



# Contract Award Notification Update

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## Subject: Dell Marketing LP

**DATE:** July 1, 2016

**AWARD #:** [22722](#)

**GROUP #:** 76000

**AWARD DESCRIPTION:** Dell Contact Information Update

**CONTRACT PERIOD:** July 1, 2013 to December 31, 2016

**CONTACT:** Ann Fisher | 518-486-1430 | [ann.fisher@ogs.ny.gov](mailto:ann.fisher@ogs.ny.gov)

**CONTRACT NO.:** PS66134      **CONTRACTOR:** Dell Marketing LP

The Dell Marketing LP contract has issued an updated contact listing for the Account Team for the Software Microsoft Contract. This listing can be viewed under Contractor Information.

## Dell Account Team for Software Microsoft Contract

NY State Government	NY Local Government	NYC Government
Daniel Machart Software Technical Specialist Rep Phone: (800) 456-3355, Ext 728-6056 Email: Daniel_Machart@dell.com <b>For NYS Government</b>	Amy Lockett Software Technical Specialist Rep Phone: (800) 456-3355, Ext 723-8242 Email: Amy_Lockett@dell.com <b>For Local (City/County) Government</b>	Thomas Planty Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-2004 Email: Thomas_Planty@dell.com <b>For NYC Government</b>
NY Higher Education	NY K-12 Education	NY Healthcare
Stacy Filla Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-1307 Email: Stacy_Filla@dell.com <b>For Higher Education</b>	Matt Saucedo Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-9976 Email: Matt_Saucedo@dell.com <b>For K-12 Education</b>  Cammille Little Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-1792 Email: Cammille_Little@dell.com <b>For K-12 Education</b>	Emili Hamil Software Technical Specialist Rep Phone: (800) 456-3355, Ext 513-9452 Email: Emili_Ebina@dell.com <b>For Healthcare in NY</b>
NY Field Sales Representative	Manager Escalation for Outside Sales Team	Manager Escalation for Inside Sales Team
Brad Carr Software Senior Acct. Exec. Phone: (646) 573-0885 Email: Brad_Carr@dell.com <b>For NY State and Local &amp; NYC</b>	Maheen Mirza Regional Sales Director, Software Phone: (703) 334-1990 Email: Maheen_Mirza@dell.com  Thomas Carroll Regional Sales Director Phone: (518) 894-2119 Email: Thomas_Carroll@dell.com	John Hock Inside Sales Manager <b>For SLG-EDU Software</b> Phone: (800) 456-3355, Ext 513-1731 Email: John_Hock@dell.com  Jeff Kattawar Inside Sales Manager <b>For Healthcare Software</b> Phone: (800) 456-3355, Ext 513-1783 Email: Jeff_Kattawar@dell.com



	<p><b>The current agreement between Microsoft and the State of New York (“Custom Program Agreement”) outlines the licensing terms and conditions of the software. This will be referred to as “Custom Program Agreement” in this FAQ. Orders for Software under the Custom Program Agreement are fulfilled by a Reseller.</b></p> <p><b>The current Microsoft Reseller Contract between Dell, the current Reseller and the State of New York, Contract # PS66134 (“Dell/OGS Contract”) outlines the purchasing terms and conditions and pricing. This will be referred to as “Reseller Contract”.</b></p>	<p><b>Microsoft Enterprise Agreement Custom Program Agreement</b></p>	<p><b>Microsoft Select Plus Agreement Custom Program Agreement - Academic and Non-Academic</b></p>	<p><b>Microsoft Campus and School Agreement (CASA) Custom Program Agreement</b></p>
1	Will there be any further extensions of the Dell/OGS Contract beyond December 31, 2016?	Dell: No	Dell: No	Dell: No
2	How does the expiration of the Dell/OGS Contract on December 31, 2016, affect the terms of my current Enrollment under the Custom Program Agreement?	Microsoft: The terms and conditions for any active EA Enrollment underneath the Custom Program Agreement will remain in effect for the term of the Enrollment. Any orders after December 31 <sup>st</sup> , will be purchased through a new Reseller contract.	Microsoft: The terms and conditions for any active Select Plus affiliate registration form (ARF) underneath the Custom Program Agreement will remain in effect for the term of the Enrollment. Any orders after December 31 <sup>st</sup> , will be purchased through a new Reseller contract.	Microsoft: The terms and conditions for any active CASA Enrollment underneath the Custom Program Agreement will remain in effect for the term of the Enrollment. Any orders after December 31 <sup>st</sup> , will be purchased through a new Reseller contract.
3	How will the 6-month Dell   OGS contract extension affect my current Enrollment(s)?	Microsoft: No impact. Current Licensing Terms and Conditions will not be impacted during the term of the Enrollment during the 6-month contract extension.	Microsoft: No impact. Current Licensing Terms and Conditions will not be impacted during the term of the Enrollment during the 6-month contract extension.	Microsoft: No impact. Current Licensing Terms and Conditions will not be impacted during the term of the Enrollment during the 6-month contract extension.
4	Can we enter into new Enrollments under the Custom Program Agreement under the Dell   OGS Contract? If so, what will the term and pricing be?	<p>Microsoft: Customers can sign new Enrollments under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension.</p> <p>Dell: New Enterprise Enrollments can be entered into under the terms of the current Dell/OGS contract until</p>	Microsoft: Customers can sign new ARFs under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension.	Microsoft: Customers can sign new CASA Enrollments under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension.

