

# Contract User Guide for ITC73

## ITC73: IT Hardware and Services

**UPDATED:** February 10, 2024

<b>Contract #:</b>	ITC73
<b>MMARS MA #:</b>	ITC73*
<b>Initial Contract Term:</b>	February 1, 2021 – January 31, 2028
<b>Maximum End Date:</b>	No extension, maximum end date January 31, 2028
<b>Current Contract Term:</b>	No extension, maximum end date January 31, 2028
<b>Contract Manager:</b>	Camille Clarke, Phone 617-251-1858, <a href="mailto:camille.l.clarke@mass.gov">camille.l.clarke@mass.gov</a>
<b>This Contract Contains:</b>	Environmentally Preferable Products, Prompt Pay Discount
<b>UNSPSC Codes:</b>	43-21-15 – Computers 43-21-00 – Computer Equipment and Accessories

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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## Contract Summary

This is a Statewide Contract for IT Hardware and Services. This contract covers the acquisition of Information Technology hardware, project management, integration, maintenance, and other related services. This contract replaces ITC47- IT Hardware and Services.

## Contract Categories

This contract includes 4 categories of products and services as listed below.

- Category 1: Desktops, Laptops, Chromebooks, and Tablets
- Category 2: Storage Solutions and Servers
- Category 3: Resellers and Services
- Category 4: Rugged Mobile Devices and Services

## Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

## Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, and other attachments, visit [COMMBUYS.com](https://COMMBUYS.com) and search for ITC73 to find related Master Blanket Purchase Order (MBPO's) information. All common contract documents are located in the "Master Contract Record" Master Blanket Purchase Order (MBPO) for ITC73 and can be accessed directly by visiting PO-21-1080-OSD03-SRC01-21105].
- To find vendor-specific documents, including price sheets, see links to individual vendor MBPOs on the [Vendor Information](#) page.

## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00;  
Construction Materials and Services: G.L. c. 149, s. 44A; G.L. c. 30, § 39M.

### Eligible Entities

Please see the standard list of Eligible Entities on our [Eligible Entities Which May Use Statewide Contracts](#) webpage. Including the State of Maine, and the State of Iowa.

## Subcontractors

The awarded vendor's use of subcontractors is subject to the provisions of the Commonwealth's Terms and Conditions and Standard Contract Form, as well as other applicable terms of this Statewide Contract.

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## Construction Requirements

Purchasers must ensure that **any** services involving construction are limited to \$50,000 or less.

Purchasing entities are responsible for compliance with applicable construction law requirements. Information concerning specific , M.G.L. c. 149 and c. 30 construction requirements may be found in the Office of the Inspector General's Public Procurement Charts at: <https://www.mass.gov/download-oig-public-purchasing-and-public-construction-manuals>. It is the responsibility of the Eligible Entity to determine whether installation work includes construction as defined by M.G.L. c.149 or M.G.L. c.30, §39M. Chapter 30B Procurement Assistance from the Office of the Inspector General is available at <https://www.mass.gov/how-to/get-public-procurement-assistance-from-our-chapter-30b-team>. Access the 30B Hotline at 617-722-8838 or email them at: [30BHotline@massmail.state.ma.us](mailto:30BHotline@massmail.state.ma.us).

Questions about public construction bidding should be directed to Deborah Anderson, Counsel II for the Attorney General's Office, at 617-963-2371. Visit the Attorney General's [Public Construction web page](#) to learn more about Public Bidding Laws.

See [Quotes Including Construction Services Requirements](#) below for information on quoting these types of projects.

## Supplier Diversity Requirements

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the "Programs (SDO and SBPP)" tab for current certification and small business status of contractors on this contract.

When soliciting multiple quotes, the following requirements apply:

Expected annual value of the RFQ	RFQ process requirements
Less than or equal to \$250,000/year	<ul style="list-style-type: none"> <li>• <b>Notify at least two small businesses</b> capable of providing the product or service of the opportunity, if available.</li> <li>• Include SBPP contract language and place it prominently within the RFQ.</li> <li>• Evaluate bids received from, and award a contract to, an SBPP-participating small business that meets the department's best value criteria.</li> <li>• Award to a large business only if there is no SBPP participating business meeting departments' best value criteria.</li> <li>• Conduct a clarification/BAFO/negotiation before disqualifying an SBPP-participating business based on price or desirable criteria.</li> <li>• See the <a href="#">Best Value Evaluation of Responses to Small Procurements: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li> </ul>
More than \$250,000/year	<ul style="list-style-type: none"> <li>• <b>Notify at least two diverse and/or small businesses</b> capable of providing the product or service of the opportunity, if available.</li> </ul>

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	<ul style="list-style-type: none"><li>• Make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.</li><li>• <b>Note:</b> Departments may ask the prime Contractor for an additional SDP commitment specifically related to the Department's purchase or engagement. SDP spending for such a purchase or engagement must be reported by the Contractor using the SDP Reporting Form directly to the Department and may not be included in any other SDP reporting filed by the Contractor.</li></ul>
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OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the "Programs (SDO and SBPP)" tab for current certification and small business status of contractors on this contract.

