

Contract User Guide for ITC73

ITC73: IT Hardware and Services

UPDATED: April 18, 2025

Contract #:	ITC73
MMARS MA #:	ITC73*
Initial Contract Term:	February 1, 2021 – January 31, 2028
Current Contract Term:	February 1, 2021 – January 31, 2028
Maximum End Date:	January 31, 2028
Renewals:	None
Category Managers:	Ryan Johnson, 781-470-4384, ryan.johnson2@mass.gov Jessica Ofurie, 351-201-2213, jessica.ofurie2@mass.gov
This Contract Contains:	Environmentally Preferable Products, Prompt Pay Discount
UNSPSC Codes:	43-21-15 – Computers 43-21-00 – Computer Equipment and Accessories
Updates:	Updated contact information for Echostor
*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.

NOTE: Eligible Entities may procure low voltage cabling (previously available from Statewide Contract ITC68) under the following statewide contracts, provided that such cabling is necessary for the operation of a product or service available under that contract. Such cabling may be procured on a standalone basis and does not require the procurement of a new product or service.

- Low voltage cabling may be procured from vendors on [ITC71 \(Security, Surveillance, Monitoring, and Access Control Systems\)](#) when the cabling is necessary for the operation of integrated security systems or other contract offerings.
- Low voltage cabling may be procured from vendors on [ITT72 Categories 2-9 \(Network Services, Communications Services & Related Equipment\)](#) when the cabling is necessary for the operation of voice services, data services, or other contract offerings.
- Low voltage cabling may be procured from vendors on [ITC73 \(Information Technology Equipment and Services\)](#) when the cabling is necessary for the operation of computers, servers, or other contract offerings.

Eligible Entities are responsible for ensuring compliance with all [Construction Requirements](#), including the prevailing wage law, as applicable.

Contract Categories

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 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.

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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.

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.

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

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.

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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.


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.

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). G2B PunchOut can now also be accessed directly on COMMBUYS Landing Page when signed in. Click on



Icon on left hand side of page. Select a vendor on the dropdown in COMMBUYS, you are then 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.

ITC73 Vendors who currently have PunchOut catalogs:

- CDW
- HP Inc

- **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.

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- **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
- 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:

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- 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. 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.

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

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 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)

This contract covers a broad range of computer equipment and related services and requires all desktops, notebooks, tablets, integrated desktop computers, and displays provided under this contract to have achieved either Silver registration or higher under the [Electronic Products Environmental Assessment Tool](#) (EPEAT) or [TCO Certification](#). Both are procurement tools designed to help purchasers evaluate, compare, and select equipment based upon their sustainability attributes. This includes environmental criteria that address the full product lifecycle, from energy conservation and toxic materials to product longevity and end-of-life management, ultimately reducing the environmental impact across the product lifecycles.

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In addition, Category 1 of ITC73 allows for the purchase of refurbished computers. All servers, multi-node-servers and rack servers provided under this contract are preferred to have achieved Bronze registration or higher from EPEAT.

Massachusetts Appliance Efficiency Standards: Pursuant to M.G.L. c. 25B, the Department of Energy Resources (DOER) has adopted regulations at 225 CMR 9.00 for testing the energy efficiency of certain appliances and lamps (listed here). Beginning January 1st, 2023, products in the covered categories may only be sold or installed in Massachusetts if they are certified by their manufacturer as compliant with the regulations. Compliant products are listed in the Northeast Energy Efficiency Partnerships State Appliance Standards Database (SASD) which may be found at <https://spl.mendixcloud.com/index.html>. Products not certified on the SASD database within covered categories may not be sold on this contract.

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

Not allowed for Executive Department agencies

- Network printers (available through ITE001)

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.

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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 in writing by the Eligible Entity and Contractor.

A warranty service upgrade for Eligible Entity requiring more rapid response is 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 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 Cannot 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 Category Manager to inquire whether the product may be purchased.

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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 products/services covered under specified Statewide Contracts ("One Stop Shopping")

All Category 3 vendors are designated as "Eligible Entities" for the Statewide Contracts listed below. Products or services available from those contracts must be sourced from those Statewide Contracts and sold to Eligible Entities at a cost no greater than the Eligible Entity would pay if purchasing directly from the applicable Statewide Contract.

