

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Vendor List Contract No. 08-02
Replaces SPO Vendor List Contract No. 03-23
Includes Change No. 27
Revised February 3, 2014

**WSCA-NASPO
DATA COMMUNICATION EQUIPMENT AND ASSOCIATED OEM
MAINTENANCE & TRAINING - STATEWIDE**
(WSCA-RFP-DG7500)
June 1, 2007 to May 31, 2014

INFORMATION ON WSCA-NASPO

The State of Hawaii is a member of the Western States Contracting Alliance (WSCA) – National Association of State Procurement Officials (NASPO), a multi-state contracting consortium of state governments, including local governments. WSCA-NASPO seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Utah is the current lead agency and contract administrator for the WSCA-NASPO Data Communications Equipment and Associated OEM Maintenance & Training contract. A request for competitive sealed proposals was issued on behalf of WSCA-NASPO Cooperative Purchasing Organization, LLC and contracts were awarded to eight (8) qualified Contractors. The State of Hawaii signed a Participating Addendum with seven Contractors.

The purpose of this contract is to provide data communication equipment and services, including but not limited to routers, switches, lan/wan wireless, CSU/DSU, and support services such as installation, software maintenance, hardware repair, on-site and telephone support, and training.

For additional information on this contract, visit the WSCA-NASPO website at www.aboutwsca.org.

Note: Cisco Systems shall not sell video conferencing equipment to the state agencies or any participating CPO jurisdictions. Cisco Systems purchased Tandberg Inc. that manufactures video conferencing equipment. The WSCA Data Communications Equipment and Associated OEM Maintenance & Training committee agreed to exclude video conference equipment as part of the RFP. Since this commodity does not fall under the original scope of work, the Hawaii State Procurement Office shall not allow Cisco Systems to add this product line to their current WSCA contract.



PARTICIPATING JURISDICTIONS listed have signed a cooperative purchasing agreement and/or memorandum of agreement with the SPO and are authorized to utilize this vendor list contract:

Executive Departments/Agencies	C&C of Honolulu
DOE	Honolulu City Council
(Excludes Charter Schools)	Honolulu Board of Water Supply
HHSC	HART
(Excludes Regional System Boards and Hospitals)	County of Hawaii
OHA	Hawaii County Council
UH	County of Hawaii-Department of Water Supply
House	County of Maui
Senate	Maui County Council
Judiciary	County of Maui-Department of Water Supply
	County of Kauai
	Kauai County Council
	County of Kauai-Department of Water

The participating jurisdictions are not required but may purchase from this vendor list contract, and requests for exception from the contract is not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D and the procurement rules apply to purchases using the applicable procurement method and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINT OF CONTACT. Questions regarding the products listed, ordering, pricing, and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	Fax	E-mail
Executive	Stanton Mato	586-0566	586-0570	stanton.d.mato@hawaii.gov
DOE (Excludes Charter Schools)	Procurement Staff	675-0130	675-0133	doeprocare@notes.k12.hi.us
HHSC (Excludes Regional System Boards and Hospitals)	Joe Evanoff	733-4168	733-4460	jevanoff@hhsc.org
OHA	Emmitt Ford	594-1815	594-1865	emmittf@oha.org
UH	Matthew Chow (Primary)	956-2765	956-2096	chowmatt@hawaii.edu
	Karlee Hisashima	956-8687	956-2093	karlee@hawaii.edu
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
Judiciary	Newton Sakamoto	538-5805	538-5802	newton.t.sakamoto@courts.state.hi.us
C&C of Honolulu	Procurement Specialist	768-5535	768-3299	bfspurchasing@honolulu.gov
Honolulu City Council	Clayton Wong	568-5084	568-5011	cwong@honolulu.gov