## Pricing, Quote and Purchase Options

### Purchase Options

The purchase options identified below are the only acceptable options that may be used on this contract:

- Purchases made through this contract will be direct, outright purchases
- This is a fee for service contract

### Pricing Options

- **Fixed Pricing:** Contract pricing has been negotiated, and no further negotiations may be made.
- **Discount off of Manufacturers Suggested Retail Price (MSRP):** Contract pricing is a specified discount off of the MSRP catalog price. Some vendors have additional discounts for volume and education.
- **Discount off of the Vendor Catalog Price:** Contract pricing is a specified discount off of the vendor catalog price. Some vendors have additional discounts for volume and education.

### Product/Service Pricing and Finding Vendor Price Files

Product pricing may be found on each individual Master Blanket Purchase Order. Contract Information can be found on the Master Record, PO-21-1080-OSD03-SRC01-21105.

### Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the OSD Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or [OSDhelpdesk@mass.gov](mailto:OSDhelpdesk@mass.gov).

When contacting a vendor on statewide contract, always reference ITC73 to receive contract pricing.

### Quick Search in COMMBUYS

Log into COMMBUYS, and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

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## How To Purchase From The Contract

- **Select items from a PunchOut catalog and purchase through COMMBUYS**

PunchOut catalogs offer the convenience of selecting Statewide Contract products from a vendor's e-commerce website. The PunchOut or Government to Business (G2B) catalogs are available via COMMBUYS only (login to COMMBUYS and select the settings option in the upper right-hand corner [  ] and choose the G2B PunchOut option). Once a vendor is selected in COMMBUYS, you are taken to the vendor's e-commerce site. After shopping is complete on the vendor's e-commerce site, selected items are pulled back into COMMBUYS, summarized on a COMMBUYS release Requisition, and are ready to submit for approval. Once approved, it is released to the vendor for processing and fulfillment.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage and select either:

- The *Quick Reference Guide (QRG)* section and choose the *QRG – Creating a Punch Out Order* job aid
- The *COMMBUYS Purchase Orders* section and choose the *How to Purchase from a COMMBUYS PunchOut* job aid.

- **Solicit quotes and select and purchase quoted item in COMMBUYS**

This COMMBUYS functionality provides a mechanism to easily obtain quotes, as specified by the Contract. The buyer would create a Release Requisition, and then convert it to a Bid. After approval by the buyer approving officer, the bid is then sent to selected vendors to request quotes. Buyers must include "ITC73 RFQ" when entering information in the Description field.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage, and select:

- The *COMMBUYS Purchase Orders* section, and choose the *How to Create a Solicitation Enabled Bid Using a Release Requisition* job aid or one of the quick reference guides.

- **Directly purchase a non-fixed price item (\$0 line item) through COMMBUYS**

This may be done if you do not need to solicit a quote, for example, for maintenance or repair projects where it is important to have the vendor who installed the system perform the services.

For a full description of how to complete a requisition in COMMBUYS visit the Job Aids for Buyers webpage, select the COMMBUYS Purchase Orders section, and download the How to Create a Requisition and Purchase Order (Contract Purchase) job aid. The following instructions customize that Job Aid. (Note: These instructions are not complete; they must be used in conjunction with the Job Aid.).

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage.

- **How to Purchase from Designated Resellers**

Some OEMs have a Designated Reseller, who is not awarded a contract, but are allowed to sell for that OEM directly, receiving quotes, invoicing and receiving payments directly. These resellers are set up as a distributor under the OEM's Master Blanket Purchase Order, the below steps are how to complete these purchases in COMMBUYS.

- Create New Requisition

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- Fill out General tab as you would normally
- Search for Item
- Select Item from the MBPO, i.e., MBPO PO-21-1080-OSD03-SCR04-xxxxx line 2
- Fill in Item information, i.e., qty price description
- Save and continue to Vendor subtab under Items
- Click on Change Vendor
- Pop up window will give you options of available vendors. This will be the OEM and their designated reseller.
- Select the designated reseller as the vendor
- Click on vendor tab next, you will see the new vendor listed.
- Continue with the requisition filling in the address, attachments etc. tabs.
- Click on the summary tab and review all information
- Once information is reviewed and correct, submit for approval.
- The process for the rest of the requisition will be the same as a normal requisition.

