

Rhode Island Department of Administration

A collaborative effort between the
Office of Diversity, Equity and Opportunity (ODEO)
and the
Division of Purchases
to commence implementation of new regulations for
MBE and WBE participation
Effective April 20, 2017

Rhode Island Department of Administration

www.admin.ri.gov



The mission of the Office of Diversity, Equity and Opportunity is to create and support a diverse and inclusive state government culture that values and reflects the changing demographics of Rhode Island by advancing equitable and fair opportunities for all Rhode Island citizens to be employed by and/or do business with the State of Rhode Island.



The mission of the Division of Purchases is to obtain the best value for the taxpayer by providing an "equal playing field" for all potential vendors, enhancing opportunities for small businesses, minority/women owned businesses, and disability business enterprises, and by leveraging State purchasing power on all procurements.

The Office of Diversity, Equity and Opportunity (ODEO)

http://odeo.ri.gov/

- The Office of Diversity, Equity and Opportunity (ODEO) is a division within the Department of Administration that was created in the summer of 2014 as a result of the State's implementation of Executive Order 13-05, entitled: Promotion of Diversity, Equal Opportunity and Minority Business Enterprises in Rhode Island. This executive order required the Director of the Department of Administration (Department) to review all divisions and offices within the Department charged with facilitating equal opportunity employment and MBEs, including, but not limited to, the Division of Human Resources, the State Equal Opportunity Office, the Human Resources Outreach and Diversity Office, the Division of Purchases, and the MBE Program, and make recommendations to the Governor to improve collaboration between these offices and all executive departments to ensure these programs are more effective. As a result of a collaborative effort amongst these divisions, as well as other divisions within the Department of Administration, several recommendations were submitted to the Governor, one of which was the creation of the ODEO.
- The ODEO oversees operations within the State Equal Opportunity Office, the Human Resources Outreach & Diversity Office, the Minority Business Enterprise Compliance Office, and the newly created Supplier Diversity Office.

Minority Business Enterprise Compliance Office MBE/WBE

http://odeo.ri.gov/offices/mbeco/index.php

MBECO services include certification and compliance.

MBECO Certification:

- Minority Business Enterprises (MBE)
- Women Business Enterprises (WBE)

MBECO Compliance:

 Ensures compliance with the participation of MBE and WBE firms on all state procurement activities

Equal Opportunity Office

http://odeo.ri.gov/offices/eoo/

The State Equal Opportunity Office is charged with providing training and technical assistance requested by any company doing business in Rhode Island and to all state departments as is necessary to comply with the intent of RIGL 28-5.1-2. The State Equal Opportunity Office is also charged with issuing any guidelines, directives or instructions necessary to effectuate its responsibilities under this chapter, and to investigate possible discrimination, hold hearings, and direct corrective action to said discrimination.

ISBE Explained

1.6 Definitions, 4. "Disability Business Enterprise"

means a small business concern that is owned and controlled by one or more individuals with disabilities as defined by R.I. Gen. Laws § 37-2.2-2. To be recognized under these Regulations as a Disability Business Enterprise, the business must be certified as a Disability Business Enterprise by the Governor's Commission on Disabilities.

1.6 Definitions, 7. "ISBE"

means a small business enterprise that is owned and controlled by one or more individuals who are women or minorities as defined by R.I. Gen. Laws § 37-14.1-3 or a small business enterprise that is owned and controlled by one or more individuals with disabilities as defined by R.I. Gen. Laws § 37-2.2-2. To be recognized under these Regulations as an ISBE, the business must be certified as either:

- a. an MBE by the ODEO;
- b. a WBE by the ODEO; or
- c. a Disability Business Enterprise by the Governor's Commission on Disabilities

1.6 Definitions, 8. "ISBE Participation Rate"

means the ratio of the amount of work performed in connection with a State procurement contract or public works project by ISBEs to the amount of work performed by all contractors and subcontractors.