Jurisdiction	Name	Telephone	Fax	E-mail
Honolulu Board of Water Supply	Vicki Kitajima	748-5151	550-9193	vkitajima@hbws.org
HART	Paula Youngling	768-6241	587-6080	pyoungling@honolulu.gov
County of Hawaii	Jerry Dansdill	961-8440	961-8248	jdansdill@co.hawaii.hi.us
Hawaii County Council	Jerry Dansdill	961-8440	961-8248	jdansdill@co.hawaii.hi.us
County of Hawaii-Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 x224	961-8657	kmatsumoto@hawaiidws.org
County of Maui	Greg King	249-2403 x30	249-0839	greg.king@co.maui.hi.us
Maui County Council	Ross Izumigawa	270-7661	270-7686	ross_izumigawa@mauicounty.us
County of Maui-Department of Water Supply	Kenneth L. Bissen Holly Perdido	270-7684 270-7684	270-7136 270-7136	ken.bissen@co.maui.hi.us holly.perdidio@co.maui.hi.us
County of Kauai	Florence Kakuda	241-4294	241-6297	fkakuda@kauai.gov
Kauai County Council	Lisa Ishibashi Scott Sato	241-4820 241-4810	241-6349 241-6349	lishibashi@kauai.gov ssato@kauai.gov
County of Kauai-Department of Water	Faye Tateishi	245-5426	245-5813	ftateishi@kauaiwater.org

USE OF THIS VENDOR LIST CONTRACT BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://hawaii.gov/spo>. Click on *Doing Business with the State > SPO Programs Open to Qualifying Non-Profit Organizations*.

If interested, these nonprofits will contact the vendor to obtain concurrence on their participation. If a nonprofit wishes to purchase from a SPO vendor list contract, the nonprofit must obtain approval from each vendor, i.e., participation must be mutually agreed upon. A vendor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and vendor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO vendor list contract vendor.

VENDORS. The vendors shown below are authorized to provide Data Communications Equipment and Associated OEM Maintenance & Training. They have signed a Master Agreement with the State of Utah and a Participating Addendum with the Hawaii State Procurement Office.

<u>Vendors</u>	<u>Contract Number</u>
Alcatel–Lucent USA Inc.	AR-1466
Brocade Communications Systems, Inc.	AR-214
Cisco Systems, Inc.	AR-233
Enterasys Networks, Inc.	AR-1470
Hewlett Packard Company	AR-1464

Juniper Networks (US), Inc.
Meru Networks, Inc.

AR-229
AR-218

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

VENDOR COMPLIANCE. Prior to awarding a contract, the SPO verified compliance of the contractor with all laws governing entities doing business in the State pursuant to HRS §103D-310(c), and SPO will monitor compliance throughout the term of the contract via *Hawaii Compliance Express (HCE)*. Therefore, purchasing agencies are not required to verify vendor compliance.

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, UH, OHA and HHSC for orders totaling less than \$2,500. For purchases \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

PURCHASE ORDERS may be issued for purchases \$2,500 or more, and for vendors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

SPO Vendor List Contract No. 08-02 & Vendors Contract No. listed on page 3 shall be typed on purchase orders issued against this vendor list contract. For pCard purchases, the SPO Vendor List Contract No. 08-02 and the Vendors Contract No. shall be notated on the appropriate transaction document.

GENERAL EXCISE TAX. The Hawaii General Excise Tax (GET) shall not exceed 4.712% for the island of Oahu and 4.166% for Maui, Kauai and Hawaii. The GET is not applied to shipping or delivery charges.

PAYMENTS. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

DATA COMMUNICATION EQUIPMENT AND SERVICES, include, but are not limited to ROUTERS, SWITCHES, lan/wan wireless, CSU/DSU, and support services such as installation, software maintenance, hardware repair, on-site and telephone support, and training.

SERVICES AND EQUIPMENT SCHEDULE (SES) is the complete list of services and products provided by the contractor which consists of item number, item description, and the price for each service or product. The SES prices for products and services shall be maintained by the contractors on their Internet website. The prices are exclusive of Education Discount or Large Order Negotiated Prices, or General Price Reductions, therefore purchasing agencies will need to contact vendors directly to obtain quotes under these special pricing categories.

