



# Contract Award Notification Update

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## **Subject:** Anticipated Contract Expiration

**DATE:** September 7, 2016                      **AWARD #:** [21961](#)                      **GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - September 14, 2016

**CONTACT:** Dewan Bristo | 518-474-8855 | [dewan.bristo@ogs.ny.gov](mailto:dewan.bristo@ogs.ny.gov)

<b>CONTRACT NO.:</b> PT65191	<b>CONTRACTOR:</b> Dell Marketing LP
PT66979	En Pointe Technologies Sales LLC
PT65193	SHI International Corp

The above referenced contracts will expire on September 14, 2016. It is anticipated that these contracts will be replaced by the Umbrella Distributor contract awards due out in October 2016. As there will be a gap between the expiration of the above referenced contracts and the Umbrella Distributor contract awards Authorized Users are encouraged to plan accordingly







# Contract Award Notification Update

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## Subject: Updated Contract Extension

**DATE:** June 20, 2016

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - September 14, 2016

**CONTACT:** Michelle St. Jock | 518-474-3922 | [michelle.stjock@ogs.ny.gov](mailto:michelle.stjock@ogs.ny.gov)

**CONTRACT NO.:** PT66979

**CONTRACTOR:** EnPointe Technologies Sales LLC

The above referenced contracts have been extended for an additional three months or until a new contract is in place, whichever occurs first.

This is to correct the previous Award Notification Update that listed the wrong contract number.

All other terms and conditions remain the same.



# Contract Award Notification Update

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## Subject: Contract Extension

**DATE:** June 10, 2016

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - September 14, 2016

**CONTACT:** Michelle St. Jock | 518-474-3922 | [michelle.stjock@ogs.ny.gov](mailto:michelle.stjock@ogs.ny.gov)

**CONTRACT NO.:** PT65192

**CONTRACTOR:** EnPointe Technologies Sales LLC

The above referenced contracts have been extended for an additional three months or until a new contract is in place, whichever occurs first.

All other terms and conditions remain the same.



# Contract Award Notification Update

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## Subject: Contract Extension

**DATE:** May 26, 2016

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - September 14, 2016

**CONTACT:** Michelle St. Jock | 518-474-3922 | [michelle.stjock@ogs.ny.gov](mailto:michelle.stjock@ogs.ny.gov)

**CONTRACT NO.:** PT65191

**CONTRACTOR:** Dell Marketing LP

PT65193

SHI International Corp

The above referenced contracts have been extended for an additional three months or until a new contract is in place, whichever occurs first.

All other terms and conditions remain the same.



# Contract Award Notification Update

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## Subject: Extension in Progress

**DATE:** April 11, 2016

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - June 14, 2016 (extension to September 14, 2016)

**CONTACT:** Michelle St. Jock | 518-474-3922 | [michelle.stjock@ogs.ny.gov](mailto:michelle.stjock@ogs.ny.gov)

**CONTRACT NO.:** PT65191

**CONTRACTOR:** Dell Marketing LP

PT66979

En Pointe Technologies Sales LLC

PT65193

SHI International Corp

The above referenced contracts is in the process of being extended for an additional three months or until a new contract is in place, whichever occurs first. Additional information will be provided when the extension has been finalized.

All other terms and conditions remain the same.



# Contract Award Notification Update

## Subject: Address Changes

DATE: September 30, 2015      AWARD #: 21961      GROUP #: 79518

AWARD DESCRIPTION: Miscellaneous Software Catalog (Statewide)

CONTRACT PERIOD: July 15, 2010 - June 14, 2016

CONTACT: Debra Kruszona | 518-402-3021 | [debra.kruszona@ogs.ny.gov](mailto:debra.kruszona@ogs.ny.gov)

CONTRACT NO.: PT66979      CONTRACTOR: En Pointe Technologies Sales LLC

En Pointe Technologies Sales LLC, PT66979, has changed their national headquarters and remittance addresses.

Please adjust your records accordingly.

The following contact information has been updated in red and underlined.

### National Headquarters

PT66979	<b>EnPointe Technologies Sales LLC</b> <u>1940 E. Mariposa Ave</u> <u>El Segundo, CA 90245</u>  FED ID #47-3335712 NY Vendor ID #1100143903	<b>Telephone: (800) 719-2014</b> <b>Fax: (800) 915-9138</b>
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### Remittance Address

En Pointe Technologies Sales, LLC  
PO Box 740545  
Los Angeles, CA 90074-0545

Current contract contact information is available on the Procurement Services website or by accessing the following link <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf>

All other terms and conditions remain the same.







Current contract contact information is available on the Procurement Services website or by accessing the following link [http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna\\_Dell.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna_Dell.pdf)

All other terms and conditions remain the same.



# Contract Award Notification Update

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## Subject: Product Availability

**DATE:** July 30, 2015

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2010 - June 14, 2016

**CONTACT:** Debra Kruszona | 518-402-3021 | [debra.kruszona@ogs.ny.gov](mailto:debra.kruszona@ogs.ny.gov)

**CONTRACT NO.:** See below      **CONTRACTOR:** See below

In reference to the following contracts:

PT65191 Dell Marketing LP

PT65192 EnPointe Technologies Sales Inc

PT65193 SHI International Corp

OGS has received several inquiries about users purchasing Adobe Creative Cloud and Document Cloud from the OGS centralized Miscellaneous Software Catalog Contract. Software such as this are classified as Software as a Services (SAAS) and are not available under the Miscellaneous Software Catalog Contract.

OGS has researched alternative solutions including two Adobe products that will meet user needs and at the same time can be used locally on a non-SAAS environment. They are:

- **Creative Cloud Desktop Application for Government (CCDA):** No connectivity is required and no extended cloud services are included. To protect the agencies' environment CCDA should not be used with any extended cloud services.
- **Adobe Document Cloud:** To protect the agencies' environment, the on-line storage files must be turned off through the Adobe Document Cloud Customization Wizard.

For further questions regarding this, please contact Debra Kruszona.

All other terms and conditions remain the same



Current contract contact information is available on the Procurement Services website or by accessing the following link [http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna\\_Dell.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna_Dell.pdf)

All other terms and conditions remain the same.



# Contract Award Notification Update

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## Subject: Contract Renewal

**DATE:** July 9, 2015

**AWARD #:** [21961](#)

**GROUP #:** 79518

**AWARD DESCRIPTION:** Miscellaneous Software Catalog (Statewide)

**CONTRACT PERIOD:** July 15, 2015 – June 14, 2016

**CONTACT:** Debra Kruszona | 518-402-3021 | [debra.kruszona@ogs.ny.gov](mailto:debra.kruszona@ogs.ny.gov)

**CONTRACT NO.:** See below      **CONTRACTOR:** See below

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The following contracts have been renewed until June 14, 2016 or until a new contract is awarded whichever occurs first.

PT65191 Dell Marketing LP

PT65192 EnPointe Technologies Sales Inc

PT65193 SHI International Corp

All other terms and conditions remain the same.



Office of General Services  
New York State Procurement (NYS Pro)  
Corning Tower, 38<sup>th</sup> Floor  
Empire State Plaza  
Albany, New York 12242  
<http://nyspro.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#) **DATE:** November 21, 2014  
(Access link for complete contract information)

**GROUP:** 79518 – Miscellaneous Software Catalog Contract **PLEASE ADDRESS INQUIRIES TO:**  
Theresa Kuo  
Contract Management Specialist  
Phone: (518) 474-0259  
Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015 **OTHER AUTHORIZED USERS**  
Customer Services  
Phone: (518)474-6717  
Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACTOR:** Dell Marketing LP  
**CONTRACT NO.:** PT65191

For contractor's pricing, please visit: [http://www.ogs.ny.gov/purchase/prices/7951821961PL\\_Dell.pdf](http://www.ogs.ny.gov/purchase/prices/7951821961PL_Dell.pdf)

**SUBJECT: CONTACT INFORMATION UPDATE**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following changes in **bold** to Dell's contact information:

NY Field Sales Representative	Manager Escalation for Outside Sales Team	Manager Escalation for Inside Sales Team
<b>Brad Carr</b> Software Senior Acct. Exec. <i>For NY State and Local &amp; NYC</i> Phone: <b>(646) 573-0885</b> Email: <b>Brad_Carr@dell.com</b>	Maheen Mirza Regional Sales Director, Software Phone: (703) 334-1990 Email: <a href="mailto:Maheen_Mirza@dell.com">Maheen_Mirza@dell.com</a>	<b>Mike Fitch</b> Inside Sales Manager <i>For SLG-EDU Software</i> Phone: (800) 456-3355, Ext <b>724-9075</b> Email: <b>Mike_Fitch@dell.com</b>
Kelly Donovan Software Acct. Exec. For Healthcare Phone: (508) 361-7994 Email: <a href="mailto:Kelly_Donovan@dell.com">Kelly_Donovan@dell.com</a>	Dennis Dowd Regional Sales Director Phone: (862) 596-9923 Email: <a href="mailto:Dennis_Dowd@dell.com">Dennis_Dowd@dell.com</a>	Jeff Kattawar Inside Sales Manager <i>For Healthcare Software</i> Phone: (800) 456-3355, Ext 513- 1783 Email: <a href="mailto:Jeff_Kattawar@dell.com">Jeff_Kattawar@dell.com</a>

For current contact information, please visit: [http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna\\_Dell.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna_Dell.pdf)

All other terms and conditions remain the same.

