fee nor will they be invoiced by the Contractor(s) for use of these agreements.

6. CONTRACT USAGE/RULES

A. Adherence to Applicable Laws (State Agencies Only)

State agencies must adhere to all applicable state laws, regulations, policies, best practices, and purchase authority requirements (e.g. California Codes, Code of Regulations, State Administrative Manual, Management Memos, and State Contracting Manual).

B. Purchasing Authority (State Agencies Only)

The leveraged procurement agreement acquisition method and type for these agreements are:

Acquisition Method	Acquisition Type
Cooperative Agreements (requiring further competition within the category)	IT Services

Prior to executing subscription agreements, state agencies must have been granted purchasing authority by DGS-PD for the use of the acquisition method and type listed above. For more information, contact the DGS-PD Purchasing Authority Management Section at pams@dgs.ca.gov.

C. Order Limits/Dollar Thresholds (State Agencies Only)

Order limits for the purchase of goods and/or services is determined by the individual agency purchasing authority threshold. No order may be executed by a state agency that exceeds that agency's purchasing authority threshold. State agencies with approved purchasing authority, along with their dollar thresholds can be obtained at the [List of State Departments with Approved Purchasing Authority website](http://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/List-of-State-Departments-with-Approved-Purchasing-Authority) (www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/List-of-State-Departments-with-Approved-Purchasing-Authority).

D. California Seller's Permit (State Agencies Only)

Not Applicable.

E. Darfur Contracting Act Certification (State Agencies Only)

It is the state agency's responsibility to obtain a Darfur Contracting Act Certification.

F. Civil Rights Certification (orders ≥ \$100,000) (State Agencies Only)

It is the state agency's responsibility to obtain a signed California Civil Rights Laws Attachment.

G. Iran Contracting Act Certification (orders over \$1 million) (State Agencies Only)

It is the state agency's responsibility to obtain an Iran Contracting Act Certification. Prior to award, the state agency must also check the "Entities Prohibited from Contracting with Public Entities in California per the Iranian Contracting Act, 2010 List" posted by DGS to confirm firm is not listed as an ineligible business.

H. **Generative Artificial Intelligence (GenAI) Reporting (State Agencies Only)*

State agencies are required to include required solicitation language addressing GenAI in the Request for Offer (RFO) document and obtain a GenAI Reporting and Factsheet (STD 1000) from the Contractor prior to award.

If GenAI is disclosed by the Contractor, state agencies must follow the required GenAI purchase procedures outlined in State Contracting Manual (SCM) Volume 2, Chapter 23, Generative Artificial Intelligence (GenAI). State agencies must retain the STD 1000 and confirmation the purchase may proceed in their procurement file.*

7. ORDERING PROCEDURES

A. Contractor Selection Process

1) State Agencies

State agencies electing to use these agreements must select a Contractor using the Best Value Request for Offer (RFO) process outlined below:

- a) *Develop RFO* – Ordering Agency will develop a RFO which includes the following information, at a minimum:
 - All relevant Ordering Agency contact information necessary for the Contractor to respond to the RFO,
 - A detailed list of the services requested, and
 - Bidder Declaration (GSPD 05-105).
- b) *Solicit Offers* – Ordering Agency shall solicit offers from a minimum of three Contractors.
 - If multiple Contractors are solicited and less than three offers are received, the Ordering Agency must document their file with the reasons why the other Contractors solicited did not respond with an offer.
 - Orders valued less than \$10,000 may be executed without obtaining multiple offers if fair and reasonable pricing has been established and documented within the procurement file.
- c) *Determine Best Value* – Ordering Agency will review all responsive offers and select a Contractor based on best value, with cost as one of the criteria.
- d) *Document Results* – Ordering Agency must document the results of the best value RFO process within the procurement file including, but not limited to, Contractors that were contacted, recap of their offers, how the selection was made and criteria for determining “best value”. Ordering Agencies have the option to use the Best Value Determination Worksheet (available in the State Contracting Manual) or the agency’s own form to document the results.
- e) *Issue Purchase Order* – Ordering Agency will issue purchase order document to the selected Contractor in accordance with Section 7.C (Purchase Order Form and Execution).

2) Local Governmental Agencies

Local governmental agencies may use the contractor selection process described in Section 7.A.1 above or other process in accordance with their procurement policies and regulations.

B. Authorized Resellers

- 1) State-approved Authorized Resellers accept purchase orders and payment from Ordering Agencies for services offered under the specific Contractor's California Cooperative Agreement.
- 2) Ordering Agencies may only use State-approved Authorized Resellers for soliciting offers and order execution when:
 - a) Attachment A indicates Authorized Resellers are available for use under the specific California Cooperative Agreement, and
 - b) The firm is identified on the most current Approved Authorized Reseller listing posted on the State's Cal eProcure website.
- 3) When soliciting offers from Authorized Resellers, state agencies must retain a copy of the Approved Authorized Reseller listing in the procurement file.
- 4) All orders to Authorized Resellers must contain the California Cooperative Agreement number and the Prime Contractor's name as instructed in Attachment A.