AGENCY INSTRUCTIONS – PRICE QUOTES UNDER \$5,000

1. Agency shall obtain a minimum of one (1) written price quote for expenditures under \$5,000.

AGENCY INSTRUCTIONS – PRICE QUOTES \$5,000 OR MORE, SELECT OPTION 1 OR OPTION 2

OPTION 1: Agency selects one (1) vendor (Alcatel, Brocade, Cisco, Enterasys, HP or Juniper). Agency shall then obtain a minimum of two (2) written price quotes from a minimum of two or more authorized resellers. Award shall be based on *Consideration of Quotes*.

OPTION 2: Agency shall obtain a minimum of two (2) price quotes from a minimum of two or more different vendors (Alcatel, Brocade, Cisco, Enterasys, HP, Juniper, Meru). Award shall be based on *Consideration of Quotes*.

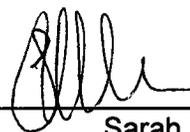
Personnel conducting or participating in utilizing this Price/Vendor List Contract is responsible to complete form SPO-010, *Record of Procurement* when an award is for \$5,000 or greater (based on a one-time purchase or annual spend). All non-responsive vendor(s) and related pertinent information to this procurement shall be notated in Part C. The completed and properly signed (personnel with delegated authority) copy of the SPO-010 shall be kept in the procurement/contract file.

CONSIDERATION OF QUOTES: Agencies shall consider all responsive and responsible quotes received. An award shall be made to the vendor(s) offering the lowest price. If the lowest price does not meet the agencies specification requirement, the award may be made to the vendor(s) whose offer represents the best value to the agency. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria in addition to price so that the offer meeting the overall combination that best services the agency is selected. These criteria may include, in addition to others, the total cost of ownership, performance, history of the vendor, quality of goods, services, delivery and proposed technical performance.

FORM SPO-010, *Record of Procurement* is available on the SPO website: <http://hawaii.gov/spo>; click on *SPO Forms* under the *Toolbox/QuickLinks* menu.

VENDOR AND PRODUCT EVALUATION form SPO-012, for the purpose of addressing concerns on this vendor list contract is available to the agencies at the SPO website: <http://hawaii.gov/spo>. Click on *SPO Forms* under the *Toolbox/QuickLinks* menu.

VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://hawaii.gov/spo>. Click on *Price List and Vendor List Contracts* at the main menu.



Sarah Allen
Administrator

CONTRACTORS

AND

AUTHORIZED

RESELLERS

CONTACT

INFORMATION

ALCATEL-LUCENT USA INC.

CONTRACT NO. AR-1466

For price quotes, contact Alcatel-Lucent USA Inc. or its Authorized Resellers. Payments are made to Alcatel-Lucent USA Inc. or to Alcatel's Authorized Resellers.

For questions regarding Alcatel-Lucent USA Inc. contact Isarel Calvo.

ALCATEL-LUCENT USA INC. INFORMATION

Contact: Israel Calvo
Strategic Industries Division
Phone: (818) 878-2198
Fax: (818) 871-5987
Email: israel.calvo@alcatel-lucent.com

Remit to Address: Alcatel-Lucent USA Inc.
P.O. Box 910169
Dallas, TX. 75391
Vendor No.: 315905-00

AUTHORIZED RESELLERS

Scientel Wireless. LLC

Attention: Mr. David Swirsky
1150 Nimitz Highway Unit 6
Honolulu, HI 96817
Phone: (808) 256-7638
Email: dswirsky@scientelwireless.com

Pacific Wireless Communications

710 Kakoi Street
Honolulu, HI. 96819
Attention: Conrad Loui
Phone: (808) 837-4386
Fax: (808) 833-9800
Email: conrad.loui@pwchi.com

BROCADE COMMUNICATIONS SYSTEMS, INC.

CONTRACT NO. AR-214

For price quotes, contact Brocade Communications Systems, Inc. Authorized Resellers.

Payments are made to Brocade's Authorized Resellers.

For questions regarding Brocade Communications Systems, Inc. contact Tania Craythorne.

BROCADE COMMUNICATIONS SYSTEMS, INC.