Office of General Services  
New York State Procurement (NYS Pro)  
Corning Tower, 38<sup>th</sup> Floor  
Empire State Plaza  
Albany, New York 12242  
<http://nyspro.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#) **DATE:** October 21, 2014  
(Access link for complete contract information)

**GROUP:** 79518 – Miscellaneous Software Catalog Contract **PLEASE ADDRESS INQUIRIES TO:**  
Theresa Kuo  
Contract Management Specialist  
Phone: (518) 474-0259  
Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015 **OTHER AUTHORIZED USERS**  
Customer Services  
Phone: (518)474-6717  
Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACTOR:** EnPointe Technologies Sales, Inc.  
**CONTRACT NO.:** PT65192

For contractor's pricing, please visit: [http://www.ogs.ny.gov/purchase/prices/7951821961PL\\_Enpointe.pdf](http://www.ogs.ny.gov/purchase/prices/7951821961PL_Enpointe.pdf)

**SUBJECT: CONTACT INFORMATION UPDATE**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following changes in **bold** to EnPointe Technologies Sales, Inc.'s contact information:

Inside Sales for NY State, NYC, SUNY, CUNY
<b>Talal Saleem</b> <b>Phone: (310) 337-5200 x 2918</b> <b>Email: <a href="mailto:tsaleem@enpointe.com">tsaleem@enpointe.com</a></b>

<b>NYS Contract Administrator</b>
Bill Abrams Phone: <b>(877) 609-5173</b> <b>OR (201) 655-0251</b> Email: <a href="mailto:babrams@enpointe.com">babrams@enpointe.com</a>

For current contact information, please visit:  
[http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna\\_Enpointe.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961cna_Enpointe.pdf)

All other terms and conditions remain the same.

Office of General Services  
New York State Procurement (NYS Pro)  
Corning Tower, 38<sup>th</sup> Floor  
Empire State Plaza  
Albany, New York 12242  
<http://nyspro.ogs.ny.gov>

## PURCHASING MEMORANDUM

### GENERAL INFORMATION BULLETIN

**NUMBER:** **CL-732**  
(Supersedes CL-732 dated October 27, 2010)  
(Supersedes CL-732 dated July 21, 2010)

**DATE:** **September 18, 2014**

**GROUP:** 79518 – Miscellaneous Software  
Catalog Contract

**PLEASE ADDRESS INQUIRIES TO:**  
Theresa Kuo  
Contract Management Specialist  
Phone: (518) 474-0259  
Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**AWARD NUMBER:** [21961](#)  
(Access link for complete contract information)

**OTHER AUTHORIZED USERS**  
Customer Services  
Phone: (518)474-6717  
Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 –  
June 14, 2015

**CONTRACTOR:** **PT65191 - Dell Marketing, LP**  
**CONTRACT NO.:** **PT65192 - EnPointe Technologies**  
**Sales, Inc.**  
**PT65193 - SHI International Corp**

**SUBJECT: UPDATE: CONTRACTS FOR MISCELLANEOUS SOFTWARE CATALOG CONTRACT**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

CL-732 has been updated to clarify that appliances are not allowed to be purchased through this contract. This will supersede the October 27, 2010 version which inadvertently included appliances under this contract.

The contractor contact information was updated as well. A link is now provided so authorized user can obtain current contractor contact information.

The revised CL-732 as following:

New contracts have been awarded for the Miscellaneous Software Catalog contracts. Awards have been issued to Dell Marketing LP - PT65191, EnPointe Technologies Sales, Inc. - PT65192, and SHI International Corp - PT 65193. The term of these contracts is from July 15, 2010 through July 14, 2015. ***Prior to purchasing under this agreement; please review the “How to Use the Miscellaneous Software Catalogue Contracts” which is located at the end of this document.***

OGS is in the process of updating our website to include all information regarding the Miscellaneous Software Contract Award, including the Contract Award Notification, the Terms and Conditions, the Contractors Contact Information and the Price List links. A notification will be sent out via the Purchase Notification System when the website is updated.

For contact information for all three contractors under this award please visit:  
<http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf>

**How to Use the Miscellaneous Software Catalogue Contracts**

**Contract Background:**

The Miscellaneous Software Catalogue contracts were established through a multi-state Request for Proposal (RFP) process that included Massachusetts, New Jersey, Maine, Rhode Island, and Vermont. In New York, contracts were established with the top three scoring vendors in the RFP process.

The contractors are:

- Dell Marketing LP (Dell) - contract #PT65191;
- EnPointe Technologies Sales, Inc. (EnPointe) - contract #PT65192; and
- SHI International Corp. (SHI) - contract #PT65193.

*Additionally, while the Microsoft reseller for New York State was a part of the RFP, it is set forth as a separate and distinct contract. The Microsoft contract was only awarded to Dell. For additional information on acquiring Microsoft product, please refer to contract #PS66134.*

**Product Available Under Miscellaneous Software Catalogue Contracts:**

Product offerings authorized under this contract are limited to the following:	Product offerings not available under this contract include but are not limited to:
<ul style="list-style-type: none"> <li>▪ Software licenses;</li> <li>▪ Maintenance listed in manufacturer’s commercial price list;</li> <li>▪ Pre-sales assistance at no charge;</li> <li>▪ Installation listed in manufacturer’s commercial price list (subject to the 20% rule*);</li> <li>▪ Implementation listed in manufacturer’s commercial price list (subject to the 20% rule*);</li> <li>▪ Configuration listed in manufacturer’s commercial price list (subject to the 20% rule*);</li> <li>▪ Pre-Packaged Training listed in manufacturer’s commercial price list (subject to the 20% rule*); and</li> <li>▪ Volume License Agreement management.***</li> </ul>	<ul style="list-style-type: none"> <li>▪ Appliances;**</li> <li>▪ Hardware;</li> <li>▪ Consulting Services;</li> <li>▪ Customization Services;</li> <li>▪ Installation <b>not</b> listed in manufacturer’s commercial price list;</li> <li>▪ Implementation <b>not</b> listed in manufacturer’s commercial price list;</li> <li>▪ Configuration <b>not</b> listed in manufacturer’s commercial price list;</li> <li>▪ Pre-Packaged Training <b>not</b> listed in manufacturer’s commercial price list;</li> <li>▪ Customized Training;</li> <li>▪ Professional Services (other than those listed in the Product offerings authorized under this contract)</li> <li>▪ Professional Services (other than those listed in the Product offerings authorized under this contract);</li> <li>▪ Software as a Service (SAAS) or any similar service offering; and</li> <li>▪ All product offerings from software publishers listed on the Prohibited Software Publisher List.</li> </ul>

**\*20% Rule**

Authorized Users may acquire limited services as noted above, under this Contract. These limited services, in combination, may not exceed twenty (20%) percent of the total order price for software licenses and maintenance for that manufacturer.

**\*\*Appliances** – Hardware that includes software bundled in the product and the applications are pre-installed. The appliance is then plugged into an existing network. Appliances may include the following application types: Firewall, email, FTP (File Transfer Protocol), and VPN (Virtual Private Network); this is not an all-inclusive listing.

**\*\*\*Volume License Agreement Management** – A volume license agreement can occur when there is a large quantity of software purchased from a particular software manufacturer, for a specified time period, which results in additional discounting beyond the contract discounts. The Volume License Agreement Management is arranged in advance with the Contractor, whereby the Contractor will provide information to the Authorized User regarding the term of the Volume License Agreement and Pricing under that agreement.