C. Purchase Order Form and Execution

All Ordering Agency purchase order documents executed under these agreements must contain the applicable California Cooperative Agreement number as shown in Attachment A.

1) State Agencies

- a) *STD 65 Purchase Documents* – State Agencies not transacting in FI\$Cal must use the Purchasing Authority Purchase Order (STD 65) for purchase execution. An electronic version of the STD 65 is available at the [DGS-PD website](https://www.dgs.ca.gov/PD/Forms) (<https://www.dgs.ca.gov/PD/Forms>).
- b) *FI\$Cal Purchase Documents* – State agencies transacting in FI\$Cal will follow their agency's internal FI\$Cal procurement and contracting procedures.

2) Local Governmental Agencies

Local governmental agencies may use their own purchase order document in lieu of the State's purchase order form.

8. INVOICING AND PAYMENT

A. Payment Terms

Payment terms for these agreements are net forty-five (45) days. Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927, et seq. Unless expressly exempted by statute, the Act requires State agencies to pay properly submitted, undisputed invoices not more than forty-five (45) days after the date of acceptance of goods, performance of services, or receipt of an undisputed invoice, whichever is later.

B. Payee Data Record

State agencies not transacting in FI\$Cal, must obtain a copy of the Payee Data Record (STD 204) to process payments. State agencies forward a copy of the STD 204 to their accounting office. Without the STD 204, payment may be unnecessarily delayed.

C. CAL-Card

Ordering Agencies may use the CAL-Card for the payment of invoices if accepted by the Contractor. Use of the CAL-Card requires the execution of a purchase order document as referenced in Section 7.C (Purchase Order Form) and must include all required documentation applicable to the purchase.

CAL-Card is a payment mechanism, not a procurement approach and, therefore, does not relieve state agencies from adhering to all procurement laws, regulations, policies, procedures, and best practices, including those discussed in the State Contracting Manual. This includes but is not limited to the application of all sales and use tax laws, rules, and policies as applicable to the purchase.

D. Golden State Financial Marketplace (GS \$Mart)

Ordering Agencies may utilize financing available through DGS-PD GS \$Mart program. Program information is available on the [DGS-PD State Financial Marketplace website](https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/State-Financial-Marketplace) (<https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/State-Financial-Marketplace>).

9. ***CERTIFICATION OF PAYMENT OPTIONS – MILITARY & VETERANS CODE §§999.5 and 999.7(a) (SB588)**

In accordance with the State Contracting Manual, Volume 2, Section 1203.1, State agencies shall require the Contractor to submit a complete and accurate Prime Contractor's Certification – DVBE Subcontracting Report (STD 817) upon acceptance of ordered goods or services for which the Contractor committed to DVBE subcontractor participation.

Upon delivery or completion of ordered goods or services, State agencies shall do the following:

- ***Provide proper withhold notification to prime contractors.***
- ***Withhold \$10,000 or the full amount of the final invoice if less than \$10,000 pending receipt of the complete and accurate STD 817.***
- ***Review the STD 817. If it is determined to be complete and accurate, authorize payment of the withhold.***
- ***If the STD 817 is late or incomplete, department must send the prime contractor a cure notice allowing at least 15 days, but not more than 30 days, to meet the Certification of Payments to DVBE Subcontractors requirements.***
- ***If the prime contractor does not comply by the identified deadline, permanently deduct the withhold.***
- ***Retain all records for a minimum of six years.****

10. PROBLEM RESOLUTION/CONTRACTOR PERFORMANCE

Ordering Agencies should first attempt to resolve complaints, issues or disputes informally with the Contractor. If the issue or dispute cannot be resolved by the Ordering Agency, the issue may be elevated to the DGS-PD State Contract Administrator.

ATTACHMENT A – Contractor Information

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-01
Contractor Name	Insight Public Sector, Inc.
Term	9/20/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-01 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2485
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Seller's Permit Number	N/A
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/insight-public-sector-inc/)
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Brittany Dunaway Phone: (480) 366-7029 Email: SLEDcontracts@insight.com
Ordering Address	Insight Public Sector, Inc. Attn: Brittany Dunaway 6820 Harl Avenue Tempe, AZ 85283
Ordering Email	Chris.Robertson@Insight.com
Ordering Fax	N/A
Ordering Contact	Chris Robertson (480) 409-6775
Authorized Resellers (Refer to Section 7.B)	N/A