Tania Craythorne

Phone: (408) 333-6226

Email: SLEDETeam@Brocade.com

AUTHORIZED RESELLERS

ATSolutions, Inc.

111 Hekili Street, #A1601

Kailua, HI 96734

Phone: (808) 888-7477

Jackie Branch, President

jackie.branch@atsolutionshawaii.com

Glass Box Technology

2855 Camino Serbal

Carlsbad, CA 92009

Phone: (858) 336-7751

John Ohara, CTO

john@gboxtech.com

CDW Government LLC

230 N. Milwaukee Ave.

Vernon Hills, IL 60061

Phone: (877) 898-2997

Pat O'Brien, Sales Manager

patobri@cdwg.com

IBM

1240 Ala Moana Blvd. Suite 400

Honolulu, HI 96814

Phone: (808) 489-5806

Steven Sakata, Territory Manager

ssakata@us.ibm.com

Sirius Computer Solutions

613 NW Loop

San Antonio Loop, TX 78216

Phone: (210) 369-0617

Phyllis Byrd, Public Sector Mgr

phyllis.byrd@siruis.com

System Optimization & Support

1188 Bishop Street, Suite 3002

Honolulu, HI 96814

Phone: (808) 523-3072

Thomas Matthews

thomas@sos-hawaii.com

Scientel Wireless LLC

1150 Nimitz Hwy, Unit 6

Honolulu, HI 96817

Phone: (808) 536-2058

Dave Swirsky, Director of Business Development

dswirsky@scientelsireless.com

CISCO SYSTEMS, INC.

CONTRACT NO. AR-233

For price quotes, contact Cisco Systems, Inc. authorized resellers.
Payments are made to Cisco's Authorized Resellers.

For questions regarding Cisco Systems, Inc., contact Torrey Hollar

CISCO SYSTEMS, INC.

TORREY HOLLAR

Phone: (808) 540-1797
Fax: (808) 540-1799
Address: 500 Ala Moana Blvd., Bldg 4, Suite 400
Honolulu, HI. 96813
Email: thollar@cisco.com

AUTHORIZED RESELLERS

HAWAIIAN TELCOM**

Contact: Susan Chun
Phone: (808) 546-1725
Email: susan.chun@hawaiiantel.com

or

Contact: Leslee Ellenson
Phone: (808) 546-3113
Email: leslee.ellenson@hawaiiantel.com

PROSIS HAWAII LLC

Contact: Joni Akasaki
Phone: (808) 695-3881
Email: joni.akasaki@prosishawaii.com

IBM

Contact: Kevin Lawler
Phone: (858) 587-5019
Email: lawlerke@us.ibm.com

IRON BOW TECHNOLOGIES, LLC**

Contact: Jason Halsey
Phone: (808) 478-2019
Email: jason.halsey@ironbow.com

WORLD WIDE TECHNOLOGY, INC.**

Contact: Eric Selter
Phone: (808) 599-7021
Email: eric.selter@wwt.com

** : Authorized resellers to sell IronPort.

Note: Cisco Systems shall not sell video conferencing equipment to the state agencies or any participating CPO jurisdictions. Cisco Systems purchased Tandberg Inc. that manufactures video conferencing equipment. The WSCA Data Communications Equipment and Associated OEM Maintenance & Training committee agreed to exclude video conference equipment as part of the RFP. Since this commodity does not fall under the original scope of work, the Hawaii State Procurement Office shall not allow Cisco Systems to add this product line to their current WSCA contract.

ENTERASYS NETWORKS, INC.

CONTRACT NO. AR-1470

For price quotes, contact Enterasys Networks, Inc. or its Authorized Resellers. Payments are made to Enterasys Networks, Inc. or to Enterasys Authorized Resellers.

For questions regarding Enterasys Networks, contact Michael Swierk.

ENTERASYS NETWORKS, INC.

MICHAEL SWIERK

Contract Analyst

Phone: (603) 952-5221

Cell: (978) 884-4015

Email: mswierk@enterasys.com

AUTHORIZED RESELLERS

CDW-Government, Inc.