### Obtaining Quotes

Contract users should always reference ITC73 when contacting vendors to ensure they are receiving contract pricing. Quotes, not including construction services, should be awarded based on best value. Eligible Entities are encouraged but not required to obtain competitive quotes from multiple awarded contractors. If your purchase is over \$50,000, it is highly recommended that quotes be requested.

For a full description of how to complete a quote in COMMBUYS visit the [Job Aids for Buyers](#) webpage, and select:

- The *COMMBUYS Purchase Orders* section and choose *Request Quotes From Vendors on Statewide Contracts* job aid.

### Quotes Including Construction Services

Please note specific requirements that apply for quoting construction services, depending upon the scope of your bid:

- Where the construction services are less than \$10,000: Select a vendor based on sound business practices, consistent with your entity's procurement policies and procedures.
- For construction services valued from \$10,000-\$50,000: Must solicit a minimum of three quotes and receive two written responses; award to lowest responsible bidder.

### Labor Rate

Individual Company labor rates will be posted to COMMBUYS.

### Prevailing Wage Requirements

The Massachusetts prevailing wage laws require that covered employees on public works projects be paid a minimum hourly rate set by the Department of Labor Standards (DLS). The prevailing wage laws apply to both union and non-union employers and employees. The buyer has a legal obligation to request a prevailing wage schedule from the Department of Labor Standards (DLS) at [www.mass.gov/dols](http://www.mass.gov/dols). To get the proper rates for your region/job, you must request a determination. Questions regarding the Prevailing Wage Law may be answered by accessing the DLS website or by calling the DLS Prevailing Wage Program at (617) 626-6953. For this contact, the following prevailing wage categories include:

If prevailing wage is required, make sure to include this information in your quotes or bids so vendors know to include prevailing wage.

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In addition, all contracts by a state agency or state-assisted contracts for design, construction, reconstruction, installation, demolition, maintenance, or repair must contain Workforce Participation Goals for minorities and women. This is required by M.G.L. c. 149, § 44A(2)(G). A “state-assisted contract” is a construction project undertaken by a political subdivision of the commonwealth or two or more subdivisions thereof for planning, acquisition, design, construction, demolition, installation, repair or maintenance whose costs are paid for, reimbursed, grant funded, or otherwise supported, in whole or in part, by the commonwealth. An affected awarding authority’s bid documents must include a reference to the specific goals that will be contained in the contract. The contract must also include the processes and procedures to ensure compliance with the Workforce Participation Goals, including reporting and enforcement provisions. For questions about the Workforce Participation Goals law, please contact Deborah Anderson at the Attorney General’s Office at 617-963-2371 or visit the Attorney General’s [Public Construction Bidding in Massachusetts FAQ](#).

The Office of the Attorney General’s Fair Labor Division is responsible for enforcing the prevailing wage laws. Visit [www.mass.gov/prevailing-wage-enforcement](http://www.mass.gov/prevailing-wage-enforcement) for more information.

## Instructions for MMARS Users

MMARS users must reference the MA number in the proper field in MMARS when placing orders with any contractor.

## Environmentally Preferable Products (EPP)

As the CDC has found that COVID-19 is contracted primarily through [airborne transmission](#), organizations may wish to reevaluate cleaning protocols and apply disinfectants to surface areas only as needed. Disinfectants used for this purpose should be listed on EPA’s [List N: Disinfectants for Use Against SARS-CoV-2](#), and it is recommended to choose safer disinfectants (find more information about safer disinfectants on the Toxics Use Reduction Institute’s [COVID-19: Safely Clean & Disinfect](#) webpage) which may be found on the [FAC118: Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies](#) contract. In addition, hand sanitizers must contain at least 60% ethanol per the [Centers for Disease Control \(CDC\) guidance](#).

## Contract Exclusions and Related Statewide Contracts

### Not allowed under any circumstances

- Services for IT application development projects are specifically excluded from this contract, except for software development that may be needed in conjunction with hardware systems integration.
- Desktops and laptops other than those manufactured by awarded Category 1 vendors. For the purposes of this Section, Chromebooks are not considered laptops; Chromebooks made by any OEM are allowed under this Contract. This restriction does not apply to Category 4.
- Storage Solutions other than those manufactured by awarded Category 2 vendors, except that Servers (Category 2) may be purchased with, or augmented by, storage systems made by other OEMS
- Servers other than those manufactured by awarded Category 2 vendors
- Web hosting except in conjunction with IT Hardware
- Telephony, IP Telephony plans and other voice/data services (available through ITT72)
- Any voice and data or cellular plan with charges for voice or data usage

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Not allowed for Executive Department agencies

- Network printers (available through ITC80)

## Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Response Supplies, Services and Equipment Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

## Shipping/Delivery/Returns

### *Freight, travel, and other charges*

Freight and travel charges, if any, must be identified in the quote. Freight and travel charges, or any other charges not included in the quote accepted by the Eligible Entity, will not be paid. Freight and travel charges must be no more than the actual freight or travel charges paid by the Contractor.