		December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, those Enterprise Enrollments will need to transfer to a new Reseller, at new pricing.	Dell: New Select Plus orders placed by Registered Affiliate with Registered Affiliate's authorized Reseller can be entered into under the terms of the current Dell/OGS Contract until December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a maximum of a 36-month period of performance. After the applicable performance period, those Select Plus ARFs will need to transfer to a new Reseller, at new pricing.	Dell: New CASA Enrollments can be entered into under the terms of the current Dell/OGS Contract until December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, those CASA Enrollments will need to transfer to a new Reseller, at new pricing.
5	We have an annual Enrollment payment due to Reseller on January 1, 2017 – will we pay it to Dell under the Dell/OGS Contract? If not, who will we pay that to?	Dell: No. The Dell/OGS Contract will expire on December 31, 2016. Any purchase orders dated after December 31, 2016, with a period of performance that starts after December 31 2016, will need to be issued to a new Reseller.	Dell: No. The Dell/OGS Contract will expire on December 31, 2016. Any purchase orders dated after December 31, 2016, with a period of performance that starts after December 31 2016, will need to be issued to a new Reseller.	Dell: No. The Dell Reseller OGS Contract will expire on December 31, 2016. Any purchase orders dated after December 31, 2016, with a period of performance that starts after December 31, 2016, will need to be issued to a new Reseller.
6	Year 1 of our Enrollment under the Custom Program Agreement ends on December 30, 2016. Will Years 2 and 3 be handled by Dell under the Dell/OGS Contract? If not, how will those years be handled and what will our price be?	Dell: The Dell   OGS contract will expire on December 31, 2016. Therefore, in this scenario, Year 2 will be processed by Dell, and Year 3 will be handled by a new Reseller, at new pricing	Dell: The Dell   OGS contract will expire on December 31, 2016. Therefore, in this scenario, Year 2 will be processed by Dell, and Year 3 will be handled by a new Reseller, at new pricing	Dell: The Dell   OGS contract will expire on December 31, 2016. Therefore, in this scenario, Year 2 will be processed by Dell, and Year 3 will be handled by a new Reseller, at new pricing
7	Year 1 of our Enrollment under the Custom Program Agreement ends on December 31, 2016. Will Years 2 and 3 be handled by Dell under the Dell/OGS Contract? If not, how will those years be handled and what will our price be?	Dell: No. The Dell/OGS Contract ends on December 31, 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.	Dell: No. The Dell /OGS Contract ends on December 31 <sup>st</sup> 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.	Dell: No. The Dell/OGS Contract ends on December 31, 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.
8	Year 1 of our Enrollment under the Custom Program Agreement ends in 2017. Will Years 2 and 3 be handled by Dell under the Dell/OGS Contract? If not, how will those years be handled and what will our price be?	Dell: No. The Dell/OGS Contract ends on December 31, 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.	Dell: No. The Dell/OGS Contract ends on December 31, 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.	Dell: No. The Dell/OGS Contract ends on December 31, 2016. Therefore, Years 2 and 3 will be handled by a new Reseller, at new pricing.