Contact: Mark Ellis

Phone: (312) 705-3387

Email: markeli@cdwq.com

ComTel

Contact: Susan Shepherd

Phone: (808) 356-0055

Fax: (808) 356-0095

Email: sshepherd@comtelhi.com

HEWLETT PACKARD COMPANY

CONTRACT NO. AR-1464

www.hp.com/buy/wscadata

**For price quotes, contact Hewlett Packard Company Authorized Resellers.
Payments are made to HP's Authorized Resellers.**

For questions regarding Hewlett Packard Company, contact Veronica Mendez.

HEWLETT PACKARD COMPANY INFORMATION

Veronica Mendez: (510) 227-9413
State, Local and Education Contract Management
Email: veronicam@hp.com

AUTHORIZED RESELLERS

CDW Government, Inc.

230 N. Milwaukee Ave
Vernon Hills, IL. 60061
Contact: Tony Sivore
Phone: (877) 325-6539
Fax:
Email: tonysiv@cdwg.com

GovConnection, Inc.

730 Milford Road
Merrimack, NH 03054
Contact: Renee Porcelli
Phone: (603) 683-2807
Fax: (603) 683-0191
Email: rporcelli@govconnection.com

NxTech Systems LLC

1050 Bishop Street, #274
Honolulu, HI. 96813
Contact: Lester Morikawa
Phone: (808) 457-1358
Fax: (808) 548-0202
Email: lmorikawa@nxtechsystems.com

Envision Networked Solutions

1000 Bishop Street, 2nd Floor
Honolulu, HI. 96813
Contact: Warren Asada
Phone: (808) 547-2516
Fax: (808) 540-1116
Email: warren.asada@envisionns.com

Insight Public Sector, Inc.

444 Scott Drive
Bloomington, IL. 60108
Contact: Erica Falchetti
Phone: (480) 333-3071
Fax: (480) 760-9488
Email: erica.falchetti@insight.com

PC Specialists, dba Technology Integration Group (TIG)

7810 Trade Street
San Diego, CA. 92121
Contact: Roland Yee
Phone: (808) 524-6652 x1562
Fax: (808) 536-2845
Email: roland.yee@tig.com

JUNIPER NETWORKS (US), INC.

CONTRACT NO. AR-229

**For price quotes, contact Juniper Networks (US), Inc. Authorized Resellers.
Payments are made to Juniper's Authorized Resellers.**

For questions regarding Juniper Networks (US), Inc. contact Roxanne Bieniek.

JUNIPER NETWORKS (US), INC.

ROXANNE BIENIEK

Phone: (978) 589-0636

Cell: (603) 312-8350

Manager – Government & Education

Email: rbieniek@juniper.net

Website: www.juniper.net

AUTHORIZED RESELLERS

IBM

1240 Ala Moana Blvd. Suite 400

Honolulu, HI. 96814

Attention: Steven Sakata, Territory Manager Hawaii & Guam

Phone: (808) 597-9374

Fax: (845) 491-7222

Email: ssakata@us.ibm.com

TECHNOLOGY INTEGRATION GROUP (TIG)

1221 Kapiolani Blvd. Suite 410

Honolulu, HI. 96814

Attention: Roland Yee, Account Executive

Phone: (808) 524-6652 x1562

Fax: (808) 536-2845

Email: roland.yee@tig.com

MERU NETWORKS

CONTRACT NO. AR-218

**For price quotes, contact Meru Networks or its Authorized Resellers.
Payments are made to Meru Networks or to Meru's Authorized Resellers.**

For questions regarding Meru Networks, contact Michael Glasman

MERU NETWORKS

Michael Glasman
Territory Sales Manager
Phone: (310) 372-7517
Email: mglasman@merunetworks.com
Website: www.merunetworks.com

AUTHORIZED RESELLERS

EOH Enterprises LLC
dba Envision Networked Solutions
1000 Bishop Street, 2nd Floor
Honolulu, HI. 96813
Attention: Warren Asada,
Phone: (808) 547-2516
Fax: (808) 547-2577
Email: warren.asada@envisionns.com