[Attachment A—Contractor Information, continued

<i>Item</i>	<i>Agreement Detail</i>
<i>Cooperative Agreement</i>	<i>7-17-70-40-02</i>
<i>Contractor Name</i>	<i>Broadvoice</i>
<i>Term</i>	<i>9/15/2017 through 9/15/2026</i>
<i>Link to Cal eProcure</i>	<i><u>Cal eProcure 7-17-70-40-02 webpage</u></i>
<i>Lead State Agreement</i>	<i>Utah NASPO ValuePoint Master Agreement AR2502</i>
<i>Product/Service Categories</i>	<i>Software as a Service (SaaS)</i>
<i>Price List</i>	<i><u>NASPO ValuePoint website</u> (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/broadvoice/)</i>
<i>Seller's Permit Number</i>	<i>N/A</i>
<i>CAL-Card Accepted</i>	<i>Yes (Refer to Section 8.C)</i>
<i>SB/DVBE Certification</i>	<i>None</i>
<i>Contract Administrator Contact Information</i>	<i>Abraham Swaidan Phone: (818) 449.3729 Email: <u>NASPO@broadvoice.com</u></i>
<i>Ordering Address</i>	<i>Broadvoice Attn: Abraham Swaidan 9221 Corbin Avenue, #260 Northridge, CA 91324</i>
<i>Ordering Email</i>	<i><u>NASPO@broadvoice.com</u></i>
<i>Ordering Fax</i>	<i>N/A</i>
<i>Ordering Contact</i>	<i>Abraham Swaidan (818) 449-3729</i>
<i>Authorized Resellers (Refer to Section 7.B)</i>	<i>N/A]</i>

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-03
Contractor Name	Quest Media & Supplies, Inc.
Term	9/15/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-03 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2505
Product/Service Categories	Software as a Service (SaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/quest-media-supplies-inc/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Ryan O'Keeffe Phone: (916) 338-7070 Email: NASPOValuePoint@questsys.com
Ordering Address	Quest Media & Supplies, Inc. 9000 Foothills Blvd, Ste 100 Roseville, CA 95747
Ordering Email	NASPOValuePoint@questsys.com
Ordering Fax	(916) 344-5924
Ordering Contact	Ryan O'Keeffe (916) 338-7070
Authorized Resellers (Refer to Section 7.B)	Current Approved Authorized Reseller list is posted on Cal eProcure 7-17-70-40-03 webpage FI\$Cal Agencies: Use "FI\$Cal Contract ID" assigned to Authorized Reseller when entering transactions in FI\$Cal. Non-FI\$Cal Agencies: All purchase orders to Authorized Resellers must contain the California Cooperative Agreement Number and must be addressed as follows: (Prime Contractor Name) c/o <Authorized Reseller Name> <Reseller Address>

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-04
Contractor Name	Strategic Communications LLC
Term	9/15/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-04 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2490
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/strategic-communications-llc/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Blake Kelly Phone: (844) 243-2053 Email: Bkelly@yourstrategic.com
Ordering Address	Strategic Communications LLC Attn: Blake Kelly 310 Evergreen Road Louisville, KY 40243
Ordering Email	Bkelly@yourstrategic.com
Ordering Fax	N/A
Ordering Contact	Blake Kelly (844) 243-2053
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-05
Contractor Name	Carahsoft Technology Corporation
Term	9/15/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-05 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2472
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/carahsoft-technology-corporation/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Mariah Edwards Phone: (703) 889-9734 Email: Mariah.Edwards@carahsoft.com
Ordering Address	Carahsoft Technology Corporation Attn: Mariah Edwards 11493 Sunset Hills Road, Suite 100 Reston, VA 20190
Ordering Email	naspo@carahsoft.com
Ordering Fax	N/A
Ordering Contact	Mariah Edwards (703) 889-9734
Authorized Resellers (Refer to Section 7.B)	Current Approved Authorized Reseller list is posted on Cal eProcure 7-17-70-40-05 webpage FI\$Cal Agencies: Use "FI\$Cal Contract ID" assigned to Authorized Reseller when entering transactions in FI\$Cal. Non-FI\$Cal Agencies: All purchase orders to Authorized Resellers must contain the California Cooperative Agreement Number and must be addressed as follows: (Prime Contractor Name) c/o <Authorized Reseller Name> <Reseller Address>