“Total order price” shall be defined as the aggregate purchase order amount for software licenses and maintenance placed by the Authorized User for the software publisher under this Contract in a twelve month period. Installation and training which exceed twenty (20%) as well as other services may be procured competitively using the OGS IT Services mini-bid process or another procurement process selected by the Authorized User.

**Usage of the Miscellaneous Software Catalogue Contracts:**

An Authorized User of the Miscellaneous Software Catalogue Contracts is **strongly encouraged** to obtain quotes from all contractors to ensure the best possible pricing prior to issuing a purchase order. Depending on the software, one contractor may be able to provide more favorable pricing based on arrangements between the contractor and the

software publisher. Additionally, the contract pricing is “Not to Exceed” and the volume or timing of the purchase may entitle an Authorized User to additional discounts. An Authorized User may obtain a price quote through the contractor’s website or by directly contacting the Contractor.

**Obtaining Pricing:**

*The chart below provides required actions and recommended actions for Authorized Users when purchasing under the Miscellaneous Software Catalogue Contracts. The purchase price thresholds below include total NYS net purchase price for the acquisition.*

NYS Net Purchase Price	Required Action*	Recommended Action
Less than \$10,000	No required action	Obtain quotes from all 3 contracts, either web or through contact person.
\$10,000 - \$49,999	Obtain website quotes from all 3 contracts.	Obtain quotes from all 3 contracts through contact person.
\$50,000 and greater	Obtain quotes from all 3 contracts through contact person.	No recommended action

*\*If a contractor is unable to provide a quote (e.g. no relationship with that particular software publisher), Authorized User can base its’ decision on lowest price quote received from the remaining contractor (s).*

Each contractor developed a New York State-specific website for these contracts. An Authorized User may access the individual portal pages to the each contractor’s website from the Contract Award Notification page.

For pricing not available on the contractor’s website:

- 1) Check the Prohibited Software List <http://www.ogs.ny.gov/purchase/snt/awardnotes/79518Prohibited.pdf> to determine if the software publisher is included on that list. If so, the software can not be purchased under the Miscellaneous Software Catalogue Contracts.
- 2) If the publisher does not appear on the Prohibited Software List, please contact the contractor for the possibility to add the product to the contract to add the product(s) to the contract, using the add process set forth in the contract.

**Prohibited Software Publisher List:**

The following link includes the software publishers that **are not** available to be purchased from the Miscellaneous Software Contracts (Dell, EnPointe and SHI) <http://www.ogs.ny.gov/purchase/snt/awardnotes/79518Prohibited.pdf>.

These software publishers have statewide centralized contracts or otherwise are not available under the Miscellaneous Software Catalogue contracts. Please check our website: <http://nyspro.ogs.ny.gov> for additional information.

In light of the frequent changes in the software industry, an Authorized User is strongly urged to contact the New York State Procurement (NYSPro) with any questions about whether a particular software product is owned by a prohibited software publisher.

**NYS Pro Contact Information:**

Theresa Kuo  
 Contract Management Specialist  
 Phone: (518) 474-0259  
 Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

New York State Office of General Services  
 New York State Procurement (NYSPRO)  
 Corning Tower Building  
 Empire State Plaza  
 Albany, New York 12242  
<http://nyspro.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#)  
 (Access link for complete contract information)

**DATE:** July 24 , 2014

**GROUP:** 79518 – Miscellaneous Software Catalog  
 (Statewide)

**PLEASE ADDRESS INQUIRIES TO:  
 STATE AGENCIES & CONTRACTORS**

Theresa Kuo  
 Contract Management Specialist  
 Phone: (518) 474-0259  
 Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015

**CONTRACTOR:** SHI International Corp  
**CONTRACT NO.:** PT65193

**OTHER AUTHORIZED USERS**

Customer Services  
 Phone: (518) 474-6717  
 Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

[Click Here for Contractor's Pricing](#)

**SUBJECT: CONTACT INFORMATION UPDATE**

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following changes in **bold** to SHI's contact information:

<u>CONTRACT #</u>	<u>CONTRACTOR &amp; ADDRESS</u>	<u>TELEPHONE</u>	<u>FEDERAL ID</u>
PT65193	SHI International Corp 290 Davidson Ave. Somerset, NJ 08873	Phone: <b>(888) 744-4084</b> <b>Ext.: 3113113</b> Fax: <b>(732) 868-8982</b>	22-3009648
	Attn: Dean Howell Email: <a href="mailto:Dean_Howell@shi.com">Dean_Howell@shi.com</a> Senior Account Executive <a href="http://www.shi.com">www.shi.com</a>	Phone: (845) 265-9439 Fax: (845) 265-9452	<b><u>NYS Vendor ID</u></b> 1000008811

NYS Higher Education Inquiries	NYS K-12 Inquiries
<b>NYC &amp; Metro Area</b>	
SHI International Corp 290 Davidson Ave. Somerset, NJ 08873	SHI International Corp 290 Davidson Ave. Somerset, NJ 08873
Attn: <b>Amanda Calimano</b> Email: <a href="mailto:Amanda_Calimano@shi.com">Amanda_Calimano@shi.com</a> Phone: <b>(800) 477-6479</b> <b>Ext: 5648362</b> Fax: <b>(732) 564-8363</b>	Attn: Gerald Bianco Email: <a href="mailto:Gerald_Bianco@shi.com">Gerald_Bianco@shi.com</a> Phone: <b>(800) 527-6389</b> <b>Ext: 8685854</b> Fax: (732) 868-5855

-continued-

<p style="text-align: center;"><b>Upstate NY</b></p> <p>SHI International Corp 290 Davidson Ave. Somerset, NJ 08873</p> <p>Attn: <b>John Ackerson</b> Email: <b>john_ackerson@shi.com</b> Phone: <b>(800) 477-6479</b> <b>Ext.: 8685952</b> Fax: <b>(732) 868-5953</b></p>	
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Members of **NYS Inside Team** are available for quoting, order entry, tracking, RMA's and any other customer service issues. **Please send requests for government and education to the following email address: NYSLED@shi.com**

Phone: **(888) 744-4084, Ext.: 3113113**  
Fax: **(732) 868-8982**  
General Address:  
SHI International Corp  
290 Davidson Ave.  
Somerset, NJ 08873

All of the other terms and conditions remain the same.

New York State Office of General Services  
 New York State Procurement (NYSPRO)  
 Corning Tower Building  
 Empire State Plaza  
 Albany, New York 12242  
<http://ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#)

**DATE:** June 5, 2014

**GROUP:** 79518 – Miscellaneous Software Catalog  
 (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
STATE AGENCIES & CONTRACTORS

Theresa Kuo  
 Contract Management Specialist  
 Phone: (518) 474-0259  
 Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015

**CONTRACTOR(S):** Dell Marketing LP  
**CONTRACT NO(S):** PT65191

OTHER AUTHORIZED USERS  
 Customer Services  
 Phone: (518) 474-6717  
 Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**SUBJECT: CONTACT INFORMATION UPDATE**

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following changes in **bold** to Dell's contact information:

NYC Government	NY State/Local Government	NY Government
<b>Melinda Galindo</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-3064 Email: <a href="mailto:Melinda_Galindo@dell.com">Melinda_Galindo@dell.com</a> <i>For NYC Government</i>	<b>Kay Garza</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-1638 Email: <a href="mailto:Kay_Garza@dell.com">Kay_Garza@dell.com</a> <i>For State/Local Government- Excluding NYC</i>	<b>Emili Hamil</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-9452 Email: <a href="mailto:Emili_Ebina@dell.com">Emili_Ebina@dell.com</a> <i>For all Healthcare in NY</i>
NY Higher Education	NY K-12 Education	NY Higher Education
<b>Stacy Filla</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513- 1307 Email: <a href="mailto:Stacy_Filla@dell.com">Stacy_Filla@dell.com</a> <i>For Higher Education and CUNY</i>	<b>Jonny Adams</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-1348 Email: <a href="mailto:Jonathan_Adams@dell.com">Jonathan_Adams@dell.com</a>	<b>Steve Galiano</b> Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513- 8337 Email: <a href="mailto:Steve_Galiano@dell.com">Steve_Galiano@dell.com</a> <i>For Higher Education and SUNY</i>

