



# RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
 ONE CAPITOL HILL  
 PROVIDENCE RI 02908

TECHTEAM GOVERNMENT SOLUTIONS INC  
 207 HIGHPOINT AVE  
 PORTSMOUTH, RI 02871

Amendment Date: 24-FEB-11  
 Original Award Date: 03-JUN-10  
 Buyer: C Melillo  
 Phone #:  
 FOB: Destination  
 Terms: NET 30  
 Vendor # 32121

<b>S H I P T O</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	Change Order Number 3 Award Number <b>3187870</b> Effective Period <b>01-JUN-10 - 31-MAR-11</b>	<b>I N V O I C E</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
	MPA-283 CISCO NETWORKING EQUIPMENT			

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO 31878706  CHANGE EFFECTIVE PERIOD: FROM: 6/1/10 - 1/31/11 TO: 6/1/10 - 3/31/11 TO ALLOW TIME FOR NEW AWARD			

<b>STATE PURCHASING AGENT</b>
Lorraine A. Hynes



# RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
ONE CAPITOL HILL  
PROVIDENCE RI 02908

TECHTEAM GOVERNMENT SOLUTIONS INC  
207 HIGHPOINT AVE  
PORTSMOUTH, RI 02871

Amendment Date: 15-DEC-10  
Original Award Date: 03-JUN-10  
Buyer: C Melillo  
Phone #:  
FOB: Destination  
Terms: NET 30  
Vendor # 32121

<b>S H I P  T O</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	Change Order Number <b>2</b> Award Number <b>3187870</b> Effective Period <b>01-JUN-10 - 31-JAN-11</b>	<b>I N V O I C E</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO 31878706 DATED 6/3/10  CHANGE EFFECTIVE PERIOD: FROM: 6/1/10 - 12/31/10 TO: 6/1/10 - 1/31/11			

**STATE PURCHASING AGENT**

Lorraine A. Hynes



# RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
 ONE CAPITOL HILL  
 PROVIDENCE RI 02908

TECHTEAM GOVERNMENT SOLUTIONS INC  
 207 HIGHPOINT AVE  
 PORTSMOUTH, RI 02871

Amendment Date: 22-SEP-10  
 Original Award Date: 03-JUN-10  
 Buyer: C Melillo  
 Phone #:  
 FOB: Destination  
 Terms: NET 30  
 Vendor # 32121

<b>S H I P  T O</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	<b>I N V O I C E</b>	Change Order Number 1 Award Number <b>3187870</b> Effective Period <b>01-JUN-10 - 31-DEC-10</b>	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO 31878706 DATED 6/3/10			
		CHANGE EFFECTIVE PERIOD: FROM: 6/1/10 - 9/30/10 TO: 6/1/10 - 12/31/10			

STATE PURCHASING AGENT
Lorraine A. Hynes



# Notice of Contract Purchase Agreement

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
ONE CAPITOL HILL  
PROVIDENCE RI 02908

TECHTEAM GOVERNMENT SOLUTIONS INC  
207 HIGHPOINT AVE  
PORTSMOUTH, RI 02871

MPA-283 CISCO NETWORKING EQUIPMENT	
<b>Award Number</b> 3187870	<b>Effective Period:</b> 01-JUN-10 - 30-SEP-10

S H I P  T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST,RI MPA United States
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<b>Date:</b>	03-JUN-10
<b>Buyer:</b>	C Melillo
<b>Shipping:</b>	Paid
<b>Terms:</b>	NET 30
<b>Vendor#:</b>	32121

I N V O I C E	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST,RI MPA United States
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Department	Type of Requisition	Bid Number	Requisition Number
		N/A	

6/1/10 - 9/30/10

MASTER PRICE AGREEMENT #283

DISCOUNTS FOR NETWORKING EQUIPMENT PER THE ATTACHED LIST

PO 68M00338692 IS CANCELLED.

VENDOR NAME CHANGE

PO 3187870 REPLACES 68M00338692 AND IS ISSUED TO TECHTEAM GOVERNMENT SOLUTIONS FOR THE REMAINDER OF THE CONTRACT.

SUPPLIER TELEPHONE: (401) 683-5701

FAX: (401) 683-5702

<b>STATE PURCHASING AGENT</b>
Louis A. DeQuattro

This Notice of Award/Purchase Order is issued in accordance with the specific requirements described herein and the State's Purchasing Regulations and General Conditions of Purchase, copies of which are available at [www.purchasing.ri.gov](http://www.purchasing.ri.gov). Delivery of goods or services as described herein shall be deemed acceptance of these requirements

## Networking Equipment and Supplies

Cisco and Other Manufacturers

Blanket Requirements: 11/1/05 - 10/31/06

With the option to renew for (4) four additional (12) twelve month periods

The percentage discount as listed on the attached is considered firm and fixed for the period, may not be decreased and will be applied to any current or future purchase of Cisco or other products as listed, for the duration of the agreement. List prices on Cisco and other products are as the current list prices at websites or in current price listings. No Refurbished equipment is allowed.