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-06
Contractor Name	Unisys Corporation
Term	9/15/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-06 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2492
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/unisys-corporation/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	None
Contract Administrator Contact Information	Rob Silverberg Phone: (925) 639-8082 Email: Rob.Silverberg@unisys.com
Ordering Address	Unisys Corporation Attn: Rob Silverberg 5451 Great America Pkwy #125 Santa Clara, CA 95054
Ordering Email	Rob.Silverberg@unisys.com
Ordering Fax	N/A
Ordering Contact	Rob Silverberg (925) 639-8082
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-08
Contractor Name	The Consultants Consortium, Inc.
Term	9/15/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-08 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2491
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/tcc-software-solutions/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	None
Contract Administrator Contact Information	Mike Boyle Phone: (317) 625-2547 Email: Mike.Boyle@e-tcc.com
Ordering Address	The Consultants Consortium, Inc. Attn: Mike Boyle 1022 East 52 nd Street Indianapolis, IN 46205
Ordering Email	Mike.Boyle@e-tcc.com
Ordering Fax	(317) 638-0397
Ordering Contact	Mike Boyle (317) 625-2547
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-09
Contractor Name	DLT Solutions, LLC
Term	10/5/2017 through 9/15/2026
Link to Cal eProcure	Cal e Procure 7-17-70-40-09 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2480
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/dlt-solutions/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Adam Pritchard Phone: (916) 425-3739 Email: Adam.Pritchard@dlt.com
Ordering Address	DLT Solutions, LLC Attn: Adam Pritchard 2411 Dulles Corner Park, Suite 800 Herndon, VA 20171
Ordering Email	Adam.Pritchard@dlt.com
Ordering Fax	N/A
Ordering Contact	Adam Pritchard (916) 425-3739
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-17-70-40-10
Contractor Name	GuideSoft, Inc.
Term	10/3/2017 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-17-70-40-10 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2504
Product/Service Categories	Software as a Service (SaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/knowledge-services/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	None
Contract Administrator Contact Information	Katie Belange Phone: (317) 806-6197 Email: naspocontracts@knowledgeservices.com
Ordering Address	GuideSoft, Inc. Attn: Katie Belange 5875 Castle Creek Pkwy N Drive, Suite 400 Indianapolis, IN 46250
Ordering Email	naspocontracts@knowledgeservices.com
Ordering Fax	(317) 578-7600
Ordering Contact	Katie Belange (317) 806-6197
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-18-70-40-01
Contractor Name	ATOS IT Solutions and Services, Inc.
Term	11/14/2018 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-18-70-40-01 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2471
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/atos-it-solutions-services-inc/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	None
Contract Administrator Contact Information	Pamela Kunhart Phone: (916) 425-3739 Email: Pamela.Kunhart@atos.net
Ordering Address	ATOS IT Solutions and Services, Inc. Attn: Pamela Kunhart 5920 Windhaven Parkway, Suite 120 Plano, TX 75093
Ordering Email	Pamela.Kunhart@atos.net
Ordering Fax	N/A
Ordering Contact	Pamela Kunhart (916) 425-3739
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-21-70-40-11
Contractor Name	Hewlett Packard Enterprise Company
Term	8/19/2021 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-21-70-40-11 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3104
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/hewlett-packard-enterprise-company/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Nancy Schwarz Phone: (480) 636-0267 Email: Nancy.Schwarz@hpe.com
Ordering Address	Hewlett Packard Enterprise Company Attn: Nancy Schwarz 11445 Compaq Center West Drive Houston, TX 77070
Ordering Email	Nancy.Schwarz@hpe.com
Ordering Fax	N/A
Ordering Contact	Nancy Schwarz (480) 636-0267
Authorized Resellers (Refer to Section 7.B)	Current Approved Authorized Reseller list is posted on Cal eProcure 7-21-70-40-11 webpage . FI\$Cal Agencies: Use "FI\$Cal Contract ID" assigned to Authorized Reseller when entering transactions in FI\$Cal. Non-FI\$Cal Agencies: All purchase orders to Authorized Resellers must contain the California Cooperative Agreement Number and must be addressed as follows: (Prime Contractor Name) c/o <Authorized Reseller Name> <Reseller Address>