The Division of Purchases (Purchases)

www.purchasing.ri.gov

- R.I. Gen. Laws §37-2-1, et. seq. "State Purchases Act"
- A Division within the Department of Administration
- Purchases is the centralized procurement authority for the State of Rhode Island.
- Annually solicit approximately 1,000 bids which includes Requests for Proposals (RFP) and Requests for Quotes (RFQ)

Purchases Implementation for MBE/WBE Participation Effective 4/20/17 Agenda

- Requests for Proposals ("RFPs") Implementation of Point System for MBE/WBE Participation
- Non-DBE* Service Request for Quotations ("RFQs") require Statement of Acknowledgement with bid or request for quotation and tentative award letter which will require submission of MBE and WBE Participation Plan within 5 days of award letter
- EEO Requirements
- Quick Tips with Ali

^{*}US Department of Transportation Disadvantaged Business Enterprise ("DBE") Program

POINT SYSTEM — RFPs NEW REGULATIONS EFFECTIVE 4/20/17

Agency designation of an MBE/WBE Coordinator

Ref: 1.7 Request for Proposals, D. MBE/WBE Coordinator.

For each RFP issued, the Using Agency shall designate an MBE/WBE Coordinator no later than the time the RFP is issued. For each RFP assigned to him or her, the MBE/WBE Coordinator shall be responsible for compliance oversight and tracking and recordkeeping all data and information that is required to be reported by each State Agency under Section 1.11 of this Part.

New Point System – RFPs 4/20/17

- Changes in the selection methodology for Requests for Proposals ("RFPs") to encourage increased utilization of minority, women, and disability business enterprises ("M/W/DisBEs") to comply with new ODEO regulations.
- Process will be used in conjunction with all evaluated bids. RFPs awarded based on cost and technical scores will now consider points based on MBE/WBE/DisBE's participation

Old Way	New Way
Request for Proposals were evaluated based on technical and cost criteria only	Evaluation now based on Technical, Cost and MBE/WBE/DisBE's Participation Bidders must submit their MBE/WBE/DisBE's Participation Plan with their bid in a separately sealed envelope
MBE/WBE/DisBE's participation was not considered in the evaluation process	Points will be awarded to bidders utilizing minority, women and disability firms
MBE/WBE/DisBE's Participation Plans were requested after a tentative award notice was issued to vendor(s)	Bidder(s) with the highest participation rate receive the highest bonus points. All other bidders will receive MBE bonus points on a pro rata basis

New Point System – RFPs 4/20/17

RFP Bid Submission Old Way

RFP Bid Submission New Way

Included:

- 1. Technical Proposal
- 2. Cost Proposal in a separate sealed envelope

Includes:

- 1. Technical Proposal
- 2. Cost Proposal in separate sealed envelope
- 3. MBE/WBE/DisBE's Participation Plan in a separate sealed envelope

	STATE OF	DEI	PARTMENT ONE C.	AND PROVIDENCE P OF ADMINISTRATIO APITOL HILL RHODE ISLAND 0290	N
MBE, WBE, and/or DI	SABILITY B	USINE	SS ENTERP	RISE PARTICIPATIO	N PLAN
Bidder's Name:					
Bidder's Address:					
Point of Contact:					
Telephone:					
Email:					
Solicitation No.:					
Project Name:					
Business Enterprise subcontractors of of the work as submitted to the pris be certified by the Office of Diver Enterprises must be certified by the Disability Business Enterprise subc- MBE in order to receive participal obtained from an MBE certified as certified as a manufacturer. This for separate forms for each MBE/WE solicitation.	ne contractor/v sity, Equity an e Governor's C intractors must tion credit. V a regular deal mm must be cor	endor. I d Oppor ommiss self-per endors r er/suppl apleted	Please note that rtunity MBE C ion on Disabili form 100% of t may count 60% ier, and 100% in its entirety a	all MBE/WBE subcontra- ompliance Office and all ties at time of bid, and the work or subcontract to of expenditures for ma- of such expenditures obta- nd submitted at time of bi-	ctors/suppliers must Disability Business hat MBE/WBE and another RI certified terials and supplies ined from an MBE d. Please complete
Name of Subcontractor/Supplier:					
Type of RI Certification:	□ MBE □	WBE	Disability	Business Enterprise	
Address:					
Point of Contact:					
Telephone:					
Email:					
Detailed Description of Work To Be Performed by Subcontractor or Materials to be Supplied by Supplier:					
Participation Percentage (%):					
Anticipated Date of Performance:					
I certify under penalty of perjury t	hat the forgoir	ig states	ments are true	and correct.	
Prime Contractor/	Vendor Signa	ture		Title	Date
Subcontractor/Su	pplier Signat	are		Title	Date
			Married	IIV Business Enferonse Unization i	FOR PURE DISCUSSION