### *Delivery timeframe*

Vendors must agree to deliver all equipment within 30 days of receipt of an order, unless otherwise agreed upon, in writing, by the Eligible Entity and Contractor.

### *Return Policy*

Vendors must accept return of any defective commodities, or commodities which do not conform to those quoted, within thirty days of receipt of goods. Vendor must provide a means for the Eligible Entity to ship the materials without paying for shipment. Vendor must offer a return policy if allowed by manufacturer which allows Eligible Entities to return unopened commodities within thirty days of delivery, even if non-defective and conforming to those quoted, without restocking or other charges.

## Additional Information/FAQs

### Warranties

Bidders must provide an on-site, 3-year warranty, with no charges for parts, labor or transportation during the warranty period. Bidders must respond to a warranty service call within four (4) hours with a call back from the initial problem call and next business day on-site response time from the call back, unless otherwise agreed upon, in writing, by the Eligible Entity and Contractor.

A warranty service upgrade for Eligible Entity requiring more rapid response will be available for an additional cost. Bidders must describe any on-going preventive maintenance services offered during the warranty period, as part of the warranty or at an additional cost. Bidders must also describe any plans they offer for post-warranty maintenance and support, including but not limited to the ability to purchase an extended warranty at the time of system purchase, plans offering services as needed on an hourly rate or other basis, and annual fixed priced maintenance contracts.

### Other Discounts

- **Prompt Pay Discounts:** A discount given to the buyer if paid within a certain time period. These discounts may be found in the [Vendor List and Information](#) section below. All discounts offered will be taken in cases where the payment issue date is within the specified number of days listed by vendor and in accordance with the Commonwealth's Bill Paying Policy. Payment days will be measured from the date goods are received and

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accepted / performance was completed OR the date an invoice is received by the Commonwealth, whichever is later to the date the payment is issued as an EFT (preferred method) or mailed by the State Treasurer. The date of payment "issue" is the date a payment is considered "paid" not the date a payment is "received" by a Contractor.

- **Volume Discounts:** discount is provided to buyer if a certain volume of product or service is purchased.
- **Education Discounts:** discount is provided to buyer if a certain volume of product or service is purchased for education entities.

### If the Needed Product Can Not be Found

If a product cannot be found in the vendor's catalog or price sheet, it is recommended to contact the vendor directly to inquire if it is available for purchase on this contract. If the product meets the scope of the product category, the vendor may be able to add it to their product offerings.

If the product is not listed in the scope of the product category, a buyer may contact the Strategic Sourcing Lead to inquire whether the product may be purchased.

### Performance and Payment Time Frames Which Exceed Contract Duration

All term leases, rentals, maintenance or other agreements for services entered into during the duration of this Contract and whose performance and payment time frames extend beyond the duration of this Contract shall remain in effect for performance and payment purposes (limited to the time frame and services established per each written agreement). No written agreement shall extend more than 36 months beyond the current contract term of this Statewide Contract as stated on the [first page](#) of this contract user guide. No new leases, rentals, maintenance, or other agreements for services may be executed after the Contract has expired.

### Resales of hardware/services covered under specified Statewide Contracts ("One Stop Shopping")

All Category 3 vendors will be designated as "Eligible Entities" for specified OSD Statewide Contracts. Equipment, services, or software available from those Statewide Contracts must be obtained from those Statewide Contracts and provided to Eligible Entities at a cost no greater than the Eligible Entity would pay if purchasing directly from the applicable Statewide Contract.

The purpose of this provision is to allow Eligible Entities to take advantage of the pricing and features of the OSD's many Information Technology related contracts, while interfacing with a single point of contact. The Category 3 vendor will obtain the goods and services directly from the applicable Statewide Contract and provide project management services as needed to coordinate among different vendors.

This provision may not be used if all products/services necessary can be obtained from another Statewide Contract. In that case, the other Statewide Contract must be used for the purchase.