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-21-70-40-12
Contractor Name	Red River Technology, LLC
Term	8/17/2021 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-21-70-40-12 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3114
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/red-river-technology-llc/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Phillip Wieser Phone: (703) 880-9792 Email: Phillip.Wieser@redriver.com
Ordering Address	Red River Technology, LLC Attn: Phillip Wieser 21 Water Street, Suite #500 Claremont, NH 03743
Ordering Email	Phillip.Wieser@redriver.com
Ordering Fax	N/A
Ordering Contact	Phillip Wieser (703) 880-9792
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-21-70-40-13
Contractor Name	CherryRoad Technologies, Inc.
Term	8/17/2021 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-21-70-40-13 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2476
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/cherryroad-technologies-inc/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Amy Werthmann Phone: (708) 220-6225 Email: AWerthmann@cherryroad.com
Ordering Address	CherryRoad Technologies, Inc. Attn: Amy Werthmann 6 Upper Pond Road, 2 nd Floor Parsippany, NJ 07054
Ordering Email	AWerthmann@cherryroad.com
Ordering Fax	N/A
Ordering Contact	Amy Werthman (708) 220-6225
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-21-70-40-14
Contractor Name	NWN Corporation which will do business in California as NWN Solutions Corporation
Term	2/24/2022 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-21-70-40-14 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3111
Product/Service Categories	Software as a Service (SaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/nwn-corporation/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Kathy Thomas Phone: (916) 637-2185 Email: KThomas@nwnit.com
Ordering Address	NWN Corporation which will do business in California as NWN Solutions Corporation Attn: Kathy Thomas 2969 Prospect Park Drive, Suite 225 Rancho Cordova, CA 95670
Ordering Email	KThomas@nwnit.com
Ordering Fax	N/A
Ordering Contact	Kathy Thomas (916) 637-2185
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-22-70-40-15
Contractor Name	Kyndryl, Inc.
Term	12/15/2022 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-22-70-40-15 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3710
Product/Service Categories	Infrastructure as a Service (IaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/kyndryl/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	N/A
Contract Administrator Contact Information	John McCready Phone: (916) 947-4399 Email: John.McCready@kyndryl.com
Ordering Address	Kyndryl, Inc. Attn: John McCready One Vanderbilt Avenue, 15 th Floor New York, NY 10017
Ordering Email	John.McCready@kyndryl.com
Ordering Fax	N/A
Ordering Contact	John McCready (916) 947-4399
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-23-70-40-16
Contractor Name	Presidio Networked Solutions Group, LLC
Term	07/27/2023 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-23-70-40-16 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3113
Product/Service Categories	Software as a Service (SaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/presidio-networked-solutions-llc/)
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Jackie Arnett Phone: (812) 350-0808 Email: jarnett@presidio.com
Ordering Address	Presidio Networked Solutions Group, LLC Attn: Dan Ornelas 5000 Hopyard Road Suite 188 Pleasanton, CA 94588
Ordering Email	Dornelas@presidio.com
Ordering Fax	N/A
Ordering Contact	Dan Ornelas (451) 501-9011
Authorized Resellers (Refer to Section 7.B)	N/A

Attachment A – Contractor Information, continued

Item	Agreement Detail
Cooperative Agreement	7-24-70-40-17
Contractor Name	Workday, Inc.
Term	06/06/2024 through 9/15/2026
Link to Cal eProcure	Cal eProcure 7-24-70-40-17 webpage
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2507
Product/Service Categories	Software as a Service (SaaS)
Price List	NASPO ValuePoint website (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/workday-inc/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Sherry Amos Phone: (703) 402-3476 Email: sherry.amos@workday.com
Ordering Address	Workday, Inc. Attn: Sherry Amos 6110 Stoneridge Mall Road Pleasanton, CA 94588
Ordering Email	sherry.amos@workday.com
Ordering Fax	(925) 951-9001
Ordering Contact	Sherry Amos (703) 402-3476
Authorized Resellers (Refer to Section 7.B)	N/A

***Attachment A – Contractor Information, continued**

Item	Agreement Detail
Cooperative Agreement	7-24-70-40-18
Contractor Name	Gainwell Technologies, LLC
Term	12/20/2024 through 9/15/2026
Link to Cal eProcure	<u>Cal eProcure 7-24-70-40-18 webpage</u>
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3904
Product/Service Categories	Software as a Service (SaaS)
Price List	<u>NASPO ValuePoint website</u> (https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/gainwell-technologies-llc/)
Seller's Permit Number	N/A
CAL-Card Accepted	No
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Bill Woodruff Phone: (916) 934-3911 Email: bill.woodruff@gainwelltechnologies.com
Ordering Address	Gainwell Technologies, LLC Attn: Chris Van-Vlack 820 Stillwater Road West Sacramento, CA 95605
Ordering Email	chris.van-vlack@gainwelltechnologies.com
Ordering Contact	Chris Van-Vlack (916) 720-3048
Authorized Resellers (Refer to Section 7.B)	N/A*

***Attachment A – Contractor Information, continued**

Item	Agreement Detail
Cooperative Agreement	7-24-70-40-19
Contractor Name	SHI International Corp
Term	2/13/2025 through 9/15/2026
Link to Cal eProcure	<u>Cal eProcure 7-24-70-40-19 webpage</u>
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR2488
Product/Service Categories	Software as a Service (SaaS) Infrastructure as a Service (IaaS) Platform as a Service (PaaS)