New Point System - RFPs 4/20/17

	RFP Evaluation Old Way		RFP Evaluation New Way
1.	Phase I - Technical Evaluation Memo to Request Release of Cost Proposal Submitted to Purchases by Evaluation Committee Chair	1.	Phase I - Technical Evaluation to Request Release of Cost Proposal and Participation Plan to be submitted to Purchases by Evaluation Committee Chair
2.	Cost Proposal Released to Evaluation Committee	2.	Cost Proposal and MBE/WBE/DisBE's Participation Plan Released to Evaluation Committee
3.	Phase II - Final Evaluation Memo of Technical and Cost Components, with requested vendor award(s), Submitted to Purchases by Committee Chair	3.	Phase II - Final Evaluation Memo o fTechnical, Cost, and MBE/WBE/DisBE's Points, with requested vendor award(s), to be Submitted to Purchases by Committee Chair
4.	Purchases Issuance of Tentative Award included MBE Participation Plan as element of Required Documentation	4.	Purchases Issuance of Tentative Award (no longer includes MBE Participation Plan as element of Required Documentation)

How is the point criteria changed

posals shall be reviewed and scored based upon the following	ng criteria:	
Criteria	Possible Points	Commented [FD(18]: The 70 point max can be divided
Staff Qualifications	10 Points	as you deem fit among the criteria you choose. Make sure these point categories mirror the categories
Capability, Capacity, and Qualifications of the Offeror	10 Points	forth in Section 4. Technical Proposal
Work Plan	30 Points	
Approach Proposed	20 Points	
Total Possible Technical Points	70 Points	
Cost proposal*	30 Points	Commented [FD(19]: Cost cannot be lower than 30,
Total Possible Evaluation Points	100 Points	can be higher- Be sure to adjust the Technical points so the total is 100.
ISBE Participation**	6 Bonus Points	Commented [SM(20]: ISBE participation is a require component in the evaluation and CANNOT be altered a omitted.
Total Possible Points	106 Points	Omittee.

Criteria	Possible Points
Staff Qualifications	10 Points
Capability, Capacity, and Qualifications of the Offeror	10 Points
Work Plan	30 Points
Approach Proposed	20 Points
Total Possible Technical Points	70 Points
Cost proposal*	30 Points
Total Possible Evaluation Points	100 Points

Tech and cost criteria unchanged

*Cost Proposal Evaluation:

The vendor with the lowest cost proposal shall receive one hundred percent (100%) of the available points for cost. All other vendors shall be awarded cost points based upon the following formula:

(lowest cost proposal / vendor's cost proposal) x available points

For example: If the vendor with the lowest cost proposal (Vendor A) bids \$65,000 and Vendor B bids \$100,000 for monthly costs and service fees and the total points available are thirty (30), Vendor B's cost points are calculated as follows:

