

# SAVE THE DATE

**IF YOU: (1) CURRENTLY HOLD AN INFORMATION TECHNOLOGY STATEWIDE TERM CONTRACT; (2) ARE A MANUFACTURER REPRESENTED ON STATEWIDE CONTRACT; OR (3) WOULD LIKE TO BE EITHER 1 OR 2, PLEASE PLAN TO ATTEND THE APPLICABLE FEEDBACK SESSION BELOW!**

The State Fiscal Accountability Authority, Division of Procurement Services, Office of State Procurement is exploring a new approach to contracting for commoditized hardware, software, SaaS, and related implementation services through the establishment of the South Carolina Master IT Manufacturer Agreement Program coupled with strategic Eligible Statewide Term Reseller contracts. Please see the Statewide Master IT Contract approach overview below.

We are holding feedback conferences in December to further explain the approach, answer questions, and gather information from vendors. Participation in feedback conferences is not mandatory but is strongly encouraged. There are separate feedback conferences for Manufacturers and Resellers. You should only attend the feedback conference most applicable to the company with which you are affiliated. Registration is required to attend in-person or via web conference. Registration closes **December 6<sup>th</sup> at 4:00 pm**. There will not be any on-site registration on the day of a feedback conference.

Two Request for Comment (RFC) documents will be published prior to the feedback conferences. The South Carolina Master IT Manufacturer Agreement Program (MITMAP) RFC will be under solicitation number 5400018752. The Statewide Master IT Reseller RFC will be published under solicitation number 5400018751. The contents of these documents will be the primary focus of the feedback conferences.

## **Manufacturer Feedback Conference**

*At this feedback conference, we will discuss the Statewide Master IT Contract approach broadly and the South Carolina Master IT Manufacturer Agreement Program in more detail.*

December 10, 2019 at 10:00 am  
Peoples Auditorium (3<sup>rd</sup> Floor of Sims Building)  
2600 Bull Street  
Columbia, SC 29201

Register Here: <https://manufacturerfeedbacksession.eventbrite.com>

## **Reseller Feedback Conference**

*At this feedback conference, we will discuss the Statewide Master IT Contract approach broadly and the Statewide Master IT Reseller procurement in more detail.*

December 12, 2019 at 10:00 am  
Peoples Auditorium (3<sup>rd</sup> Floor of Sims Building)  
2600 Bull Street  
Columbia, SC 29201

Register Here: <https://resellerfeedbacksession.eventbrite.com>

## **STATEWIDE MASTER IT CONTRACT APPROACH OVERVIEW**

### **I. South Carolina Master IT Manufacturer Agreement Program**

Pursuant to SC Code of Laws §11-35-510, the State will conduct periodic, non-competitive recruitments to enroll Manufacturers of commercially-available Software, Hardware, Software as a Service, and/or related Implementation Service offerings in the South Carolina Master IT Manufacturer Agreement Program (MITMAP).

Enrollment in the MITMAP does not guarantee that the offerings will be available under a statewide term contract. Furthermore, the MITMAP does not authorize Enrolled Manufacturers to sell their offerings to UGUs directly. Enrolled Manufacturer Offerings must either be appropriately acquired through an Eligible Statewide Term Reseller Contract or be separately procured under an authorized source selection method pursuant to the SC Procurement Code.

To enroll in the MITMAP, Manufacturers must, at minimum:

- Have a publicly available Catalog.
- Have a distribution channel, consisting of two or more partners, that can sell all offerings in Catalog.
- Agree to the South Carolina Statewide Master IT Agreement (MITA)\* terms and conditions, without modification.

\*The MITA will outline the fundamental terms and conditions applicable to all Enrolled Manufacturer Offerings once acquired under an Eligible Statewide Term Reseller Contract.

### **II. Statewide Master IT Resellers**

The State will issue a Request for Proposals seeking statewide term contracts with both Price-Focused and Value-Focused Resellers of hardware, software, SaaS, and implementation services. Each type of Reseller will be evaluated using slightly different criteria and weights. Ultimately, Price-Focused Resellers will be those with the most breadth and depth of eligible Enrolled Manufacturer relationships with the most competitive baseline pricing. Value-Focused Resellers will still be required to have eligible Enrolled Manufacturer relationships, but the evaluation will focus on their niche experience within specific IT industries and their ability to guide UGUs accordingly. Contracts awarded pursuant to this solicitation will be considered Eligible Statewide Term Reseller Contracts.