The Contract User Guide will provide a list, updated from time to time, identifying the eligible Statewide Contracts and the goods/services that may be obtained via One Stop Shopping. Those goods/services must be obtained from the eligible Statewide Contract, rather than sourced elsewhere by the Category 3 vendor, unless otherwise provided below.

Contract Title and Number	Products
<a href="#">ITS75 Software Reseller</a>	Software licenses and maintenance, excluding Cloud, which may not be obtained through ITC73. The following software may be provided directly by the Category 3 vendor without

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	going through ITS58: a) software required for the hardware to operate at all, such as operating system software, b) software that only operates on specific hardware and is not sold separately from that hardware, and c) K-12 schools and school districts may purchase ONE copy of application software with each complete desktop/laptop system, provided that it is part of a single purchase with one Category 3 vendor.
<a href="#">ITT72</a> – Networking and Communications	Networking/Communications products.
<a href="#">OFF50</a> – Audio, Video, Multimedia Presentation Equipment, Supplies and Services	Projection screens, whiteboards, and other presentation equipment, televisions, cameras, loudspeaker systems, other AV devices. These items may be purchased only as part of a complete system solution and must be obtained through OFF50.
<a href="#">ITC80</a> – Imaging Devices, Supplies and Services	Copiers, faxes, digital duplicating equipment, printers, only as parts of a complete system solution. These types of devices may not be sourced elsewhere by the ITC73 vendor except for brands and models that are not available under ITC80. Printers and printer supplies may not be sold to Executive Department agencies.
<a href="#">ITC71</a> – Security, Surveillance, Monitoring, and Access Control	Security products including security cameras and access control systems, only allowed as part of a complete system solution.

The items below may be sold under ITC73 without using "One Stop Shopping" or purchasing items from the ITC73 OEMs:

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- **Tablets, Chromebooks** and similar devices unavailable **under the OEM Categories**.
- **Desktop- and Laptop related supplies and accessories:** Hard drives, memory, optical drives, power supplies, system boards, cards (video/audio/serial), internal cables, keyboards, monitors, mice, USB drives, cables, external drives, security locks and devices, specialized computer tools and kits, computer racks and housing, data collection devices, carrying bags or cases, docking stations, other desktop- and laptop-related devices of like scope.
- **Printers and printer-related supplies and accessories unavailable under ITC80**, except that printers and printer supplies may not be sold to Executive Department agencies
- **Server-related supplies and accessories** - drives, power supplies, management cards, memory, processors, other server-related supplies and accessories
- **Uninterrupted power supplies (UPS)** – only for use with IT devices, not for backup of facilities such as air conditioning, electrical, heating or other building systems
- **Batteries** and replacement battery cartridges
- **Removable storage media** - CD/CD-R/CD-RW, DVD/DVD-R/DVD-RW, disks, flash drives, magnetic tape media, back-up tapes, data cartridges, data cleaning cartridges, data cassettes, other removable storage media devices
- **Other computer-related supplies and accessories** – Bar code labels, blank labels, technical books and manuals
- **Hardware parts and/or upgrades** of existing PCs, servers, or peripherals
- **GPS devices**
- **Adaptive technology**
- **Hubs, switches, routers and other networking devices unavailable** under ITT50
- **Refurbished Desktops/Laptops manufactured by vendors in ITC73 Category 1**, meeting the following specifications: Products are partially or fully manufactured from existing product materials, where such materials are cleaned and/or repaired in accordance with OEM specifications. Unusable parts are replaced with new or remanufactured parts that meet or exceed OEM specifications and any governing standard or regulations.

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# Contract User Guide for ITC73

## Strategic Sourcing Team Members

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- Don Chamberlain, EOTTS
- James Sullivan, Danvers
- Ken Discher, Iowa
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- Lenore Bernashe, Westfield
- Matt Killen, Salem
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- Thomas Howker, Maine

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# Contract User Guide for ITC73