New criteria for ISBE Participation Evaluation

**ISBE Participation Evaluation:

- a. Calculation of ISBE Participation Rate
 - ISBE Participation Rate for Non-ISBE Vendors. The ISBE participation rate for non-ISBE vendors shall be expressed as a percentage and shall be calculated by dividing the amount of non-ISBE vendor's total contract price that will be subcontracted to ISBEs by the non-ISBE vendor's total contract price. For example if the non-ISBE's total contract price is \$100,000.00 and it subcontracts a total of \$12,000.00 to ISBEs, the non-ISBE's ISBE participation rate would be 12%.
 - 2. ISBE Participation Rate for ISBE Vendors. The ISBE participation rate for ISBE vendors shall be expressed as a percentage and shall be calculated by dividing the amount of the ISBE vendor's total contract price that will be subcontracted to ISBEs and the amount that will be self-performed by the ISBE vendor by the ISBE vendor's total contract price. For example if the ISBE vendor's total contract price is \$100,000.00 and it subcontracts a total of \$12,000.00 to ISBEs and will perform a total of \$8,000.00 of the work itself, the ISBE vendor's ISBE participation rate would be 20%.

b. Points for ISBE Participation Rate:

The vendor with the highest ISBE participation rate shall receive the maximum ISBE participation points. All other vendors shall receive ISBE participation points by applying the following formula:

(Vendor's ISBE participation rate + Highest ISBE participation rate

X Maximum ISBE participation points)

For example, assuming the weight given by the RFP to ISBE participation is 6 points, if Vendor A has the highest ISBE participation rate at 20% and Vendor B's ISBE participation rate is 12%, Vendor A will receive the maximum 6 points and Vendor B will receive ($12\% \div 20\%$) x 6 which equals 3.6 points.

General Evaluation:

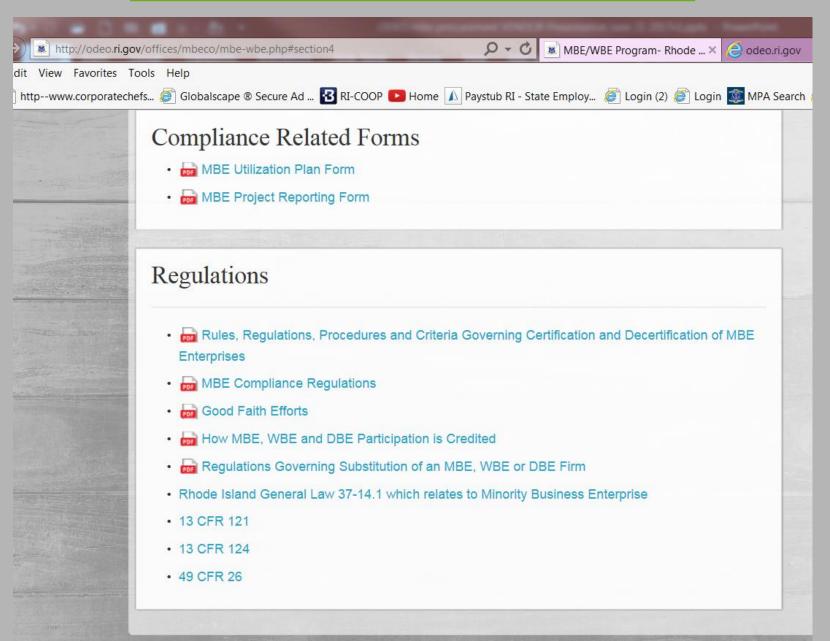
Points shall be assigned based on the vendor's clear demonstration of the ability to provide the requested goods and/or services. Vendors may be required to submit additional written information or be asked to make an oral presentation before the TEC to clarify statements made in the proposal.

Failure to Submit ISBE Participation Rate

- 1.7 Request for Proposals, E. Proposer's Responsibilities, 2. Failure to Submit ISBE Participation Rate.
 - Any Proposer that fails to submit a proposed ISBE Participation Rate or any requested substantiating documentation in a timely manner shall receive zero (0) ISBE participation points.