This provision allows Eligible Entities to take advantage of the pricing and features of multiple Information Technology contracts while interfacing with a single point of contact. The Category 3 vendor will obtain the products or 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 or services necessary can be obtained from another Statewide Contract. In that case, the other Statewide Contract must be used for the purchase.

The following list, which may be updated from time to time, identifies the eligible Statewide Contracts and the products or services 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 Number and Title	Description
ITS75 – Software and Services	ITC73 Category 3 vendors may purchase software and maintenance from ITS75 on the Eligible Entity's behalf in conjunction with a purchase of equipment under ITC73. Cloud cannot be obtained through ITC73. The following may be sold directly by Category 3 vendors without going through ITS75: <ul style="list-style-type: none">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/orc) 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.
ITT72 Categories 2 through 9 – Networking Services, Communications Services & Related Equipment	ITC73 Category 3 vendors may purchase from ITT72 on the Eligible Entity's behalf only when products are part of a complete system solution.
OFF50 – Audio, Video, and Multimedia Presentation Equipment, Supplies and Services	ITC73 Category 3 vendors may purchase from OFF50 on the Eligible Entity's behalf only when products are part of a complete system solution.
ITE001 – Multi-Function Devices and Related Software, Services, and Cloud Solutions	ITC73 Category 3 vendors may purchase from ITE001 on the Eligible Entity's behalf only when products are part of a complete system solution. ITC73 Category 3 vendors may only source these products elsewhere if a brand or model is not available under ITE001. Printers and printer supplies may not be sold to Executive Department agencies.
ITC71 – Security, Surveillance, Monitoring, and Access Control	ITC73 Category 3 vendors may purchase from ITC71 on the Eligible Entity's behalf only when products are part of a complete system solution.

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

- **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 ITE001 or 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 ITT72
- **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
- Reann Rostamnezhad, OSD
- Amanda Ferdinand, OSD
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Contract User Guide for ITC73

Vendor List and Information*

Vendor	Master Blanket Purchase Order	Contact	Phone #	Email	Awarded Categories	Green Designated Vendor	SDP Commitment Percentage	SDO Certification Type
**Master Contract Record (All contract documents)	PO-21-1080-OSD03-SRC01-21105	See Page 1	See Page 1	See Page 1	N/A	N/A	N/A	N/A
Acer	PO-21-1080-OSD03-SRC04-21074	Lynne Edgehill	508-259-0573	Lynne.Edgehill@acer.com	1	Yes	15%	
Aqueduct Technologies, Inc.	PO-21-1080-OSD03-SRC04-21064	Dan Murray	617-221-3577	dmurray@aqueducttech.com	3		1.5%	MBE
Bredy Network Management Corp – BNMC and CPU Sales & Service	PO-21-1080-OSD03-SRC04-21053	Roger Michelson	978-482-2020 x15	Roger@bnmc.net	3		5%	
Bulletproof Solutions Inc. dba Terminal Exchange Systems	PO-22-1080-OSD03-OSD03-24672	Rich Pomper	857-302-7725	rich.pomper@bulletproofsi.com	3	Yes	10%	
CBTS	PO-21-1080-OSD03-SRC04-21071	Marilyn Koch	781-858-6246	marilyn.koch@cbts.com	3		10%	
CDW Government LLC	PO-21-1080-OSD03-OSD03-21496 PunchOut Catalog: PO-21-1080-OSD03-OSD03-21496	Missy Lipparelli	360-688-6759	Melissa.lipparelli@cdwg.com	3		15%	
Continental Resources, Inc.	PO-21-1080-OSD03-SRC04-21091	Jeff Lane	781-533-0292	jlane@conres.com	3		1%	WBE
Converge Technology Solutions US, LLC (Formerly Lighthouse Computer Services &	PO-23-1080-OSD03-OSD03-29362	Andrew Tenaglia	617-365-7640	atenaglia@convergetp.com	3		15%	