9	<p>We have an Enrollment under the Custom Program Agreement which expires before December 31, 2016. Can we enter into a new Enrollment under the Custom Program Agreement under the Dell/OGS Contract? If so, will Dell handle our Enrollment, for how long, and what will our price be?</p>	<p>Microsoft: Yes. Customers can sign new Enrollments under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension, up to December 31, 2016.</p> <p>Dell: New Enterprise Enrollments can be entered under the terms of the current Dell/OGS Contract until December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, those Enterprise Enrollments will need to transfer to a new Reseller, at new pricing.</p>	<p>Microsoft: Yes. Customers can sign new Enrollments under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension, up to December 31, 2016.</p> <p>Dell: New Select Plus Orders placed by Registered Affiliate with Registered Affiliate's Reseller can be placed under the terms of the current Dell   OGS Contract until December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of coverage unless pre-paid for 24 or 36 months of coverage. After the applicable performance period, those Select Plus ARFs will need to transfer to a new Reseller, at new pricing.</p>	<p>Microsoft: Yes. Customers can sign new Enrollments under the Custom Program Agreement between Microsoft and the State of New York during the 6-month extension, up to December 31, 2016.</p> <p>Dell: New Enterprise Enrollments can be entered under the terms of the current Dell   OGS Contract until December 31, 2016. Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, those CASA Enrollments will need to transfer to a new Reseller, at new pricing.</p>
10	<p>We have an Enrollment under the Custom Program Agreement which expires before December 31, 2016, but has a 3-year extension available. May we exercise our right to the 3-year extension, and if so, will Dell handle our agreement under the Dell/OGS Contract, and what will our price be?</p>	<p>Microsoft: Yes. Enrollments with an extension option under the existing Custom Program Agreement are able to extend with Microsoft for the agreed term.</p> <p>Dell: Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, the Enterprise Enrollment will need to transfer to a new Reseller, at new pricing.</p>	<p>Microsoft: N/A as the Select Plus Agreement is Evergreen with Microsoft.</p> <p>Dell: N/A</p>	<p>Microsoft: Yes. Enrollments with an extension option under the existing Custom Program Agreement are able to extend with Microsoft for the agreed term.</p> <p>Dell: Purchase orders need to be dated no later than December 31, 2016, and will be limited to a 12-month period of performance. During the 12 month performance period Dell will continue to support the purchase, but no additional products can be added and additional years will need to be executed with the new reseller. After the 12 month performance period, the Enrollment will need to transfer to a new Reseller, at new pricing.</p>

11	Can we prepay the amounts due under our Program Agreement? If so, will Dell handle our agreement under the Dell   OGS Contract and for how long a term?	Dell: Purchase Orders need to be dated no later than December 31, 2016, and will be limited to a 12 month period of performance. Payments are made on an annual-basis for Enrollments under the Custom Program Agreement. However, they cannot be paid more than 12 months in advance.	Dell: Purchase Orders need to be dated no later than December 31, 2016, and will be limited to a 12 month period of performance. Customers can prepay up to 36 months, limited by the period of performance left on their agreement.	Dell: Purchase Orders need to be dated no later than December 31, 2016, and will be limited to a 12 month period of performance. Payments are made on an annual-basis under the Enrollment for Education Solutions. However, they cannot be paid more than 12 months in advance.
12	We have Software Assurance (SA) on our Microsoft products, how do we extend that coverage to maintain SA Only costs?	Microsoft: Enrollments under the Custom Program Agreement that expire on/after December 31, 2016 will need to be renewed.  Dell: The Custom Program Agreement will need to transition to a new Reseller, at new pricing.	Dell: Customers can prepay Software Assurance up to 36 months, limited by the period of performance left on their agreement.  The Academic and Non-Academic Select Plus Agreement Custom Program Agreements will need to transition to a new Reseller, at new pricing.	Microsoft: Enrollments under the Custom Program Agreement that expire on/after December 31, 2016 will need to be renewed.  Dell: The Custom Program Agreement will transition to a new Reseller, at new pricing.
13	What are our rights to terminate our Program Agreement early? Are there any penalties for doing so?	Microsoft: See Section 7(e), Early Termination, in the Enterprise Agreement Custom Program Agreement.	Microsoft: See Section 11, Term and Termination, in the Academic Select Plus Agreement Custom Program Agreement and Section 9, Term and Termination, in the Non-Academic Select Plus Agreement Custom Program Agreement.	Microsoft: See Section 12, Term and Termination, of the CASA Custom Program Agreement.
14	Will my existing Office 365 and/or Azure Service Subscription with Microsoft and Dell be cut off by Microsoft if there is no Microsoft Reseller in place on January 1, 2017?	Microsoft: In order to avoid any interruption in Software Assurance, License Entitlements, and/or Cloud Services, a new Reseller contract must be in effect by January 1, 2017.	Microsoft: Not Applicable since Office 365 and Azure are not sold under the Select and Select Plus Agreements.	Microsoft: In order to avoid any interruption in Software Assurance, License Entitlements, and/or Cloud Services, a new Reseller contract must be in effect by January 1, 2017.
15	Will I be able to add new users, devices and/or products to an existing enrollment after 12/31/16?	Dell: No, the Dell   OGS Contract ends on December 31, 2016. Therefore, Dell will not be able to execute on any purchase orders after that day, which includes new users or products.	Dell: No, the Dell   OGS Contract ends on December 31, 2016. Therefore, Dell will not be able to execute on any purchase orders after that day, which includes new users or products.	Dell: No, the Dell   OGS Contract ends on December 31, 2016. Therefore, Dell will not be able to execute on any purchase orders after that day, which includes new users or products.