Where to find Minority Business Enterprise Forms

http://odeo.ri.gov/offices/mbeco/mbe-wbe.php#section4



NON-DBE SERVICE RFQs

Non-DBE* Service RFQs

- A bidder shall <u>include with its bid or Request for Quotation</u> ("RFQ") the Statement of Acknowledgement, which outlines the provisions of State law and the obligation to meet the minimum ten percent (10%) MBE participation rate.

 <u>Ref: 1.8 Request for Quotes, E. Bidder Responsibilities, 1. Acknowledgement.</u>

 "A Bidder shall include with its bid or quote, a statement acknowledging the provisions of R.I. Gen. Laws Ch. 37-14.1 and its obligation to meet the Aggregate Utilization Rate."
- Within 5 business days after receipt of the tentative award letter, the vendor must submit a completed and signed MBE Plan to the Office of Diversity, Equity and Opportunity, MBE Compliance Office.
- Prior to the issuance of a purchase order, either an approved MBE Utilization Plan must be in place or a waiver of the participation requirement must be granted by ODEO / MBE based upon documentation of "Good Faith Efforts."

^{*}US Department of Transportation Disadvantaged Business Enterprise ("DBE") Program

NEW TENTATIVE AWARD LETTER REQUIREMENTS FOR NON-DBE CONSTRUCTION RFQS AND ALL RFPS

Will be uploaded to the Purchasing Agency Resource Center "ARC"

EEO REQUIREMENTS

EEO* Requirements

Regulatory History:

President Obama issued an amendment to Executive Order 11246, originally issued by President Lyndon B. Johnson, adding sexual orientation and gender identity to the list of protected categories (2014).

■ Enacted in 1988, the statute governing state contracts (§ 28-5.1-10) mandates that contractors/subcontractors doing business with the State of Rhode Island comply with federal executive orders relating to EEO requirements.

EEO Requirements

Affirmative Action Requirements:

- Contractors and subcontractors who do more than \$10,000 in government business in one year are prohibited from engaging in employment discrimination on the basis of race, color, religion, sex, sexual orientation and gender identity, as well as national origin, and are required to submit an "Affirmative Action Policy Statement."
- Contractors with 50 or more employees and \$50,000 or more in government contracts must prepare a written "Affirmative Action Plan."
- Under the Vietnam Era Veterans' Readjustment Assistance Act, as amended ("VEVRAA") and Section 503 of the Rehabilitation Act of 1973, federal contractors and subcontractors are required to take affirmative action to recruit, hire and promote qualified veterans and persons with disabilities, respectively.

EEO Requirements

Before Purchase Order is Issued, Vendor Must Complete:	Throughout the Life of the Contract, Vendor Must Complete:	At the End of the Contract, Vendor Must Complete:	
 Contract Compliance Report Certification of Compliance Affirmative Action Plan or Policy Statement 	 Monthly Utilization Report 	 Contract Letter of Completion 	

Quick Tips with Ali

How to visit the RI Purchases Agency Resource Center "ARC" Page 1 of 2

Visit the "ARC" to ensure utilization of the most current document versions.

User Instructions:

The ARC operates on smartphones.

From the "purchasing.ri.gov" home page click on the link for the Agency Resource Center "Agency Login". See example 1 below.

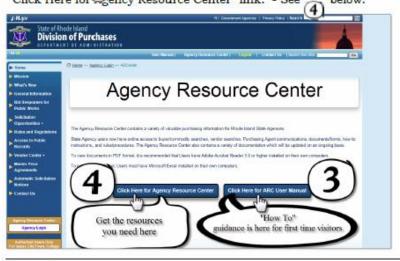


The Agency Resource Center Agency Login page will open. If you do not know your Agency Login, for User ID & Password use "68" followed by "68000", then click on the Login Box. - See example below.



How to visit the RI Purchases Agency Resource Center "ARC" Page 2 of 2

First-time visitors should watch the 2-minute user manual video. It is a quick overview of the ARC, describes required software and versions, and provides a user "how to". See below. To access the documents stored in the ARC use the "Click Here for ency Resource Center" link. - See below.