A Department Purchase Order release must be made against the Master Price Agreement for the vendor/s of choice. Purchasing suggests the lowest price - which in this case is the highest discount offered. A quotation must accompany your RISAIL invoice for verification of pricing and the invoice forwarded to the Controller's Office for payment. Payment will not be made unless a quotation and vendor invoice is attached. Failure to follow these directions will result in disqualification of the agency from further use of this Master Price Agreement.

Purchases that require Budget or Department of Information Technology approvals are not exempt from these approvals.

Other manufacturers are listed on this agreement; however, purchase and use by State agencies must be approved by DOIT.

## Vendors and Discounts for Networking Equipment

		Higher Ed Disc	State Disc	Higher Ed Maintenance	State Maintenance
<b>Agilysis, Inc.</b> 10 Mall Road Burlington, MA 01803		Cisco	37%	37%	34.50%
		Enterasys	35%	35%	34.50%
Marilyn Koch  781-993-5111					
<b>CBE Technologies</b> 50 Redfield Street Boston, MA 02122		Cisco	34.25%	34.25%	33%
		3Com	34.25%	34.25%	12%
		HP Procurve	34.25%	34.25%	
Warren Nelson  617-514-1730					
<b>Digital Support Corporation</b> 207 Highpoint Avenue Portsmouth, RI 02871		Cisco	33%	33%	30%
		Enterasys	6% - 34%		10%
Robert Brigham  401-883-5701					
<b>Eplus</b> 80 Hudson Road Canton, MA 02021		Cisco	40.50%	40.50%	32.70%
		Netgear	39.50%	39.50%	22.50%
Steve Low 781-615-1314		3Com	39.50%	39.50%	
		Juniper Netscreen	32.50%	32.50%	
		Packeteer	22%	20%	
<b>Pomeroy IT Solutions</b> 4013 Washington Street W Charleston, WV 25313		Cisco	40.10%	40.10%	33.50%
Michael A Ferrari  800-227-8798					
<b>Select, Inc.</b> 31 Dartmouth Street Westwood, MA 02090		Cisco	38%	38%	25%
		Enterasys	32%	32%	15%
Charles Drakos 800-634-1806		NetGear	30%	30%	
		Radware	20%	20%	
		Nortel	30%	30%	
		Foundry	20%	20%	
<b>Verizon</b> 234 Washington Street Providence, RI 02903		Cisco	42%	42%	35%
Curt D'Aguanno  401-455-4541					

CISCO NETWORKING EQUIPMENT (Including Other Manufacturers)  
RFP #7448120 – MPA-283

Blanket Requirements: 4/1/11 – 3/31/12  
With an option to renew for (4) four additional (12) month periods

The percentage discount as listed on the attached is considered firm and fixed for the period, may not be decreased, and will be applied to any current or future purchase of Cisco or other products as listed, for the duration of the agreement. List prices on Cisco and other products are as the current list prices at websites or in current price listings. No Refurbished equipment is allowed.

A release must be made against the Master Price Agreement for the vendor(s) of choice. The Division of Purchases suggests the lowest price – which in this case is the highest discount offered. A quotation must accompany your RIFANS release for verification of pricing.

Purchases that require Budget or Department of Information Technology approvals are not exempt from these approvals.

Other manufacturers are listed on this agreement; however, purchase and use by State agencies must be approved by DoIT.

7448120 (MPA 283)  
 Submission Deadline: 1/18/11

Cisco Networking Equipment

<b>Bidder:</b>	<b>Apex</b>	<b>Atrion</b>	<b>CBE</b>	<b>Gen Tech</b>	<b>Presidio</b>
Home State	RI	RI	RI	RI	MA
Section 1 Disc.					
Bid 1: % Disc off Cisco Products (Higher Ed)	42%	41.5%	42%	38%	41%
Bid 2: % Disc off Cisco Products (State)	42%	41.5%	42%	38%	41%
Section 2 Disc					
Bid 1: % Disc off Maint Costs Cisco Products:(HigherEd)	35%	33%	32%	31%	30%
Bid 2: % Disc off Maint Costs Cisco Products:(State Agencies)	35%	20%	13%	12%	18%
ReSeller of Non-Cisco Products?	Yes	Yes	Yes	Yes	No

**Non-Cisco Systems**

	Higher Ed / State	
APC	15%	15%
Blue Coat Systems	20%	20%
Packeteer	20%	20%
Exinda	20%	20%
RSA Security	20%	20%
Trend Micro	20%	20%
Network Instruments	13%	13%
Bradford Networks	25%	25%
Cisco / IronPort	25%	25%
Aruba	35% / 35%	30% / 30%
Hewlett Packard		40% / 40%
HP procureve		30% / 30%
Lucent		
Enterasys		
Juniper		
Aruba	35%	35%