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Item	Agreement Detail
Price List	<u>NASPO ValuePoint website</u> <u>(https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/shi-international-corp/)</u>
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Nicole Rasky Phone: (732) 584-8227 Email: <u>naspo_cloud@shi.com</u>
Ordering Address	SHI International Corp Attn: California Gov Inside Team 290 Davidson Avenue Somerset, NJ 08873
Ordering Email	<u>CaliforniaGov@shi.com</u>
Ordering Contact	California Gov Inside Team (908) 432-2254
Authorized Resellers (Refer to Section 7.B)	N/A*

***Attachment A – Contractor Information, continued**

Item	Agreement Detail
Cooperative Agreement	7-25-70-40-20
Contractor Name	Hyland Software, Inc.
Term	2/12/2025 through 9/15/2026
Link to Cal eProcure	<u>Cal eProcure 7-25-70-40-20 webpage</u>
Lead State Agreement	Utah NASPO ValuePoint Master Agreement AR3106
Product/Service Categories	Software as a Service (SaaS)
Price List	<u>NASPO ValuePoint website</u> <u>(https://www.naspovaluepoint.org/portfolio/cloud-solutions-2016-2026/hyland-software-inc/)</u>
Seller's Permit Number	N/A
CAL-Card Accepted	Yes (Refer to Section 8.C)
SB/DVBE Certification	N/A
Contract Administrator Contact Information	Steph Gowin Phone: (216) 396-0261 Email: <u>steph.gowin@hyland.com</u>
Ordering Address	Hyland Software, Inc.

COOPERATIVE AGREEMENT USER INSTRUCTIONS
NASPO ValuePoint Cloud Solutions

Item	Agreement Detail
	Attn: Steph Gowin 28105 Clemens Road Westlake, OH 44145
Ordering Email	<u>governmentcontracts@hyland.com</u>
Ordering Contact	Steph Gowin
Authorized Resellers (Refer to Section 7.B)	N/A*

**STATEWIDE CONTRACT
SHI
NASPO ValuePoint Master Agreement Number AR2472
CONTRACT 7-24-70-40-19**

APPROVED:
CITY OF MERCED
A California Charter Municipal
Corporation

BY: Frank Quinteros
D. Scott McBride
City Manager

ATTEST:
D. SCOTT MCBRIDE, CITY CLERK

BY: Dejandra Medina
Assistant/Deputy City Clerk



APPROVED AS TO FORM:
CRAIG J. CORNWELL, CITY ATTORNEY

BY: Craig Cornwell 3/25/2025
City Attorney Date

1564
ACCOUNT DATA:
M. VENUS RODRIGUEZ

BY: M. Venus Rodriguez
Verified by Finance Officer V-2160
Funds to be encumbered as
needed. x/c 8/7/25
PL 8/7/25
Not to exceed \$44,000

Medina, Alejandra

From: Parsley, Jennifer
Sent: Friday, August 8, 2025 8:08 AM
To: Medina, Alejandra
Subject: FW: Out of Office Notification

FYI

From: McBride, Scott <McBrideS@cityofmerced.gov>
Sent: Thursday, August 7, 2025 5:03 PM
To: Quintero, Frank <QuinteroF@cityofmerced.gov>; Rodriguez, Venus <RodriguezV@cityofmerced.gov>; Cornwell, Craig <CornwellC@cityofmerced.gov>
Cc: Stanfield, Steven <StanfieldS@cityofmerced.gov>; Wilson, Casey <wilsonc@cityofmerced.gov>; Elwin, Ken <ElwinK@cityofmerced.gov>; Flachman, Jennifer <FlachmanJ@cityofmerced.gov>; Jensen, Christopher <JensenC@cityofmerced.gov>; Bennyhoff, Jeff <bennyhoffj@cityofmerced.gov>; Garrison, Aarin <garrisona@cityofmerced.gov>; Parsley, Jennifer <ParsleyJ@cityofmerced.gov>; Lan, Jonnie <LanJ@cityofmerced.gov>; Olmos, Diana <OlmosD@cityofmerced.gov>; Frazier, Denise <FrazierD@cityofmerced.gov>; Jordan, Daryl <JordanD@cityofmerced.gov>; Maddox, Richard <MaddoxR@cityofmerced.gov>
Subject: Out of Office Notification

Good afternoon,

I will be out of the office tomorrow and out of the area until Sunday evening. I am going to be traveling with my family in the north bay area near Sonoma.

During my absence Frank Quintero will be the Acting City Manager. He will have full signing authority, and I have assigned Tyler Approval authorities to him.