Documents are stored within their respective categories. Hover your mouse over the blue boxes beneath each category to see the drop down of items stored. As our dropdown of content grows you may find that you will have to click on the last item in the dropdown to expand the listing of documents.



MPA Search Tips

"To view all MPAs". Click on "Search" from the MPA page http://www.purchasing.ri.gov/MPA/MPASearch.aspx P → B C MPA Search tp://www.purchasing.ri.gov/MPA/MPASearch.aspx File Edit View Favorites Tools Help × **©**Convert ▼ **B**Select 🍰 🕰 Events 🥰 Login 🗾 Suggested Sites 🔻 🌉 MPA Search 餐 RI Genl Laws 🥰 WSCA-NASPO Cooperativ... 餐 Chapter 37-2 - Index of Se... 👰 R.I. Division of Purchases I... 🥰 Rhode Island State Divisio... 👼 State Agency Bids R.I. Government Agencies | Privacy Policy | Search Rl.gov: ⚠RI.gov State of Rhode Island | Contact Us | Search this Site: Home >> MPASearch Home Mission Master Price Agreement (MPA) Search What's New 3 TIPS FOR SEARCHING ON THIS MPA SEARCH PAGE Searching by Key Word - Type Key Word into the Description Field and Click Search General Information Searching When Title is Known - Type First Word of Title in Description Field & Choose from Menu Bid Responses for To View All MPAs - Click Search **Public Works** Solicitation MPA Number: Opportunities + Rules and Regulations MPA Description: Access to Public Records Buyer Last Name: Vendor Center + Master Price Agreements Vendor Name: **Automatic Solicitation** Last Updated Within: Contact Us

Click on the award number to view the vendor award.

Click here to view the User Guide and any buyer status updates that may be posted for the MPA.

View 200 ✓ per page					
Award Number	Vendor Name	MBE*	Comments		
3451954	Core Business Technologies		Contract		
3451951	Alliance Business Products		Contract		
3449702	Konica Minolta Business SOlutions		Contract		
3449249	Sharp Electronics Corporation		Contract		
3449475	Xerox Corporation		Contract		
3449237	Ricoh USA, INC		Contract		
3451976	Aztec Office Supplies Direct		Update: For Sharp resellers, agencies are instructed to issue POs to Sharp Direct. PO # 3449249 SHARP ELECTRONICS LOCAL AUTHORIZED DEALER SHARP PLAZA, BOX B MAHWAH, NJ 07430 Aztec Office LLC - CONTRACT		
3319891	Toshiba America Business Solutions, Inc.		CONTRACT		
3451967	Advanced Business Machines, Inc.		CONTRACT Update: For Sharp resellers, agencies are instructed to issue POs to Sharp Direct. PO # 3449249 SHARP ELECTRONICS LOCA AUTHORIZED DEALER SHARP PLAZA, BOX B MAHWAH, NJ 07430		
3452046	AXION BUSINESS TECHNOLOGIES		Contract		
3451956	Automated Business Machines, Inc.		Contract Update: For Sharp resellers, agencies are instructed to issue POs to Sharp Direct. PO # 3449249 SHARP ELECTRONICS LOCAL AUTHORIZED DEALER SHARP PLAZA, BOX B MAHWAH, NJ 07430		
3449470	Hewlett Packard		HP INC. Contract		
3453249	Bay Business Machines, Inc.		Contract		
3472742	Connecticut Business Systems		Contract		

*Contified Minarity Duciness Enterprise

User Guides Are Available On the Purchases MPA Website

Note that User Guides are not accessible in RIFANS



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

CONTRACT USER GUIDE

COPIERS, PRINTERS, AND RELATED DEVICES MASTER PRICE AGREEMENT ("MPA") #337 CONTRACT TERM 1/1/2016 – 12/31/2019

BACKGROUND:

MPA 337 is a WSCA Cooperative agreement #3091 with a contract term of 1/1/16 - 12/31/19.