-continued-

NY Field Sales Representative	Manager Escalation for Outside Sales Team	Manager Escalation for Inside Sales Team
<p>Kevin Roskot Software Senior Acct. Exec. <i>For NY State and Local &amp; NYC</i> Phone: (631) 828-0798 Email: Kevin_Roskot@dell.com</p> <p>Kelly Donovan Software Acct. Exec. <i>For Healthcare</i> Phone: (508) 361-7994 Email: Kelly_Donovan@dell.com</p>	<p><b>Maheen Mirza</b> <b>Regional Sales Director, Software</b> <b>Phone: (703) 334-1990</b> <b>Email: Maheen_Mirza@dell.com</b></p> <p><b>Dennis Dowd</b> <b>Regional Sales Director</b> <b>Phone: (862) 596-9923</b> <b>Email: Dennis_Dowd@dell.com</b></p>	<p><b>Clay Speckmear</b> <b>Inside Sales Manager</b> <i>For SLG-EDU Software</i> <b>Phone: (800) 456-3355, Ext 513- 0243</b> <b>Email: Clay_speckmear@dell.com</b></p> <p><b>Jeff Kattawar</b> <b>Inside Sales Manager</b> <i>For Healthcare Software</i> <b>Phone: (800) 456-3355, Ext 513- 1783</b> <b>Email: Jeff_Kattawar@dell.com</b></p>

All of the other Terms and Conditions remain the same.

New York State Office of General Services  
New York State Procurement (NYSPRO)  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#)

**GROUP:** 79518 – Miscellaneous Software Catalog  
(Statewide)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015

**CONTRACTOR(S):** EnPointe Technologies Sales, Inc.  
**CONTRACT NO(S):** PT65192

**DATE:** May 29, 2014

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Theresa Kuo  
Contract Management Specialist  
Phone: (518) 474-0259  
Email: [theresa.kuo@ogs.ny.gov](mailto:theresa.kuo@ogs.ny.gov)

**OTHER AUTHORIZED USERS**

Customer Services  
Phone: (518) 474-6717  
Email: [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**SUBJECT: CONTACT INFORMATION UPDATE**

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following changes in **bold** to EnPointe's contact information:

PT65192 EnPointe Technologies Sales, Inc.

Federal ID #954650291

NY Vendor ID# 1000018849

NE Regional HQ and Software Operations Office:  
1600 Providence Highway  
Walpole, MA 02081

National Headquarters  
18701 S. Figueroa St.  
Gardena, CA 90248-4506

Remittance Address:  
En Pointe Technologies  
P.O. Box 514429  
Los Angeles, CA 90051

New York Account Team – for quotes, tracking, RMA's and any customer service issues.

Phone: **(800) 915-1479**

Fax: (800) 915-9138

Email: [newyork@enpointe.com](mailto:newyork@enpointe.com)

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<b>Inside Sales for NY State, NYC, SUNY, CUNY</b>	<b>Outside Field Sales for NY State, NYC, SUNY, CUNY</b>
<b>Jonny Tagha</b> <b>Phone: (310) 337-5231</b> <b>Email: jtagha@endpointe.com</b>	<b>Rich Pugh</b> <b>Phone: (917) 854-5282</b> <b>Email: rpugh@endpointe.com</b>
<b>All Sales Support for Quotes, PO's, Order Status, Reports</b>	VP of Sales
<b>Phone: (800) 915-1479</b> <b>Fax: (800) 915-9138</b> <b>Email: newyork@endpointe.com</b>	<b>Kevin Schatzle</b> <b>Phone: (310) 337-4540 x 5540</b> <b>OR (303) 759-7810</b> <b>Email: kschatzle@endpointe.com</b>
NYS Contract Administrator	
Bill Abrams <b>Phone: (201) 707-6455</b> Email: babrams@endpointe.com	

All of the other Terms and Conditions remain the same.

New York State Office Of General Services  
New York State Procurement  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#)

**DATE:** February 26, 2014

**GROUP:** 76000 – Miscellaneous Software Catalog  
(Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Sandra Nolan  
Contract Management Specialist I  
(518) 474-5040  
[sandra.nolan@ogs.ny.gov](mailto:sandra.nolan@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015

**CONTRACTOR(S):** EnPointe Technologies Sales, Inc. /  
Dell Marketing LP

**OTHER AUTHORIZED USERS**  
Customer Services  
(518)474-6717  
[Customer.services@ogs.ny.gov](mailto:Customer.services@ogs.ny.gov)

**CONTRACT NO(S):** PT65192/PT65191

**SUBJECT:** CONTACT INFORMATION UPDATE

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following the following changes to both EnPointe and Dell's contact information:

**EnPointe Technologies Sales, Inc.'s main number: 800-719-8014 / VIN# 1000018849**

**Dell Marketing LP - Jordan-Anne Schaeper**

Inside Sales Rep, Major Public Accts.  
Software Solutions and Infrastructure  
Office# (512) 513-3065 / Fax# (512) 283-4346  
[Jordan-anne\\_schaeper@dell.com](mailto:Jordan-anne_schaeper@dell.com)

Please direct communications pertaining to the above referenced contract to the Contract Management Specialist listed above.

All of the other Terms and Conditions remain the same.

New York State Office Of General Services  
New York State Procurement  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [NEG-21961](#)

**DATE:** January 15, 2014

**GROUP:** 76000 – Miscellaneous Software Catalog  
(Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Sandra Nolan  
Contract Management Specialist I  
(518) 474-5040  
[sandra.nolan@ogs.ny.gov](mailto:sandra.nolan@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – June 14, 2015

**CONTRACTOR(S):** EnPointe Technologies Sales, Inc. /  
Dell Marketing LP

**OTHER AUTHORIZED USERS**  
Customer Services  
(518)474-6717  
[Customer.services@ogs.ny.gov](mailto:Customer.services@ogs.ny.gov)

**CONTRACT NO(S):** PT65192/PT65191

**SUBJECT:** CONTACT INFORMATION UPDATE

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note the following the following changes to both EnPointe and Dell's contact information:

**EnPointe Technologies Sales, Inc.'s main number: 800-719-8014**

**Dell Marketing LP - Jordan-Anne Schaeper**

Inside Sales Rep, Major Public Accts.  
Software Solutions and Infrastructure  
Office# (512) 513-3065 / Fax# (512) 283-4346  
[Jordan-anne\\_schaeper@dell.com](mailto:Jordan-anne_schaeper@dell.com)

Please direct communications pertaining to the above referenced contract to the Contract Management Specialist listed above.

All of the other Terms and Conditions remain the same.

New York State Office Of General Services  
New York State Procurement  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

AWARD NUMBER: [21961](#)

DATE: June 1, 2013

GROUP: 79518 – Miscellaneous Software Catalog  
Contract

PLEASE ADDRESS INQUIRIES TO:  
STATE AGENCIES

CONTRACT PERIOD: July 15, 2010 – July 14,  
2015

Vivian Basile  
Contract Management Specialist  
(518)402-9400  
[Vivian.basile@ogs.ny.gov](mailto:Vivian.basile@ogs.ny.gov)

CONTRACTORS/CONTRACT NOS.:

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

OTHER AUTHORIZED USERS

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

SUBJECT: PROHIBITED SOFTWARE LIST  
UPDATE (6/1/2013)

### TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

Attached is a Prohibited Software List Update dated 6/1/2013. Credent Mobil Guardian software has been REMOVED from this list.

A copy of the Prohibited Software List is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at  
<http://www.ogs.state.ny.us/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

AWARD NUMBER: [21961](#)

DATE: September 26, 2012

GROUP: 79518 – Miscellaneous Software Catalog  
Contract

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

CONTRACT PERIOD: July 15, 2010 – July 14,  
2015

CONTRACTORS/CONTRACT NOS.:

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

OTHER AUTHORIZED USERS

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

SUBJECT: PROHIBITED SOFTWARE LIST  
UPDATE (9/26/12)

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Attached is a Prohibited Software List Update dated 9/26 /2012. McAfee, Cabinet NG and Total Computer software have been REMOVED from this list.