## Vendor List and Information\*

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Categories	Green Designated Vendor	SDP Percentage	SDO Certification Type
**[Conversion Vendor] [Master MBPO] (All contract documents)	<a href="#">PO-21-1080-OSD03-SRC01-21105</a>	Camille Clarke	617-251-1858	<a href="mailto:Camille.I.clarke@mass.gov">Camille.I.clarke@mass.gov</a>	N/A	N/A	N/A	
Acer	<a href="#">PO-21-1080-OSD03-SRC04-21074</a>	Lynne Edgehill	508-259-0573	<a href="mailto:Lynne.Edgehill@acer.com">Lynne.Edgehill@acer.com</a>	1	Yes	15%	
Aqueduct Technologies, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21064</a>	Dan Murray	617-221-3577	<a href="mailto:dmurray@aqueducttech.com">dmurray@aqueducttech.com</a>	3		1.5%	MBE
Bredy Network Management Corp – BNMC and CPU Sales & Service	<a href="#">PO-21-1080-OSD03-SRC04-21053</a>	Roger Michelson	978-482-2020 x15	<a href="mailto:Roger@bnmc.net">Roger@bnmc.net</a>	3		5%	
Bulletproof Solutions Inc. dba Terminal Exchange Systems	<a href="#">PO-22-1080-OSD03-OSD03-24672</a>	Rich Pomper	857-302-7725	<a href="mailto:rich.pomper@bulletproofsi.com">rich.pomper@bulletproofsi.com</a>	3	Yes	10%	
CBTS	<a href="#">PO-21-1080-OSD03-SRC04-21071</a>	Marilyn Koch	781-858-6246	<a href="mailto:marilyn.koch@cbts.com">marilyn.koch@cbts.com</a>	3		10%	
CDW Government LLC	<a href="#">PO-21-1080-OSD03-OSD03-21496</a>	Nicole Hadley	832-684-2633	<a href="mailto:nicole.hadley@cdwg.com">nicole.hadley@cdwg.com</a>	3		15%	
Continental Resources, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21091</a>	Jeff Lane	781-533-0292-	<a href="mailto:jlane@conres.com">jlane@conres.com</a>	3		1%	WBE
Converge Technology Solutions US, LLC (Formerly Lighthouse Computer Services & Vicom Computer Services Inc.)	<a href="#">PO-23-1080-OSD03-OSD03-29362</a>	Andrew Tenaglia	617-365-7640	<a href="mailto:atenaglia@convergetp.com">atenaglia@convergetp.com</a>	3		15%	

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Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Categories	Green Designated Vendor	SDP Percentage	SDO Certification Type
Custom Computer Specialists Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21075</a>	Catherine Burton	401-775-1247	<a href="mailto:cburton@customonline.com">cburton@customonline.com</a>	3	Yes	1%	
DataPivot Technologies	<a href="#">PO-21-1080-OSD03-SRC04-21072</a>	Tammy Wile	978-337-5478	<a href="mailto:twile@datapivottech.com">twile@datapivottech.com</a>	3		10%	
Dell Marketing L.P.	<a href="#">PO-21-1080-OSD03-SRC04-21090</a>	Sean Tynan	(617) 955-7355	<a href="mailto:sean.tynan@dell.com">sean.tynan@dell.com</a>	1,2,3,4	Yes	4%	
EchoStor Technologies, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21063</a>	Caleb Morgan	508-737-9314	<a href="mailto:caleb.morgan@echostor.com">caleb.morgan@echostor.com</a>	3		1%	
EMC Corporation	<a href="#">PO-21-1080-OSD03-SRC04-21086</a>	Mike Forbes	(617) 851-1657	<a href="mailto:michael.forbes@dell.com">michael.forbes@dell.com</a>	2	Yes	4%	
ePlus Technology, inc.	<a href="#">PO-21-1080-OSD03-SRC04-21108</a>	Steve Low	781-615-1314	<a href="mailto:slow@eplus.com">slow@eplus.com</a>	3	Yes	5%	
Trafera, LLC	<a href="#">PO-21-1080-OSD03-SRC04-21057</a>	Eric Ogden	651-242-5692	<a href="mailto:cpntracts@trafera.com">cpntracts@trafera.com</a>	3	Yes	5%	
Future Technologies Group, LLC dba New Era Technology	<a href="#">PO-21-1080-OSD03-SRC04-21084</a>	Kate Waldron	617-502-1248	<a href="mailto:SLED.ne@neweratech.com">SLED.ne@neweratech.com</a> <a href="mailto:Kate.Waldron@NewEraTech.com">Kate.Waldron@NewEraTech.com</a>	3	Yes	2.5%	
GlassHouse Systems	<a href="#">PO-21-1080-OSD03-SRC04-21107</a>	Mary DeBartolo / John Callisto	508-237-3191 / 949-636-0031	<a href="mailto:mdebartolo@ghsystems.com">mdebartolo@ghsystems.com</a> <a href="mailto:jcallisto@ghsystems.com">jcallisto@ghsystems.com</a>	3		3%	
GovConnection, Inc. dba Connection – Public Sector Solutions	<a href="#">PO-21-1080-OSD03-SRC04-21460</a>	Bill Fleckenstein	800-800-0019 ext. 34242	<a href="mailto:bill.fleckenstein@connection.com">bill.fleckenstein@connection.com</a>	3		2%	
GreenPages, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21069</a>	David Knox	(781) 987-2013	<a href="mailto:dknox@greenpages.com">dknox@greenpages.com</a>	3		3%	
Haywood Associates Incorporated d/b/a TransCOR	<a href="#">PO-21-1080-OSD03-SRC04-21058</a>	Derek Biersteker	978-352-3100	<a href="mailto:derekb@transcor-it.com">derekb@transcor-it.com</a> <a href="mailto:rhonda@transcor-it.com">rhonda@transcor-it.com</a>	4		4%	