I hope you have a wonderful weekend,



Scott McBride

City Manager

City of Merced | 678 W. 18th Street | Merced, CA 95340

(209) 385-6818 | (209) 564-0613 cell

mcbrides@cityofmerced.gov | www.cityofmerced.gov



ADMINISTRATIVE REPORT

File #: 25-328

Meeting Date: 7/7/2025

Report Prepared by: Jeff Bennyhoff, Director of Information Technology

SUBJECT: Approval to Waive the Competitive Bid Process to Allow for the Cooperative Purchase with State of California Cooperative Agreements SLP-23-70-0025R (Adobe Software) , SLP-22-70-0276H (Akamai Software) , SLP-24-70-0132W (Cisco Software) , SLP-22-70-0151Z (Dell Software) , SLP-21-70-0027I (DocuSign Software) , SLP-24-70-0025X (Freshworks Software), SLP-25-70-0063E (GovOS Software) , SLP-25-70-0027U (OpenText Software) , SLP-22-70-0151Y (VMware Software) , SLP-25-70-0023U (Zerto Software) , SLP-25-70-0027W (Zscaler Software) , COOP 7-17-70-40-05.04 , 7-17-70-40-05.55 , 7-17-70-40-05.58, 7-17-70-40-05.41 , COOP 7-17-70-40-09 , COOP 7-17-70-40-01, 7-24-70-40-19 (NASPO ValuePoint Cloud Solution) Awarded to Vendors CDW Government, Savant Solutions Inc, Presidio Networked Group, Kovarus Inc, Taborda Solutions Inc, E360, AMS.net, SHI International, DLT Solutions, Insight Public Sector, in a not to Exceed Amount of \$250,000 in Fiscal Year 2025/2026

REPORT IN BRIEF

Considers approving to waive the competitive bid process to allow for the Cooperative Purchase with State of California Cooperative Agreements SLP-23-70-0025R (Adobe Software) , SLP-22-70-0276H (Akamai Software) , SLP-24-70-0132W (Cisco Software) , SLP-22-70-0151Z (Dell Software) , SLP-21-70-0027I (DocuSign Software) , SLP-24-70-0025X (Freshworks Software), SLP-25-70-0063E (GovOS Software) , SLP-25-70-0027U (OpenText Software) , SLP-22-70-0151Y (VMware Software) , SLP-25-70-0023U (Zerto Software) , SLP-25-70-0027W (Zscaler Software) , COOP 7-17-70-40-05.04 , 7-17-70-40-05.55 , 7-17-70-40-05.58, 7-17-70-40-05.41 , COOP 7-17-70-40-09 , COOP 7-17-70-40-01, 7-24-70-40-19 (NASPO ValuePoint Cloud Solution) Awarded to Vendors CDW Government, Savant Solutions Inc, Presidio Networked Group, Kovarus Inc, Taborda Solutions Inc, E360, AMS.net, SHI International, DLT Solutions, Insight Public Sector, in a not to Exceed Amount of \$250,000 in Fiscal Year 2025/2026.

RECOMMENDATION

City Council - Adopt a motion:

- A. Approving to waive the competitive bidding requirements as stated in Section 3.04.210 of the Merced Municipal Code due to cooperative purchasing; and,
- B. Approving the use of State of California Cooperative Agreement SLP-23-70-0025R (Adobe Software) with vendor CDW Government LLC; and,
- C. Approving the use of State of California Cooperative Agreement SLP-22-70-0276H (Akamai Software) with vendor Savant Solutions Inc; and,

- D. Approving the use of State of California Cooperative Agreement SLP-24-70-0132W (Cisco Software) with vendor Presidio Networked Group; and,
- E. Approving the use of State of California Cooperative Agreement SLP-22-70-0151Z (Dell Software) with vendor Kovarus Inc; and,
- F. Approving the use of State of California Cooperative Agreement SLP-21-70-0027I (DocuSign Software) with vendor Allied Network Solutions Inc; and,
- G. Approving the use of State of California Cooperative Agreement SLP-24-70-0025X (Freshworks Software) with vendor CDW Government LLC; and,
- H. Approving the use of State of California Cooperative Agreement SLP-25-70-0063E (GovOS Software) with vendor Taborda Solutions Inc; and,
- I. Approving the use of State of California Cooperative Agreement SLP-25-70-0027U (OpenText Software) with vendor Allied Network Solutions Inc; and,
- J. Approving the use of State of California Cooperative Agreement SLP-22-70-0151Y (VMware Software) with vendor Kovarus Inc; and,
- K. Approving the use of State of California Cooperative Agreement SLP-25-70-0023U (Zerto Software) with vendor e360; and,
- L. Approving the use of State of California Cooperative Agreement SLP-25-70-0027W (Zscaler Software) with vendor Allied Network Solutions Inc; and,
- M. Approving the use of State of California Cooperative Agreement 7-17-70-40-05.04, 7-17-70-40-05.55, 7-17-70-40-05.58, 7-17-70-40-05.41 And 7-17-70-40-05.10 (NASPO ValuePoint Cloud Solution) with vendors Allied Network Solutions Inc, AMS.net, CDW Government LLC, Presidio Networked Solutions Group, LLC, and SHI International; and,
- N. Approving the use of State of California Cooperative Agreement 7-17-70-40-09 (NASPO ValuePoint Cloud Solution) with vendor DLT Solutions; and,
- O. Approving the use of State of California Cooperative Agreement 7-17-70-40-01 (NASPO ValuePoint Cloud Solution) with vendor Insight Public Sector, Inc; and,
- P. Approving the use of State of California Cooperative Agreement 7-24-70-40-19 (NASPO ValuePoint Cloud Solution) with vendor SHI International; and,
- Q. Authorizing the City Manager to execute the necessary documents; and,
- R. Authorizing the City Manager to execute the necessary documents for future contract amendments in motion B through P and contingent upon approval as to form by the City Attorney; and,