COOPERATIVE PURCHASING AGREEMENT:

This Master Price Agreement is issued under a cooperative agreement with <u>WSCA-NASPO</u> (Western States Contracting Alliance and The National Association of State Procurement Officials), a cooperative purchasing organization that allows authorized governmental

entities in any state to piggy-back their a when RI Purchases piggy-backed this av

WHO CAN USE THIS CONTRACT!
STATEWIDE APPLICABILITY - Polic
public agencies), as authorized by law, 1
billing shall be between the vendor and

AGENCY INSTRUCTIONS

Update:

For Sharp resellers, agencies are instr

PO # 3449249 SHARP ELECTRONICS LOCAL AUTHORIZED DEALER SHARP PLAZA, BOX B MAHWAH. NJ 07430

- Please channel your PO through proper ordering and installation
- Agencies should create a non-ca for leases and purchases.
- All orders should contain the fol

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

- "PO is subject to NASPO ValuePoint Contract resulting from RFP # 3091 and this Purchase Order shall constitute a Schedule under the Terms and Conditions of the Lease Agreement,
- o (2) Your Name, Address, Contact, & Phone-Number
- (3) <u>Purchase order amount</u>
- (4) If Leased, type of Lease (FMV, Operational, or Capital lease) and monthly payment
- o (5) Itemized list of accessories
- o (6) Service Program selected and CPC rates.
- \circ (7) Serial number for the machine in question
- o (8) Length / Dates the PO covers

VENDOR AWARDS CONTACT INFORMATION: See attached spreadsheet.

DIVISION OF PURCHASES CONTACT:

Name: Sharon Louro Title: Buyer

Tel: 401-574-8152

il: Sharon Louro@purchasing ri.gov

VENDOR CONTACT LIST

AWARD #	Company Name	Seller Type	Contact Name	Phone Number	Email Address	Website
3448237	Ricch USA	Manufacturer	Roger Hosler	681-629-2204	Roger Hosler@Ricoh-usa.com	http://www.naspovaluepoint.org/#contract- details/56/contractor/282
3461961	ALLIANCE BUSINESS PRODUCTS INC	Ricoh Receiler	Jerome Haggarty	401.233.1888		www.alliancebp.com
3461964	CORE BUSINESS TECHNOLOGIES	Savin Receiler	Mark Cohen	1.888.587.CORE (2673)	4coresticorebt.com	www.corebt.com
3448249	SHARP ELECTRONICS CORP	Manufacturer	Jim Drisooli	978-502-3096	James.driscoll@sharpsec.com	http://www.naspovaluepoint.org/#contract- details/56/contractor/283
3448249	AUTOMATED BUSINESS SOLUTIONS	Sharp Receller	Alan Albergaria	401-732-3000		http://www.absne.com/
3449249	INNOVEX (Advance Business Machines)	Sharp Receller	Peter Parici	401-232-7000		http://www.innovex.co/
3449249	XSE GROUP, INC (Azteo Office LLC)	Sharp Receller	Jay Greenless	800-633-8562		https://www.aztecoffice.com/aztecOffice/St aticPage.do
3449475	Xerox Corporation	Manufacturer	Elaine Brown Client Manager Direct Sales	Office: 781-872-7638 Mobile 781-897-4888	Elaine Brown2 filtratox.com	http://www.naspovaluepoint.org/#contract- details/56/contractor/301
Additional Contacts	Xerox Corporation	Manufacturer	Stuart Siedman Production Specialist Direct Sales	Office Tel: 781-872-7610 Mobile Tel: 817-304-7234		http://www.naspovaluepoint.org/#/contract- details/56/contractor/301
Additional Contacts	Xerox Corporation	Manufacturer	Allen Dohaney Sales Executive- Xerox North America Sales	877-812-5500		http://www.naspovaluspoint.org/#contract. details/56/contractor/301

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