

CONTRACT SUMMARY STC # 250-040-0-1 - PCs / Laptops / Monitors

In March 2008, DMS Division of State Purchasing created this State Term Contract (STC No. 250-040-08-1) for Windows Based (Commercial Grade) Personal Computers, Laptops and Monitors.

Most recently, we made supplemental awards (solicited via Invitations to Negotiate [ITN]) to add MAC/OS Devices as well as Ruggedized Laptops, Tablets, and Ultra-Mobile Computers to this State Term Contract. This Contract is for a three year period with all sections terminating simultaneously on Feb. 28, 2011 (unless renewed per Florida Statute).

All of the awarded vendors have provided BASE discounts to be applied to their current Manufacturers Web Price (MSRP) pursuant to the terms outlined in ITN #s 13-250-040-Q (Windows Based), 5-250-040-Y (Ruggedized), and 6-250-040-Y (MAC/OS Devices).

The RFQ process is not mandatory under this contract. However, customers are encouraged seek additional discounts for volume purchases. They MAY do so by initiating their own Request for Quotes ("RFQ") among the awarded manufacturers or by direct negotiations with any single awarded manufacturer.

CONTRACT BREAKDOWN - Awarded Vendors by Section

Section 1 - Windows - Commercial Grade

The "Windows Based" (Commercial Grade) portion of the STC has been awarded to Dell, Inc., Hewlett Packard Company, Lenovo, and MPC/Gateway during the original solicitation (ITN # 13-250-040-Q). Their BASE discounts are illustrated in the table below:

Item Description (Includes Services)	Dell Discount	Gateway Discount	HP Discount	Lenovo Discount
Desktops / Workstations	45.05%	40.00%	50.00%	50.00%
Laptops	40.00%	35.00%	50.00%	40.00%
Monitors	22.90%	20.00%	35.00%	20.00%

Section 2 - MAC/OS Devices

The MAC/OS portion of this STC was awarded through a supplemental solicitation (ITN 6-250-040-Y) to Apple, Inc. State of Florida discounts meet or exceed Apple's State/Local Government or Educational pricing.

Section 3 - Ruggedized/Semi-Rugged (Tough) Laptops, Tablet, Ultra-Mobile Computers

The most stringent technical requirements of this section of the Contract are for equipment that is defined as "rugged". When purchasing "Ruggedized Equipment" the buyer should evaluate their specialized needs and determine which, if any, Military Specifications are required.

Somewhat less stringent technical requirements have been applied for equipment that is defined as "semi-rugged" or "tough". Once again, it is incumbent on the purchaser to determine what type of equipment best meets their needs.

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Pursuant to the proceedings of ITN 5-250-040-Y, the Department of Management Services has awarded to the following vendors by Category.

Category 1 - Rugged Laptops	
Ruggedized Laptops	Semi-Ruggedized / Tough Laptops
American Reliance	American Reliance
Dell Marketing LP	Dell Marketing LP
Hewlett Packard	Hewlett Packard
MPC/Gateway	MPC/Gateway
Panasonic	Panasonic
Radio One	

Category 2 - Tablet Computers		
Slates	Thin-Client Slates	Convertible Tablets
American Reliance	MPC/Gateway	Dell Marketing LP
Dell Marketing LP		Hewlett Packard
Hewlett Packard		Insight Public Sector
Insight Public Sector		MPC/Gateway
MPC/Gateway		Panasonic

Category 3 - Ultra-mobile Computers
Hewlett Packard
Insight Public Sector
American Reliance
Panasonic
Radio One

Specific Vendor Contact Information for ALL SECTIONS is available at the "Contractor Section" of this Contract site.

During the term of this Contract, Contractors may offer the following hardware and services to be purchased as part of a PC, Laptop and/or Monitor purchase:

- Mice
- Keyboards
- Docking Stations
- Speakers
- Carrying Cases
- Cables Necessary for Connecting System
- Operating System Software (i.e. Windows, Vista, Linux)
- Installation Services
- Maintenance Agreements
- Asset Tagging
- Imaging

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The following conditions must apply for the additional hardware and/or services to be considered a contract purchase:

- Must be offered at the same or greater percentage price discount offered for the awarded items.
- Must be offered in conjunction with PC, Laptop and/or Monitor Purchase.

Note: Under this Contract, contractors shall not offer and customers shall not purchase, standalone software and/or services. However, contractors may install preconfigured software loads provided by the Customer.

This additional hardware and/or services option is for the convenience and benefit of the Customer. The intent of the option is to promote "one-stop shopping" for both basic and enhanced systems. These services shall be provided at the same discount level as the associated PC, Laptop and/or Monitor purchase.

Items excluded from this CONTRACT include, but are not limited to the following:

- Servers
- Connectivity Devices
- Uninterruptible Power Supplies and Surge Suppressors
- Storage Devices
- Printers and Scanners
- Video Conferencing and Video Bridging Equipment
- Firewalls
- Office technology (copiers, radios, facsimile machines, calculators, telephones, paper shredders, typewriters, scanners, multifunctional devices etc.)
- IT application and database software
- IT professional and consulting services

These excluded items are available under other State Term Contract (250-000-09-1, etc.) ALL ORDERS PLACED UNDER THIS CONTRACT SHALL BE MADE DIRECTLY TO THE AWARDED MANUFACTURERS. There are NO RESELLERS on this Contract. The awarded manufacturers shall provide quarterly reports indicating any commissions paid to Certified Minority Business Enterprises (CMBE) sales agents or subcontractors. Customers are encouraged to use manufacturer authorized sales agents listed on the vendor's ordering instructions for sales assistance and may request CMBE subcontractors for services provided under the contract. Information regarding Certified Minority Business Enterprises is available from the Office of Supplier Diversity.

Florida Governor Charlie Crist signed Executive Order 07-126, titled "Leadership by Example: Immediate Actions to Reduce Greenhouse Gas Emissions from Florida State Government." As such, all products offered under this Contract are ENERGY STAR 4.0 and/or EPEAT Bronze certified, or greater. Customers are asked to ensure that products received meet these requirements.

Please direct any questions regarding this Contract to mark.foss@dms.myflorida.com , or call 850-488-1086.

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