S. Authorizing the purchase of \$250,000 of technology solutions with contracts in motion B through P.

ALTERNATIVES

1. Approve, as recommended by staff; or,
2. Approve, subject to conditions as specified by the City Council; or,
3. Deny the request; or,
4. Refer back to staff for reconsideration of specific items as requested by the Council;

AUTHORITY

Charter of the City of Merced, Section 200.

CITY COUNCIL PRIORITIES

As provided for in the FY 25/26 Adopted Budget.

DISCUSSION

The City procures a limited amount of software solutions through competitively solicited cooperative purchasing contracts administered by the California Department of General Services (DGS). In prior fiscal years, the number of DGS contracts utilized for software acquisition was minimal and consolidated under the broader Council-authorized procurement authority for technology hardware. However, as the State has expanded the availability of cooperative software agreements, the portfolio of contracts available for leveraging cost efficiencies has grown significantly.

The Information Technology Department is requesting City Council authorization to waive formal competitive bidding requirements, pursuant to Section 3.04.210 of the Merced Municipal Code, which allows for the use of contracts awarded through a competitive process by another public agency.

Pricing under applicable DGS software contracts will be evaluated and benchmarked against other cooperative purchasing vehicles and prevailing market rates to ensure best-value procurement. Where cost savings can be achieved through the use of DGS agreements, such contracts will be utilized in accordance with the City's purchasing policy. Although past comparative pricing analyses for software have shown a narrow variance in savings, typically between 0% and 1%, as compared to other procurement vehicles. Any opportunity for cost reduction will be pursued to uphold the City's commitment to fiscal responsibility.

Some software vendors do not authorize participation in state cooperative contracts due to the City's relatively modest procurement volume. In such cases, software may be procured through alternative competitive contract mechanisms or vendor-specific agreements, consistent with applicable purchasing regulations.

As this is the first fiscal year in which staff is seeking discrete authorization to expand the number of cooperative contracts available for software procurement, the full extent of future utilization remains undetermined. Nevertheless, enabling access to a broader set of competitively awarded contracts strengthens the City's ability to achieve cost-effective and compliant technology acquisitions.

IMPACT ON CITY RESOURCES

Staff is requesting spending authority not to exceed \$250,000 to accommodate anticipated software purchases across all City departments. Any expenditure exceeding the \$250,000 threshold will require subsequent City Council approval. This authorization does not obligate or encumber funds at the time of approval but grants the City the authority to execute purchases on an as-needed basis.

ATTACHMENTS

1. State of California Cooperative Agreement SLP-23-70-0025R (Adobe Software)
2. State of California Cooperative Agreement SLP-22-70-0276H (Akamai Software)
3. State of California Cooperative Agreement SLP-24-70-0132W (Cisco Software)
4. State of California Cooperative Agreement SLP-22-70-0151Z (Dell Software)
5. State of California Cooperative Agreement SLP-21-70-0027I (DocuSign Software)
6. State of California Cooperative Agreement SLP-24-70-0025X (Freshworks Software)
7. State of California Cooperative Agreement SLP-25-70-0063E (GovOS Software)
8. State of California Cooperative Agreement SLP-25-70-0027U (OpenText Software)
9. State of California Cooperative Agreement SLP-22-70-0151Y (VMware Software)
10. State of California Cooperative Agreement SLP-25-70-0023U (Zerto Software)
11. State of California Cooperative Agreement SLP-25-70-0027W (Zscaler Software)
12. State of California Cooperative Agreement 7-17-70-40-05.04, 7-17-70-40-05.55, 7-17-70-40-05.58, 7-17-70-40-05.41 And 7-17-70-40-05.10 (NASPO ValuePoint Cloud Solution)
13. State of California Cooperative Agreement 7-17-70-40-09 (NASPO ValuePoint Cloud Solution)
14. State of California Cooperative Agreement 7-17-70-40-01 (NASPO ValuePoint Cloud Solution)
15. State of California Cooperative Agreement 7-24-70-40-19 (NASPO ValuePoint Cloud Solution)