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Information Technologies		/ Rhonda tryder						
Hewlett Packard Enterprise	<a href="#">PO-21-1080-OSD03-SRC04-21062</a>	Lauren Weaber	972-895-9457	<a href="mailto:Lauren.Weaber@hpe.com">Lauren.Weaber@hpe.com</a>	2	Yes	1%	
HP Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21078</a>	Jasmine Tullis	603-440-3520	<a href="mailto:Jasmine.pelloni.tullis@hp.com">Jasmine.pelloni.tullis@hp.com</a>	1, 4	yes	2%	
HUB Technical Services, LLC.	<a href="#">PO-21-1080-OSD03-SRC04-21098</a>	Joseph Lovetere	508-238-9887 X4101	<a href="mailto:jlovetere@hubtech.com">jlovetere@hubtech.com</a>	3	Yes	3%	
Insight Public Sector, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21059</a>	Rosemarie Pavlick	203.659.2448	<a href="mailto:TeamMass@insight.com">TeamMass@insight.com</a>	3		6%	
Integrated Computer Solutions of Vestal LLC	<a href="#">PO-21-1080-OSD03-SRC04-21106</a>	Michael Woodford	774-209-2496	<a href="mailto:mwoodford@techmd.com">mwoodford@techmd.com</a>	3	Yes	5%	
Integrated IT Solutions, LLC	<a href="#">PO-21-1080-OSD03-SRC04-21055</a>	Jay Patterson	781-742-2237	<a href="mailto:ITC73@integratedit.com">ITC73@integratedit.com</a>	3		8%	
International Business Machines (IBM)	<a href="#">PO-21-1080-OSD03-SRC04-21052</a>	Doug Wain	978-735-9830	<a href="mailto:DougWain@us.ibm.com">DougWain@us.ibm.com</a>	2		10%	
IntraSystems, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21082</a>	Madeline Doherty	781.986.1700 x224	<a href="mailto:mdoherty@intrasystems.com">mdoherty@intrasystems.com</a>	3		2%	
Konica Minolta Business Solutions U.S.A, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21087</a>	Jack Dixon	703-760-3584	<a href="mailto:jack.dixon@kmbs.konicaminolta.us">jack.dixon@kmbs.konicaminolta.us</a>	3		1%	
Lenovo (United States) Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21089</a>	Patricia Hildreth / Michael Shropshire	781-738-4248 / 803-517-1038	<a href="mailto:Phildreth@lenovo.com">Phildreth@lenovo.com</a> <a href="mailto:mshropshire@lenovo.com">mshropshire@lenovo.com</a>	1,3,4	Yes	11%	
Lenovo Global Technology (United States) Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21066</a>	Fred Zering / Matthew Adams	203-482-1067 / 919-237-8794	<a href="mailto:Fzering@lenovo.com">Fzering@lenovo.com</a> <a href="mailto:madams2@lenovo.com">madams2@lenovo.com</a>	2	Yes	11%	