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Vendor	Master Blanket Purchase Order	Contact	Phone #	Email	Awarded Categories	Green Designated Vendor	SDP Commitment Percentage	SDO Certification Type
Vicom Computer Services Inc.)								
Custom Computer Specialists Inc.	PO-21-1080-OSD03-SRC04-21075	Catherine Burton	401-775-1247	cburton@customonline.com	3	Yes	1%	
DataPivot Technologies	PO-21-1080-OSD03-SRC04-21072	Tammy Wile	978-337-5478	twile@datapivottech.com	3		10%	
Dell Marketing L.P.	PO-21-1080-OSD03-SRC04-21090	Sean Tynan	617-955-7355	sean.tynan@dell.com	1,2,3,4	Yes	4%	
EchoStor Technologies, Inc.	PO-21-1080-OSD03-SRC04-21063	Jessica Pezzulo	716-259-3566	jessica.pezzulo@echostor.com	3		1%	
EMC Corporation	PO-21-1080-OSD03-SRC04-21086	Sean Tynan	617-955-7355	sean.tynan@dell.com	2	Yes	4%	
ePlus Technology, inc.	PO-21-1080-OSD03-SRC04-21108	Steve Low	781-615-1314	slow@eplus.com	3	Yes	5%	
Future Technologies Group, LLC dba New Era Technology	PO-21-1080-OSD03-SRC04-21084	Kate Waldron	617-502-1248	SLLED.ne@neweratech.com Kate.Waldron@NewEraTech.com	3	Yes	2.5%	
GlassHouse Systems	PO-21-1080-OSD03-SRC04-21107	Mary DeBartolo John Callisto	508-237-3191 949-636-0031	mdebartolo@ghsystems.com jcallisto@ghsystems.com	3		3%	
GovConnection, Inc. dba Connection – Public Sector Solutions	PO-21-1080-OSD03-SRC04-21460	Bill Fleckenstein	800-800-0019 x34242	bill.fleckenstein@connection.com	3		2%	
Blue Mantis, Inc. dba GreenPages, Inc.	PO-21-1080-OSD03-SRC04-21069	David Knox	781-987-2013	dknox@greenpages.com	3		3%	
Haywood Associates Incorporated d/b/a TransCOR Information Technologies	PO-21-1080-OSD03-SRC04-21058	Derek Biersteker Rhonda Tryder	978-352-3100	derekb@transcor-it.com rhonda@transcor-it.com	4		4%	

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Vendor	Master Blanket Purchase Order	Contact	Phone #	Email	Awarded Categories	Green Designated Vendor	SDP Commitment Percentage	SDO Certification Type
Hewlett Packard Enterprise	PO-21-1080-OSD03-SRC04-21062	Lauren Weaber	972-895-9457	Lauren.Weaber@hpe.com	2	Yes	1%	
HP Inc.	PO-21-1080-OSD03-SRC04-21078 PunchOut Catalog: PO-22-1080-OSD03-OSD03-23870	Jasmine Tullis	603-440-3520	Jasmine.pelloni.tullis@hp.com	1, 4	yes	2%	
HUB Technical Services, LLC.	PO-21-1080-OSD03-SRC04-21098	Joseph Lovetere	508-238-9887 X4101	jlovetere@hubtech.com	3	Yes	3%	
Insight Public Sector, Inc.	PO-21-1080-OSD03-SRC04-21059	Rosemarie Pavlick	203.659.2448	TeamMass@insight.com	3		6%	
Integrated Computer Solutions of Vestal LLC	PO-21-1080-OSD03-SRC04-21106	John Moniz	774-209-2548	jmoniz@techmd.com	3	Yes	5%	
Integrated IT Solutions, LLC	PO-21-1080-OSD03-SRC04-21055	Jay Patterson	781-742-2237	ITC73@integratedit.com	3		8%	
International Business Machines (IBM)	PO-21-1080-OSD03-SRC04-21052	Doug Wain	978-735-9830	DougWain@us.ibm.com	2		10%	
IntraSystems, Inc.	PO-21-1080-OSD03-SRC04-21082	Madeline Doherty	781.986.1700 x224	mdoherty@intrasystems.com	3		2%	
Konica Minolta Business Solutions U.S.A, Inc.	PO-21-1080-OSD03-SRC04-21087	Liz Strahle	201-934-5213	lstrahle@kmb.konicaminolta.us	3		1%	
Lenovo (United States) Inc.	PO-21-1080-OSD03-SRC04-21089	Patricia Hildreth Matthew Wyker	781-738-4248 919-995-9836	Phildreth@lenovo.com mwyker@lenovo.com	1,3,4	Yes	11%	