A copy of the Prohibited Software List is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** May 16, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR:** Dell Marketing LP

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65191

**SUBJECT:** Dell Contact List Revised 5/4/12

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Dell Marketing, LP has updated their Miscellaneous Software Catalog Contract Contact List revised May 4, 2012. A copy of this revised list can be found on the NYS OGS web site.  
[www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

AWARD NUMBER: [21961](#)

DATE: April 23, 2012

GROUP: 79518 – Miscellaneous Software Catalog  
Contract

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

CONTRACT PERIOD: July 15, 2010 – July 14,  
2015

CONTRACTORS/CONTRACT NOS.:

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

OTHER AUTHORIZED USERS

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

SUBJECT: PROHIBITED SOFTWARE LIST  
UPDATE (4/23/12)

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Attached is a Prohibited Software List Update dated 4/23 /2012. Hewlett Packard software has been REMOVED from this list.

A copy of the Prohibited Software List is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21961](#)

**DATE:** April 2, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contracts

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR(S):** En Pointe Technologies Sales, Inc.

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65192

**SUBJECT:** Contract Contact for New York Account Team Change – 3/30/12

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The contact person for the En Point New York Account Team has changed. The following person will be the NY Account Team contact. The New York Account Team provides quotes, tracking; RMA's and helps resolve any customer service issues.

**New NY Team Contact Person:**

Saiqa Yousaf, Team Lead  
800-719-8014  
800-915-9138 - FAX  
[newyork@enpointe.com](mailto:newyork@enpointe.com)

A copy of this revised list can be found on the NYS OGS web site at:  
[www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

AWARD NUMBER: [21961](#)

DATE: March 22, 2012

GROUP: 79518 – Miscellaneous Software Catalog  
Contract

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

CONTRACT PERIOD: July 15, 2010 – July 14,  
2015

CONTRACTORS/CONTRACT NOS.:

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

OTHER AUTHORIZED USERS

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

SUBJECT: PROHIBITED SOFTWARE LIST  
UPDATE (3/22/12)

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Attached is a Prohibited Software List Update dated 3/22 /2012. Adobe and Symantec have been REMOVED from this list.

A copy of the Prohibited Software List is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** March 1, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR:** Dell Marketing LP

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65191

**SUBJECT:** Dell Contact List Revised 3/1/12

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Dell Marketing, LP has updated their Miscellaneous Software Catalog Contract Contact List revised March 1, 2012. A copy of this revised list can be found on the NYS OGS web site.  
[www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21961](#)

**DATE:** February 3, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR:** SHI International, Inc.

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65193

**SUBJECT:** SHI Address Change /Certification of Minority Status– 2/2/12

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

SHI is no longer a certified MBE by the Empire State Development Corporation. The minority certification notation has been removed from the above referenced contract.

The address for SHI has also changed from 33 Knightsbridge Road, Piscataway, NJ to 290 Davidson Avenue, Somerset, NJ 08873.

The update on the address and minority certification deletion can be found on the NYS OGS web site. [www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** February 2, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR:** Dell Marketing LP

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65191

**SUBJECT:** Dell Contact List Revised 1/26/12

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Dell Marketing, LP has updated their Miscellaneous Software Catalog Contract Contact List revised January 26, 2012. A copy of this revised list can be found on the NYS OGS web site.  
[www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** January 17, 2012

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14,  
2015

**CONTRACTORS/CONTRACT NOS.:**

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**SUBJECT:** PROHIBITED SOFTWARE LIST  
UPDATE (1/17/12)

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Attached is a Prohibited Software List Update dated 1/17 /2012. Secure Boot has been REMOVED from this list; and Automon , Accela, and Adobe Systems have been ADDED to the list. Double Take Software has changed its name to Vision Solutions, Inc.

A copy of the Prohibited Software List is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

## PROHIBITED SOFTWARE LIST

The following list identifies the software publishers that **CANNOT** be purchased from the Miscellaneous Software Catalog Contracts (Dell Marketing LP PT65191, En Pointe Technologies Sales, Inc. PT95192, and SHI International Corp. PT65193).

The software publishers below have contracts of their own with the State of New York; or are otherwise not available under the Miscellaneous Software Catalog Contracts.

Accela, Inc.	CMA Consulting Services – Financial and Human Resource SW only	Novell
Admit Computer Services	Curam Software	Oracle America, Inc.
Adobe Systems, Inc.	Environmental Systems Research Institute (ESRI)	Pitney Bowes Software (MapInfo Software)
AssetWorks, Inc. (formerly Maximus, Inc.)	FileNET Corp.	Software Information Systems
Automon Corp.	HP/Peregrine Systems	SPSS, Inc.
BMC	Information Builders, Inc.	Sybase
CA, Inc.	IBM/Lotus	Symantec
CabinetNG, Inc.	Kronos	Total Computer Software
CGI Technologies and Solutions, Inc. (formerly AMS, Inc.)	KVS Information Systems	Trend Micro
Check Point Software Technologies	Law Manager, Inc.	Tyler Technologies
Citrix Software	Levi, Ray & Shoup, Inc.	Vision Solutions (formerly Double Take Software)
Classlink, Inc.	Microsoft, Inc.	Warshaw Group
Cognos Corp.	Network Associates/McAfee	Virtual Communications
Compuware		

<b><i>ENCRYPTION SOFTWARE</i></b>
Credant Mobile Guardian
Mobile Armor
Safenet, Inc.
Secret Agent
SecureDoc
Skylock at Rest
Talisman Security Suite

In light of the frequent changes in the software industry, an Authorized User is strongly encouraged to contact the NYS Office of General Services with any questions about whether a particular software product is owned by a prohibited software publisher.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

AWARD NUMBER: [21961](#)

DATE: July 28, 2011

GROUP: 79518 – Miscellaneous Software Catalog  
Contract

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

CONTRACT PERIOD: July 15, 2010 – July 14,  
2015

CONTRACTORS/CONTRACT NOS.:

PT65191 Dell Marketing, LP

PT65192 - EnPointe Technologies, Sales Inc

PT65193 - SHI International Corp

OTHER AUTHORIZED USERS

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

SUBJECT: PROHIBITED SOFTWARE LIST  
UPDATE (7/28/11)

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Attached is a Prohibited Software List Update dated 7/28/2011. Actuate Software has been REMOVED from this list; and ClassLink, Inc and Virtual Communications have been ADDED to the list.

A copy of the Prohibited Software List (Updated 7/28/11) is attached and is also available by clicking on the Prohibited Software List link on the NYS OGS website at <http://www.ogs.ny.gov/purchase/snt/awardnotes/7951821961can.HTM>

All other terms and conditions remove the same.

## PROHIBITED SOFTWARE LIST

The following list identifies the software publishers that ***CANNOT*** be purchased from the Miscellaneous Software Catalog Contracts (Dell Marketing LP PT65191, En Pointe Technologies Sales, Inc. PT95192, and SHI International Corp.PT65193).

The software publishers below have contracts of their own with the State of New York; or are otherwise not available under the Miscellaneous Software Catalog Contracts.

Admit Computer Services	FileNET Corp.	Software Information Systems
BMC	HP/Peregrine Systems	SPSS, Inc.
CA, Inc.	Information Builders, Inc.	Sybase
CabinetNG, Inc.	IBM/Lotus	Total Computer Software
CGI Technologies and Solutions, Inc. (formerly AMS, Inc.)	Kronos	Trend Micro
Check Point Software Technologies	KVS Information Systems	Tyler Technologies
Citrix Software	Law Manager, Inc.	Symantec
Classlink, Inc.	Levi, Ray & Shoup, Inc.	Warshaw Group
Cognos, Corp.	Maximus, Inc./Assetworks, Inc.	Virtual Communications
Compuware	Microsoft, Inc./Sybari Software	
CMA Consulting Services – Financial and Human Resource SW only	Network Associates/McAfee	
Curam Software	Novell	
Double Take Software	Oracle America, Inc.	
Environmental Systems Research Institute (ESRI)	Pitney Bowes Software (MapInfo Software)	

### ***ENCRYPTION SOFTWARE***

Talisman/DS Security Suite Secret Agent SecureDoc Skylock at Rest Credant Mobile Guardian Mobile Armor Safeboot Safenet, Inc.
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In light of the frequent changes in the software industry, an Authorized User is strongly encouraged to contact the NYS Office of General Services with any questions about whether a particular software product is owned by a prohibited software publisher.

(Updated: 7/28/11)

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

**PURCHASING MEMORANDUM**  
**CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** April 27, 2011

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contracts

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR(S):** En Pointe Technologies Sales, Inc.

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65192

**SUBJECT:** Contract Contact Change

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The contact person for the En Point Technologies Sales, Inc. Misc. Software Catalog Contract has changed. The following person will be the primary NYS contact.