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MicroNet Associates, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21079</a>	Kenneth Hahn	508-435-7600	<a href="mailto:ken@mcrnet.com">ken@mcrnet.com</a>	3		3%	
Micros Northeast, Inc	<a href="#">PO-21-1080-OSD03-SRC04-21065</a>	Julie Haroutuni an	781-935-1456	<a href="mailto:accounting@microsne.com">accounting@microsne.com</a>	3		20%	
NetApp, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21099</a>	Wendy Goodman	(919) 476-5828	<a href="mailto:wendy.goodman@netapp.com">wendy.goodman@netapp.com</a>	2		2%	
NEWCOM Wireless Services, LLC	<a href="#">PO-21-1080-OSD03-SRC04-21060</a>	Dov Koplovsky / Kristine Loomer	781-826-7989/ 781-424-7870	<a href="mailto:dov.koplovsky@newcomglobal.com">dov.koplovsky@newcomglobal.com</a> <a href="mailto:kristine@newcomglobal.com">kristine@newcomglobal.com</a>	4	Yes	51%	
North East Technology, Inc	<a href="#">PO-21-1080-OSD03-SRC04-21061</a>	Corei Mello	617-304-8188	<a href="mailto:cmello@northeast-tech.com">cmello@northeast-tech.com</a>	3		1%	
NWN Corporation	<a href="#">PO-21-1080-OSD03-SRC04-21054</a>	Jen Golden	860-606-2865	<a href="mailto:jgolden@nwnit.com">jgolden@nwnit.com</a>	3		5%	
Ockers Company	<a href="#">PO-21-1080-OSD03-SRC04-21081</a>	David Mitchell	508-586-4642	<a href="mailto:Dmitchell@ockers.com">Dmitchell@ockers.com</a>	3	Yes	5%	
PC Enterprises Inc dba Entre Technologies	<a href="#">PO-21-1080-OSD03-SRC04-21080</a>	Robert Braceland	413-736-2112	<a href="mailto:rbraceland@pc-enterprises.com">rbraceland@pc-enterprises.com</a>	3		1%	
PJ Systems Incorporated, dba HIQ Computers	<a href="#">PO-21-1080-OSD03-SRC04-21083</a>	Ben Sheng	617-951-4650 x 103	<a href="mailto:bsheng@hiq.com">bsheng@hiq.com</a>	3		5%	
Presidio Networked Solutions, Inc. (Presidio)	<a href="#">PO-21-1080-OSD03-SRC04-21094</a>	James Doyle	781-638-2253	<a href="mailto:NESLED@presidio.com">NESLED@presidio.com</a>	3		2%	
Pure Storage, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21068</a>	Kim Bradbury	301-717-9968	<a href="mailto:kim.bradbury@purestorage.com">kim.bradbury@purestorage.com</a>	2		10%	
RetroFit Technologies, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21076</a>	Katherine Connor	508-244-2436	<a href="mailto:kconnor@retrofit.com">kconnor@retrofit.com</a>	3		4%	

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Rutter Networking, Inc	<a href="#">PO-21-1080-OSD03-SRC04-21077</a>	Jeff Larsen	978 642-1000	<a href="mailto:jlarsen@rutter-net.com">jlarsen@rutter-net.com</a>	3		1%	
SHI International Corp	<a href="#">PO-21-1080-OSD03-SRC04-21095</a>	Michael Dempsey	508-254-5739	<a href="mailto:michael_dempsey@shi.com">michael_dempsey@shi.com</a>	3		10%	MBE & WBE
TOSS Corporation	<a href="#">PO-21-1080-OSD03-SRC04-21070</a>	Mike Ciulla/Greg Hanna	508-683-0360/508-683-0366	<a href="mailto:mciulla@toss.net">mciulla@toss.net</a> <a href="mailto:hanna@toss.net">hanna@toss.net</a>	3		10%	
Whalley Computer Associates, Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21097</a>	Jake Brown	508-634-1152	<a href="mailto:wcabizma@wca.com">wcabizma@wca.com</a>	3	Yes	10%	
Worldcom Exchange Inc.	<a href="#">PO-21-1080-OSD03-SRC04-21067</a>	Dave Harris	978-766-6974	<a href="mailto:itc73@wei.com">itc73@wei.com</a>	3	Yes	6%	
Zones, LLC	<a href="#">PO-21-1080-OSD03-SRC04-21056</a>	Bob Spencer	508-740-9877	<a href="mailto:MASSITC73@zones.com">MASSITC73@zones.com</a>	3		4%	MBE

\*Note that COMMBUYS is the official system of record for vendor contact information.

\*\*The Master MBPO is the central repository for all common contract files. Price files may be found in the individual vendor's MBPO.

## OEM Additional Designated Resellers\*

OEM	Reseller	Contact	Phone	Email
HPE	Advizex	Mike Covell	857.257.4395	<a href="mailto:mcovell@advizex.com">mcovell@advizex.com</a>
EMC	Focus Technology	John Shaheen	617.938.6250	<a href="mailto:jshaheen@focustsi.com">jshaheen@focustsi.com</a>
IBM	Mainline Information Systems	Greg Candela	508.954.7794	<a href="mailto:Greg.candela@mainline.com">Greg.candela@mainline.com</a>
Dell	Winslow Technology Group	Ed Palmer	508.509.6998	<a href="mailto:epalmer@winslowtg.com">epalmer@winslowtg.com</a>

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NetApp Inc	Worldwide Technology Inc	Carol Harting	314.995.6103	<a href="mailto:Carol.harting@wwt.com">Carol.harting@wwt.com</a>
Pure Storage, Inc.	xFact Inc.	Amit Banerji	978-686-3180	<a href="mailto:amit@xfact.com">amit@xfact.com</a>

\*Note that products are also available from Category Three Resellers.

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