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Lenovo Global Technology (United States) Inc.	PO-21-1080-OSD03-SRC04-21066	Kara Leggett	828-289-0987	kleggett@lenovo.com	2	Yes	11%	
MicroNet Associates, Inc.	PO-21-1080-OSD03-SRC04-21079	Kenneth Hahn	508-435-7600	ken@mcrnet.com	3		3%	
Micros Northeast, Inc	PO-21-1080-OSD03-SRC04-21065	Julie Haroutunian	781-935-1456	accounting@microsne.com	3		20%	
NetApp, Inc.	PO-21-1080-OSD03-SRC04-21099	Wendy Goodman	919-476-5828	wendy.goodman@netapp.com	2		2%	
NEWCOM Wireless Services, LLC	PO-21-1080-OSD03-SRC04-21060	Dov Koplovsky Kristine Loomer	781-826-7989 781-424-7870	dov.koplovsky@newcomglobal.com kristine@newcomglobal.com	4	Yes	51%	
North East Technology, Inc	PO-21-1080-OSD03-SRC04-21061	Corei Mello	617-304-8188	cmello@northeast-tech.com	3		1%	
NWN Corporation	PO-21-1080-OSD03-SRC04-21054	Jen Golden	860-606-2865	jgolden@nwnit.com	3		5%	
Ockers Company	PO-21-1080-OSD03-SRC04-21081	David Mitchell	508-586-4642	Dmitchell@ockers.com	3	Yes	5%	
PC Enterprises Inc dba Entre Technologies	PO-21-1080-OSD03-SRC04-21080	Robert Braceland	413-736-2112	rbraceland@pc-enterprises.com	3		1%	
PJ Systems Incorporated, dba HIQ Computers	PO-21-1080-OSD03-SRC04-21083	Ben Sheng	617-951-4650 x103	bsheng@hiq.com	3		5%	
Presidio Networked Solutions, Inc. (Presidio)	PO-21-1080-OSD03-SRC04-21094	James Doyle	781-638-2253	NESLED@presidio.com	3		2%	
Pure Storage, Inc.	PO-21-1080-OSD03-SRC04-21068	Kim Bradbury	301-717-9968	kim.bradbury@purestorage.com	2		10%	

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RetroFit Technologies, Inc.	PO-21-1080-OSD03-SRC04-21076	Katherine Connor	508-244-2436	kconnor@retrofit.com	3		4%	
Rutter Networking, Inc	PO-21-1080-OSD03-SRC04-21077	Jeff Larsen	978 642-1000	jlarsen@rutter-net.com	3		1%	
SHI International Corp	PO-21-1080-OSD03-SRC04-21095	John OLeary Zach Reichl	508-272-4225 732-652-3007	john_oleary@shi.com zach_reichl@shi.com	3		10%	MBE & WBE
TOSS Corporation	PO-21-1080-OSD03-SRC04-21070	Mike Ciulla Greg Hanna	508-683-0360 508-683-0366	mciulla@toss.net hanna@toss.net	3		10%	
Trafera, LLC	PO-21-1080-OSD03-SRC04-21057	Eric Ogden	651-242-5692	contracts@trafera.com	3	Yes	5%	
Whalley Computer Associates, Inc.	PO-21-1080-OSD03-SRC04-21097	Jake Brown	508-634-1152	wcabizma@wca.com	3	Yes	10%	
Worldcom Exchange Inc.	PO-21-1080-OSD03-SRC04-21067	Dave Harris	978-766-6974	itc73@wei.com	3	Yes	6%	
Zones, LLC	PO-21-1080-OSD03-SRC04-21056	Bob Spencer	508-740-9877	MASSITC73@zones.com	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.

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OEM Additional Designated Resellers*

OEM	Reseller	Contact	Phone	Email
HPE	Advizex	Mike Covell	857.257.4395	mcovell@advizex.com
EMC	Focus Technology	John Shaheen	617.938.6250	jshaheen@focustsi.com
IBM	Mainline Information Systems	Greg Candela	508.954.7794	Greg.candela@mainline.com
Dell	Winslow Technology Group	Ed Palmer	508.509.6998	epalmer@winslowtg.com
NetApp Inc	Worldwide Technology Inc	Carol Harting	314.995.6103	Carol.harting@wwt.com
Pure Storage, Inc.	xFact Inc.	Amit Banerji	978-686-3180	amit@xfact.com

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

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