**New Contact Person:**

Bill Abrams  
Toll Free: 877-609-5173  
Office: 201-707-6455  
[babrams@enpointe.com](mailto:babrams@enpointe.com)

A copy of this revised list can be found on the NYS OGS web site at:  
[www.ogs.state.ny.us/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.state.ny.us/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** April 27, 2011

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.ny.gov](mailto:Stephanie.laffin@ogs.ny.gov)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015

**CONTRACTOR:** Dell Marketing LP

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACT NO.(S):** PT65191

**SUBJECT:** Dell Contact List Revised April 19, 2011

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Dell Marketing, LP has updated their Miscellaneous Software Catalog Contract Contact List revised April 19, 2011. A copy of this revised list can be found on the NYS OGS web site.

[www.ogs.state.ny.us/purchase/snt/awardnotes/7951821961ContractorInfo.pdf](http://www.ogs.state.ny.us/purchase/snt/awardnotes/7951821961ContractorInfo.pdf)

All other terms and conditions remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21961](#)

**DATE:** January 18, 2011

**GROUP:** 79518 Miscellaneous Software Catalog  
Contracts

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[stephanie.laffin@ogs.state.ny.us](mailto:stephanie.laffin@ogs.state.ny.us)

**CONTRACT PERIOD:** July 15, 2010 - July 14, 2015

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

**CONTRACTOR/** En Pointe Technologies Sales, Inc.  
**CONTRACT NO.:** PT65192

**SUBJECT:** Contract Contact Change

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The contact person for the En Point Technologies Sales, Inc. Misc. Software Catalog Contract has changed. The following person will assume the responsibilities of Heather Miller.

**New Contact Person:**

Moses Garcia  
Direct Line: 646-688-4052  
Office: 877-609-5173  
FAX: 888-852-5715  
[mgarcia@enpointe.com](mailto:mgarcia@enpointe.com)

All other terms and conditions remain the same.

\* \* \* \* \*

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### GENERAL INFORMATION BULLETIN

**NUMBER:** CL-732

**GROUP:** 79518 – Miscellaneous Software Catalog  
Contract

**AWARD NUMBER:** [21961](#)

**PT65191** Dell Marketing, LP

**PT65192** - EnPointe Technologies, Sales Inc

**PT65193** - SHI International Corp

**DATE:** October 27, 2010

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.state.ny.us](mailto:Stephanie.laffin@ogs.state.ny.us)

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

**SUBJECT:** **UPDATE:** NEW CONTRACTS FOR MISCELLANEOUS SOFTWARE  
CATALOG CONTRACTS

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New contracts have been awarded for the Miscellaneous Software Catalog contracts. Awards have been issued to Dell Marketing LP - PT65191, EnPointe Technologies, Sales Inc - PT65192, and SHI International Corp - PT 65193. The term of these contracts is from July 15, 2010 through July 14, 2015. *Prior to purchasing under this agreement; please review the “How to Use the Miscellaneous Software Catalogue Contracts”, which is located at the end of this document.*

OGS is in the process of updating our website to include all information regarding the Miscellaneous Software Contract Award, including the Contract Award Notification, the Terms and Conditions, the Contractors Contact Information and the Price List links. A notification will be sent out via the Purchase Notification System when the website is updated.

Listed below is the contact information for all three Contractors under this award.

**PT65191**      **Dell Marketing, LP**      1-888-518-3355      74-2616805  
 One Dell Way      FAX – 512-283-9092  
 Round Rock, TX 78682

**DELL WEB SITE ADDRESS FOR PRICING:** <https://portal.asap.com/en-US/Pages/StateLocal/NY/default.aspx?tbn=IT&MnID=19&lvl=3>

NYC	NY State & Local Government	NY Healthcare and Life Science
Kristee Raethz Software Inside Sales Rep 800-307-4775 Kristee_Raethz@dell.com <i>All Accounts in NYC.                      Senior ISR for NY SLG</i>	Eric Green Software Inside Sales Rep. 800-231-5559 Eric_Green@dell.com <i>All State Agencies and Locals                      excluding NYC</i>	Roxanne Haayer Software Inside Sales Rep 224-543-5328 Roxanne_Haayer@dell.com <i>All Healthcare for NY</i>

NYS Higher Education	NYS K-12 Education
Amy Grigsby Software Inside Sales Rep 800-988-3957 Amy_Grigsby@dell.com <i>All Higher Ed accounts in NY.                      Senior ISR for all Ed in NY</i>	Cyndie Lee Software Inside Sales Rep 877-330-9734 Cyndie_Lee@dell.com <i>All K-12 accounts in NY</i>

**PT65192**      **EnPointe Technologies, Sales Inc.**      800-719-8014  
**National Headquarters**      800-915-9138 – FAX      954650291  
 18701 S. Figueroa St.  
 Gardena, CA 90248-4506

**Remittance Address:**  
 En Pointe Technologies  
 P.O. Box 514429  
 Los Angeles, CA 90051

**EN POINTE WEB SITE ADDRESS FOR PRICING:** [www.accesspointe.com](http://www.accesspointe.com); Login: nydemouser / Password: enpointe

Primary NYS Account Executive		
<b>Moses Garcia</b> -- New York City Agencies and New York City educational institutions  646-688-4052 mgarcia@enpointe.com	<b>Theresa Herrera</b> – K-12 and Post-Secondary Educational Institutions outside of New York City  866-686-0332 therrera@enpointe.com	<b>Heather Miller</b> – New York State agencies, political subdivisions and other organizations authorized by law  877-609-5173 hmiller@enpointe.com

NYS Contract Administrator	NYS End User Acct. Team	Primary Inside Acct. Manager for NYS
Heather Miller 800-745-9725 hmiller@enpointe.com	800-719-8014 800-915-9138 – FAX NY@enpointe.com	Ed Dobbins 800-719-8014 NY@enpointe.com

**PT65193**      **SHI International Corp**      800-527-6389      22-3009648  
 MBE      33 Knightsbridge Rd.      FAX – 732-805-0818  
                  Piscataway, NJ 08854

                 Dean Howell      845-265-9439  
                  Sr. Account Executive      FAX – 845-265-9452  
                  Dean\_Howell@shi.com  
                  www. Shi.com

**SHI WEB SITE ADDRESS FOR PRICING:** <https://www.shi.com/PT65193>

NYS Higher Education Inquiries	NYS K-12 Inquiries
Robbin Nesbitt 33 Knightsbridge Road Piscataway, NJ 08854  Toll Free: 800-527-6389 X7238 FAX: 732-537-7239  Robbin_Nesbitt@shi.com	Gerald Bianco 33 Knightsbridge Road Piscataway, NJ 08854  Toll Free: 800-527-6389 X5854 FAX: 732-868-5855  Gerald_Bianco@shi.com

## How to Use the Miscellaneous Software Catalogue Contracts

The Miscellaneous Software Catalogue contracts were established through a multi-state Request for Proposal (RFP) process that included Massachusetts, New Jersey, Maine, Rhode Island, and Vermont. In New York State, contracts were established with the top three scoring vendors in the RFP process.

The contractors are:

- Dell Marketing LP (Dell) - contract #PT65191;
- EnPointe Technologies Sales, Inc. (EnPointe) - contract #PT65192; and
- SHI International Corp. (SHI) - contract #PT65193.

*Additionally, while the Microsoft reseller for New York State was a part of the RFP, it is set forth as a separate and distinct contract. The Microsoft contract was only awarded to Dell. For additional information on acquiring Microsoft product, please refer to contract #PT65196.*

### Product Available Under Miscellaneous Software Catalogue Contracts:

Product offerings authorized under this contract are limited to the following:

- Software licenses;
- Maintenance listed in manufacturer's commercial price list;
- Pre-sales assistance at no charge;
- Installation listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Implementation listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Configuration listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Pre-Packaged Training listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Appliances\*\*, if approved in writing in advance by NYS OGS; and
- Volume License Agreement management\*\*\*.

