



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

Department of Administration  
DIVISION OF PURCHASES  
One Capitol Hill  
Providence, RI 02908-5855

Tel: (401) 574-8100  
Fax: (401) 574-8387  
Website: [www.purchasing.ri.gov](http://www.purchasing.ri.gov)

**CONTRACT USER GUIDE**  
**CISCO NETWORKING EQUIPMENT AND SERVERS**  
**MASTER PRICE AGREEMENT (“MPA”) #283**  
**BID SOLICITATION # 7448120**  
**CONTRACT TERM 4/1/2011 – 6/30/2016**

**UPDATE:**

**MPA 283 has been extended until the 6/30/2016, this will be the final renewal.**

**Purchasing is working on establishing a NASPO agreement which will include wide range of networking equipment and services. Once more information becomes available purchases will send out updates to all agencies.**

**BACKGROUND:**

The State (Division of Information Technology and Rhode Island public higher education) has standardized core and edge network electronics on products from Cisco Systems, Inc. The State anticipates that such products will be used for a variety of needs specific to voice, video and data on Local Area and Wide Area Networks. To be considered for qualification, offerors demonstrated their capability of providing Cisco products and services to clients. The fundamental purpose of the MPA is to establish a list of firm/s that sell Cisco products and services. Potential clients are Rhode Island public higher education (the University of Rhode Island, Rhode Island College, and the Community College of Rhode Island) and State Government agencies and municipalities in the State of RI. Please note that we are requesting pricing on selected Cisco Electronics to confirm the list prices (using the most current published list prices at the Cisco Web Site [www.cisco.com](http://www.cisco.com)) - it is our understanding some resellers may not be using published prices. In order to be considered for award vendor must be a Certified Cisco Reseller.

**CONTRACT SUMMARY:**

This renewal is the Final of 4 (Four) ,1 (One)-Year Renewal Terms allowed at State discretion per the MPA Bid Solicitation.

**WHO CAN USE THIS CONTRACT:**

**STATEWIDE APPLICABILITY** - Political Subdivisions (cities, towns, schools, quasi-public agencies), as authorized by law, may participate in this Agreement. All ordering and billing shall be between the vendor and the political subdivision (only).



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**STATE AGENCIES ARE REQUIRED TO:**

- Contact the Vendors listed for services.

**WORK ORDER CAPS and T&C ITEMS:**

Understand that as per the solicitation the percent discount listed in the vendors original proposal are 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 process at websites or in current price listings. No Refurbished equipment is allowed.

**STATE AGENCY SPECIAL INSTRUCTION:**

- The Percentage discounts as listed on the attached sheet 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 agreements. 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 (MPA) 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 (DoIT) approvals are not exempt from these approvals.
- Other manufacturers are listed on the agreement; however, purchase and use by State agencies must be approved by DoIT.

**AGENCIES SHOULD BE AWARE OF THE FOLLOWING CONDITIONS;  
CONTAINED IN THE ORIGINAL SOLICITATION:**

See above



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**VENDOR AWARDS CONTACT INFORMATION:**

**PO # 3225920 The Apex Technology Group, Inc.**

Contact: Mark Centracchio  
Telephone: 401.277.3000 x 4612  
Email: [mcentracchio@apextechgroup.com](mailto:mcentracchio@apextechgroup.com)

**PO# 3226055 Atrion Networking Corporation**

Contact: Miguel Ferreira  
Mobile: (401) 474-2774  
Office: (401) 825-4219  
Email: [mferreira@atrion.net](mailto:mferreira@atrion.net)

**PO# 3226618 Presidio Networked Solutions, Inc.**

Contact: Leo Evriviades  
Telephone: 781.970.6465  
Email: [levriviades@presidio.com](mailto:levriviades@presidio.com)

**PO# 3315084 EPlus Technologies Inc.**

Contact: Steve Low  
Telephone: (781) 727-2281  
Email: [slow@eplus.com](mailto:slow@eplus.com)

**ALL ATTACHMENTS ARE DENOTED BY ☒, AND APPEAR IN THE FOLLOWING ORDER:**

- CONTRACT USER GUIDE
- PRODUCT AND PRICING (IF NOT INCLUDED ON PURCHASE ORDER)
- SPECIAL INSTRUCTIONS

**DIVISION OF PURCHASES CONTACT:**

Name: Sharon Louro  
Title: Buyer I  
Tel: 401-574-8152  
Email: [Sharon.Louro@purchasing.ri.gov](mailto:Sharon.Louro@purchasing.ri.gov)

Cisco Networking Equipment and SERVERS (Including Other Manufacturers)

RFP 7448120- MPA 283

4/1/2015-6/30/3016

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**CISCO NETWORKING EQUIPMENT & SERVERS MPA 283**

<b>BIDDER:</b>	<b>APEX</b>	<b>ATRION</b>	<b>ePlus</b>	<b>Presidio</b>
BIDDER HOME STATE:	RI	RI	RI	MA
Section 1 Discount				
Bid 1 : % Discount off Cisco Products (Higher Ed)	42%	41.50%	42%	41%
Bid 2: % Discount off Cisco Products (State Agcy)	42%	41.50%	42%	41%
Section 2 Discount				
Bid 1 : % Discount off Cisco Products (Higher Ed)	35%	33%	32%	30%
Bid 2: % Discount off Cisco Products (State Agcy)	35%	20%	1%	18%
RESELLER OF NON-CISCO PRODUCTS	YES	YES	YES	NO
<b>NON CISCO SYSTEMS</b>	HE/STATE	HE/STATE	HE/STATE	HE/STATE
APC		15%/15%		
Blue Coat Systems		20%/20%		
Packeteer		20%/20%		
Exinda		205/20%		
RSA Security		20%/20%		
Trend Micro		205/20%		
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%			