# Contract Award Notification Update

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## Subject: Extension in Progress

**DATE:** June 23, 2016

**AWARD #:** [22722](#)

**GROUP #:** 76000

**AWARD DESCRIPTION:** Microsoft Software Reseller

**CONTRACT PERIOD:** July 1, 2013 to June 30, 2016

**CONTACT:** Ann Fisher | 518-486-1430 | [ann.fisher@ogs.ny.gov](mailto:ann.fisher@ogs.ny.gov)

**CONTRACT NO.:** PS66134      **CONTRACTOR:** Dell Marketing LP

OGS is working with Dell and Microsoft to extend the above referenced contract for an additional six months, through December 31, 2016. OGS will post additional guidance about purchasing with the executed extension.



# Contract Award Notification Update

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## Subject: Dell Marketing LP

**DATE:** February 25, 2016                      **AWARD #:** [22722](#)                      **GROUP #:** 76000

**AWARD DESCRIPTION:** Microsoft Software Reseller

**CONTRACT PERIOD:** July 1, 2013 to June 30, 2016

**CONTACT:** Ann Fisher | 518-486-1430 | [ann.fisher@ogs.ny.gov](mailto:ann.fisher@ogs.ny.gov)

**CONTRACT NO.:** PS66134                      **CONTRACTOR:** Dell Marketing LP

The Dell Marketing LP contract has been amended to include an expanded scope of Microsoft online services including Azure, Dynamics CRM, Intune, Enterprise Mobility Suite and Enterprise Computing Suite.

Authorized User guidelines for buying online services are under development and will be available in the near future.

Please note that online services other than O365 cannot be used for Criminal Justice Information Services (CJIS) related information at this time. OGS will notify Authorized Users when those services may be used for CJIS related information.

The Pricelist dated September 18, 2015 has been revised to include these online services. The revised price list can be accessed at the following link <http://www.ogs.ny.gov/purchase/snt/awardnotes/7600022722can.htm>



# Contract Award Notification Update

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## Subject: Dell Marketing LP

**DATE:** October 21, 2015

**AWARD #:** [22722](#)

**GROUP #:** 76000

**AWARD DESCRIPTION:** Microsoft Software Reseller

**CONTRACT PERIOD:** July 1, 2013 to June 30, 2016

**CONTACT:** Ann Fisher | 518-486-1430 | [ann.fisher@ogs.ny.gov](mailto:ann.fisher@ogs.ny.gov)

**CONTRACT NO.:** PS66134      **CONTRACTOR:** Dell Marketing LP

Dell Marketing LP pricelist has been updated to reflect product auto-adds, product removals, price increases and price decreases to items covered under the above mentioned contract. Pricelist dated September 18, 2015 is available on the Procurement Services website or by accessing the following link <http://www.ogs.ny.gov/purchase/snt/awardnotes/7600022722can.HTM>

**All 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://nyspro.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [22722](#)

**DATE:** December 15, 2014

**GROUP:** 76000 – Microsoft Reseller Contract

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

**CONTRACT PERIOD:**  
July 1, 2013-June 30, 2016

Debra Kruszona  
Contract Management Specialist  
Phone: (518) 402-3021  
Email: [debra.kruszona@ogs.ny.gov](mailto:debra.kruszona@ogs.ny.gov)

**CONTRACTOR:** Dell Marketing LP

**CONTRACT NO:** PS66134

**OTHER AUTHORIZED USERS**

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

**SUBJECT:** UPDATE PRODUCT/PRICE LIST

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

**Dell Marketing** has requested and the State has approved the addition of new products, deletion of end-of life products as well as price increases and decreases for products which are already incorporated under contract PS66134 and based on Dell's Published Price List dated October 1, 2014, submitted herewith.

All previously approved discounts for these products remain the same. Please access the following link to view the updated product/price list: [http://www.ogs.ny.gov/purchase/prices/7600022722PL\\_MSReseller.pdf](http://www.ogs.ny.gov/purchase/prices/7600022722PL_MSReseller.pdf)

All 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:** [22722](#)

**DATE:** July 3, 2013

**GROUP:** 76000 – Microsoft Reseller Contract

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

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

**CONTRACT PERIOD:** July 1, 2013 – June 30, 2016

**OTHER AUTHORIZED USERS**

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

**CONTRACT NO./** PS66134 /  
**CONTRACTOR:** Dell Marketing LP

**SUBJECT:** First Amendment of the Microsoft Business Agreement (MBA)

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

The Microsoft Reseller Contract has been amended to incorporate the First Amendment of the Microsoft Business Agreement (MBA). The First Amendment includes amended language and sample forms that are specific to purchasing Microsoft Online Services.

The MBA is set forth as Appendix D of the Microsoft Reseller Contract.

The contract and related documents are available for viewing at the OGS contract website:  
<http://www.ogs.ny.gov/purchase/snt/awardnotes/7600022722can.HTM>

All other terms and conditions remain the same.