Product offerings **not** available under this contract include but are not limited to:

- Hardware (other than NYS OGS pre-approved appliance purchases);
- Consulting Services;
- Customization Services;
- Installation **not** listed in manufacturer's commercial price list;
- Implementation **not** listed in manufacturer's commercial price list;
- Configuration **not** listed in manufacturer's commercial price list;
- Pre-Packaged Training **not** listed in manufacturer's commercial price list;
- Customized Training;
- Professional Services (other than those listed in the Product offerings authorized under this contract);
- Software as a Service (SAAS) or any similar service offering; and
- All product offerings from software publishers listed on the Prohibited Software Publisher List

#### \*20% Rule

Authorized Users may acquire limited services as noted above, under this Contract. These limited services, in combination, may not exceed twenty (20%) percent of the total order price for software licenses and maintenance for that manufacturer.

\*\*Appliances – Hardware that includes software bundled in the product and the applications are pre-installed. The appliance is then plugged into an existing network. Appliances may include the following application types: Firewall, email, FTP (File Transfer Protocol), and VPN (Virtual Private Network); this is not an all-inclusive listing.

\*\*\*Volume License Agreement Management – A volume license agreement can occur when there is a large quantity of software purchased from a particular software manufacturer, for a specified time period, which results in additional discounting beyond the contract discounts. The Volume License Agreement Management is arranged in advance with the Contractor, whereby the Contractor will provide information to the Authorized User regarding the term of the Volume License Agreement and Pricing under that agreement.

“Total order price” shall be defined as the aggregate purchase order amount for software licenses and maintenance placed by the Authorized User for the software publisher under this Contract in a twelve month period. Installation and training which exceed twenty (20%) as well as other services may be procured competitively using the OGS IT Services mini-bid process or another procurement process selected by the Authorized User.

**Usage of the Miscellaneous Software Catalogue Contracts:**

An Authorized User of the Miscellaneous Software Catalogue Contracts is **strongly encouraged** to obtain quotes from all contractors to ensure the best possible pricing prior to issuing a purchase order. Depending on the software, one contractor may be able to provide more favorable pricing based on arrangements between the contractor and the software publisher. Additionally, the contract pricing is “Not to Exceed” and the volume or timing of the purchase may entitle an Authorized User to additional discounts. An Authorized User may obtain a price quote through the contractor’s website or by directly contacting the Contractor.

**Obtaining Pricing:**

*The chart below provides required actions and recommended actions for Authorized Users when purchasing under the Miscellaneous Software Catalogue Contracts. The purchase price thresholds below include total NYS net purchase price for the acquisition.*

NYS Net Purchase Price	Required Action*	Recommended Action
Less than \$10,000	No required action	Obtain quotes from all 3 contracts, either web or through contact person.
\$10,000 - \$49,999	Obtain website quotes from all 3 contracts.	Obtain quotes from all 3 contracts through contact person.
\$50,000 and greater	Obtain quotes from all 3 contracts through contact person.	No recommended action

*\*If a contractor is unable to provide a quote (e.g. no relationship with that particular software publisher), Authorized User can base its’ decision on lowest price quote received from the remaining contractor (s).*

Each contractor developed a New York State-specific website for these contracts. An Authorized User may access the individual portal pages to the each contractor’s website from the Contract Award Notification page.

For pricing not available on the contractor’s website:

- (1) Check the Prohibited Software List to determine if the software publisher is included on that list. If so, the software can not be purchased under the Miscellaneous Software Catalogue Contracts.
- (2) If the publisher does not appear on the Prohibited Software List, please contact the Contractor. The Contractor may be able to add the product(s) to the contract, using the add process set forth in the contract.

**Prohibited Software Publisher List:**

The following link includes the software publishers that **are not** available to be purchased from the Miscellaneous Software Contracts (Dell, EnPointe and SHI) <http://www.ogs.state.ny.us/purchase/snt/awardnotes/79518Prohibited.pdf>.

These software publishers have Statewide Centralized Contracts or otherwise are not available under the Miscellaneous Software Catalogue contracts. Please check the NYS web site: [www.ogs.state.ny.us](http://www.ogs.state.ny.us) for additional information.

In light of the frequent changes in the software industry, an Authorized User is strongly urged to contact the Office of General Services with any questions about whether a particular software product is owned by a prohibited software publisher.

NYS PSG Contact Information:

Stephanie Laffin CPPB  
Purchasing Officer I  
Phone: 518-473-9440  
Fax: 518-486-6867  
Email: [stephanie.laffin@ogs.state.ny.us](mailto:stephanie.laffin@ogs.state.ny.us)

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## **PURCHASING MEMORANDUM**

### **CONTRACT AWARD NOTIFICATION UPDATE**

**AWARD NUMBER:** [21961](#)

**DATE:** September 9, 2010

**GROUP:** 79518 – Miscellaneous Software

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES**

Stephanie Laffin  
Purchasing Officer I  
(518)473-9440  
[Stephanie.laffin@ogs.state.ny.us](mailto:Stephanie.laffin@ogs.state.ny.us)

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

**CONTRACT PERIOD:** July 15, 2010 – July 14, 2015  
**CONTRACT NO.(S):** PT65291 – Dell Marketing LP  
PT65292 – En Point Technologies Sales, Inc.  
PT65293 – SHI International Corp.

**SUBJECT:** Revision of the “How to Use the Miscellaneous Software Contracts” Document

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The “How to Use the Miscellaneous Software Contracts” document that is part of the Miscellaneous Software Contracts has been changed. The main revision is the removal of appliances from these contracts. If you have any questions, please contact the above referenced State Contract Administrator.

All other terms and conditions remain the same.

New York State Office Of General Services  
 Procurement Services Group  
 Corning Tower Building  
 Empire State Plaza  
 Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### GENERAL INFORMATION BULLETIN

<b>NUMBER:</b> CL-732	<b>DATE:</b> July 21, 2010
<b>GROUP:</b> 79518 – Miscellaneous Software Catalog Contract Award Number <a href="#">21961</a>  <b>PT65191</b> Dell Marketing LP  <b>PT65192</b> EnPointe Technologies Sales Inc  <b>PT65193</b> SHI International Corp	<b>PLEASE ADDRESS INQUIRIES TO:</b> <u><b>STATE AGENCIES</b></u> Stephanie Laffin Purchasing Officer I (518)473-9440 <a href="mailto:Stephanie.laffin@ogs.state.ny.us">Stephanie.laffin@ogs.state.ny.us</a>  <u><b>OTHER AUTHORIZED USERS</b></u> Customer Services (518) 474-6717 <a href="mailto:customer.services@ogs.state.ny.us">customer.services@ogs.state.ny.us</a>
<b>SUBJECT:</b> NEW CONTRACTS FOR MISCELLANEOUS SOFTWARE CATALOG CONTRACTS	

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New contracts have been awarded for the Miscellaneous Software Catalog contracts. Awards have been issued to Dell Marketing LP - PT65191, EnPointe Technologies, Sales Inc - PT65192, and SHI International Corp - PT 65193. The term of these contracts is from July 15, 2010 through July 14, 2015. *Prior to purchasing under this agreement; please review the “How to Use the Miscellaneous Software Catalogue Contracts,” which is located at the end of this document.*

OGS is in the process of updating our website to include all information regarding the Miscellaneous Software Contract Award, including the Contract Award Notification, the Terms and Conditions, the Contractors Contact Information and the Price List links. A notification will be sent out via the Purchase Notification System when the website is updated.

Listed below is the contact information for all three Contractors under this award.

<u>CONTRACT #</u>	<u>CONTRACTOR &amp; ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT.#</u>
PT65191	<b>Dell Marketing, LP</b> One Dell Way Round Rock, TX 78682	1-888-518-3355 FAX – 512-283-9092	74-2616805

**DELL WEB SITE ADDRESS FOR PRICING:**

<https://portal.asap.com/en-US/Pages/StateLocal/NY/default.aspx?tbn=IT&MnID=19&lvl=3>

NYC	NY State & Local Government	NY Healthcare and Life Science
Kristee Raethz Software Inside Sales Rep 800-307-4775 Kristee_Raethz@dell.com <i>All Accounts in NYC.                      Senior ISR for NY SLG</i>	Eric Green Software Inside Sales Rep. 800-231-5559 Eric_Green@dell.com <i>All State Agencies and Locals                      excluding NYC</i>	Roxanne Haayer Software Inside Sales Rep 224-543-5328 Roxanne_Haayer@dell.com <i>All Healthcare for NY</i>

NYS Higher Education	NYS K-12 Education
Amy Grigsby Software Inside Sales Rep 800-988-3957 Amy_Grigsby@dell.com <i>All Higher Ed accounts in NY.                      Senior ISR for all Ed in NY</i>	Cyndie Lee Software Inside Sales Rep 877-330-9734 Cyndie_Lee@dell.com <i>All K-12 accounts in NY</i>

<u>CONTRACT #</u>	<u>CONTRACTOR &amp; ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT.#</u>
PT65192	<b>EnPointe Technologies Sales Inc.</b> <b>National Headquarters</b> 18701 S. Figueroa St. Gardena, CA 90248-4506  <b>Remittance Address:</b> En Pointe Technologies P.O. Box 514429 Los Angeles, CA 90051	800-800-4214 ext. 5252 FAX: 310-258-2323	954650291

**EN POINTE WEB SITE ADDRESS FOR PRICING:**  
[www.accesspointe.com](http://www.accesspointe.com); Login: nydemouser / Password: enpointe

Primary NYS Account Executive		
<b>Moses Garcia</b> -- New York City Agencies and New York City educational institutions  646-688-4052 mgarcia@enpointe.com	<b>Theresa Herrera</b> – K-12 and Post-Secondary Educational Institutions outside of New York City  866-686-0332 therrera@enpointe.com	<b>Heather Miller</b> – New York State agencies, political subdivisions and other organizations authorized by law  877-609-5173 hmiller@enpointe.com

NYS Contract Administrator	NYS End User Acct. Team	Primary Inside Acct. Manager for NYS
Heather Miller 800-745-9725 hmiller@enpointe.com	800-719-8014 800-915-9138 – FAX NY@enpointe.com	Ed Dobbins 800-719-8014 NY@enpointe.com

<u>CONTRACT #</u>	<u>CONTRACTOR &amp; ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT.#</u>
PT65193 MBE	<b>SHI International Corp</b> 33 Knightsbridge Rd. Piscataway, NJ 08854	800-527-6389 FAX – 732-805-0818	22-3009648
	Dean Howell Sr. Account Executive Dean_Howell@shi.com www. Shi.com	845-265-9439 FAX – 845-265-9452	

**SHI WEB SITE ADDRESS FOR PRICING:** <https://www.shi.com/PT65193>

<b>NYS Higher Education Inquiries</b>	<b>NYS K-12 Inquiries</b>
Robbin Nesbitt 33 Knightsbridge Road Piscataway, NJ 08854	Gerald Bianco 33 Knightsbridge Road Piscataway, NJ 08854
Toll Free: 800-527-6389 X7238 FAX: 732-537-7239	Toll Free: 800-527-6389 X5854 FAX: 732-868-5855
Robbin_Nesbitt@shi.com	Gerald_Bianco@shi.com

### How to Use the Miscellaneous Software Catalogue Contracts

The Miscellaneous Software Catalogue contracts were established through a multi-state Request for Proposal (RFP) process that included Massachusetts, New Jersey, Maine, Rhode Island, and Vermont. In New York State, contracts were established with the top three scoring vendors in the RFP process.

The contractors are:

- Dell Marketing LP (Dell) - contract #PT65191;
- EnPointe Technologies Sales, Inc. (EnPointe) - contract #PT65192; and
- SHI International Corp. (SHI) - contract #PT65193.

*Additionally, while the Microsoft reseller for New York State was a part of the RFP, it is set forth as a separate and distinct contract. The Microsoft contract was only awarded to Dell. For additional information on acquiring Microsoft product, please refer to contract #PT65196.*

#### **Product Available Under Miscellaneous Software Catalogue Contracts:**

Product offerings authorized under this contract are limited to the following:

- Software licenses;
- Maintenance listed in manufacturer's commercial price list;
- Pre-sales assistance at no charge;
- Installation listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Implementation listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Configuration listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Pre-Packaged Training listed in manufacturer's commercial price list (subject to the 20% rule\*);
- Appliances\*\*, if approved in writing in advance by NYS OGS; and
- Volume License Agreement management\*\*\*.

Product offerings **not** available under this contract include but are not limited to:

- Hardware (other than NYS OGS pre-approved appliance purchases);
- Consulting Services;
- Customization Services;
- Installation **not** listed in manufacturer's commercial price list;
- Implementation **not** listed in manufacturer's commercial price list;
- Configuration **not** listed in manufacturer's commercial price list;
- Pre-Packaged Training **not** listed in manufacturer's commercial price list;
- Customized Training;
- Professional Services (other than those listed in the Product offerings authorized under this contract);
- Software as a Service (SAAS) or any similar service offering; and
- All product offerings from software publishers listed on the Prohibited Software Publisher List

#### **\*20% Rule**

Authorized Users may acquire limited services as noted above, under this Contract. These limited services, in combination, may not exceed twenty (20%) percent of the total order price for software licenses and maintenance for that manufacturer.

**\*\*Appliances** – Hardware that includes software bundled in the product and the applications are pre-installed. The appliance is then plugged into an existing network. Appliances may include the following application types: Firewall, email, FTP (File Transfer Protocol), and VPN (Virtual Private Network); this is not an all-inclusive listing.

**\*\*\*Volume License Agreement Management** – A volume license agreement can occur when there is a large quantity of software purchased from a particular software manufacturer, for a specified time period, which results in additional discounting beyond the contract discounts. The Volume License Agreement Management is arranged in advance with the Contractor, whereby the Contractor will provide information to the Authorized User regarding the term of the Volume License Agreement and Pricing under that agreement.

“Total order price” shall be defined as the aggregate purchase order amount for software licenses and maintenance placed by the Authorized User for the software publisher under this Contract in a twelve month period. Installation and training which exceed twenty (20%) as well as other services may be procured competitively using the OGS IT Services mini-bid process or another procurement process selected by the Authorized User.

**Usage of the Miscellaneous Software Catalogue Contracts:**

An Authorized User of the Miscellaneous Software Catalogue Contracts is **strongly encouraged** to obtain quotes from all contractors to ensure the best possible pricing prior to issuing a purchase order. Depending on the software, one contractor may be able to provide more favorable pricing based on arrangements between the contractor and the software publisher. Additionally, the contract pricing is “Not to Exceed” and the volume or timing of the purchase may entitle an Authorized User to additional discounts. An Authorized User may obtain a price quote through the contractor’s website or by directly contacting the Contractor.

**Obtaining Pricing:**

*The chart below provides required actions and recommended actions for Authorized Users when purchasing under the Miscellaneous Software Catalogue Contracts. The purchase price thresholds below include total NYS net purchase price for the acquisition.*

NYS Net Purchase Price	Required Action*	Recommended Action
Less than \$10,000	No required action	Obtain quotes from all 3 contracts, either web or through contact person.
\$10,000 - \$49,999	Obtain website quotes from all 3 contracts.	Obtain quotes from all 3 contracts through contact person.
\$50,000 and greater	Obtain quotes from all 3 contracts through contact person.	No recommended action

*\*If a contractor is unable to provide a quote (e.g. no relationship with that particular software publisher), Authorized User can base its’ decision on lowest price quote received from the remaining contractor (s).*

Each contractor developed a New York State-specific website for these contracts. An Authorized User may access the individual portal pages to the each contractor’s website from the Contract Award Notification page.

For pricing not available on the contractor’s website:

- (1) Check the Prohibited Software List to determine if the software publisher is included on that list. If so, the software can not be purchased under the Miscellaneous Software Catalogue Contracts.
- (2) If the publisher does not appear on the Prohibited Software List, please contact the Contractor. The Contractor may be able to add the product(s) to the contract, using the add process set forth in the contract.

**Prohibited Software Publisher List:**

The following link includes the software publishers that **are not** available to be purchased from the Miscellaneous Software Contracts (Dell, EnPointe and SHI) <http://www.ogs.state.ny.us/purchase/snt/awardnotes/79518Prohibited.pdf>.

These software publishers have Statewide Centralized Contracts or otherwise are not available under the Miscellaneous Software Catalogue contracts. Please check the NYS web site: [www.ogs.state.ny.us](http://www.ogs.state.ny.us) for additional information.

In light of the frequent changes in the software industry, an Authorized User is strongly urged to contact the Office of General Services with any questions about whether a particular software product is owned by a prohibited software publisher.

NYS PSG Contact Information:

Stephanie Laffin CPPB  
Purchasing Officer I  
Phone: 518-473-9440  
Fax: 518-486-6867  
Email: [stephanie.laffin@ogs.state.ny.us](mailto:stephanie.laffin@ogs.state.ny.us)