



Department of

General Services

Statewide Contracts for the Tech Savvy

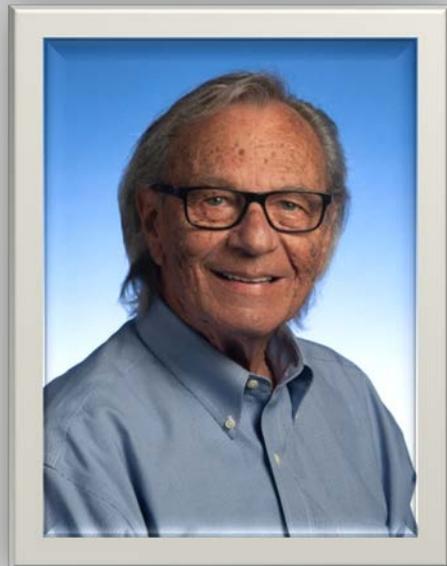
November 6, 2019

Simeon Ayton and Richard Kotler

Class Objectives

- **Section 1:**
 - Who we are
 - What we can do for you
- **Section 2:**
 - Tech Contract Quirks
- **Section 3:**
 - SWCs you may be interested in:
 - » Telecom
 - » Software
 - » Computer Hardware
- **Final Questions**

Category Management - Technology Team



What We Do



Tech Contract Notes

- NASPO Cooperative Contracts
- Confidential contracts
Email CPO.SWC@tn.gov to obtain a NDA

Technology Quirks

Manufacturer and Reseller Relationship

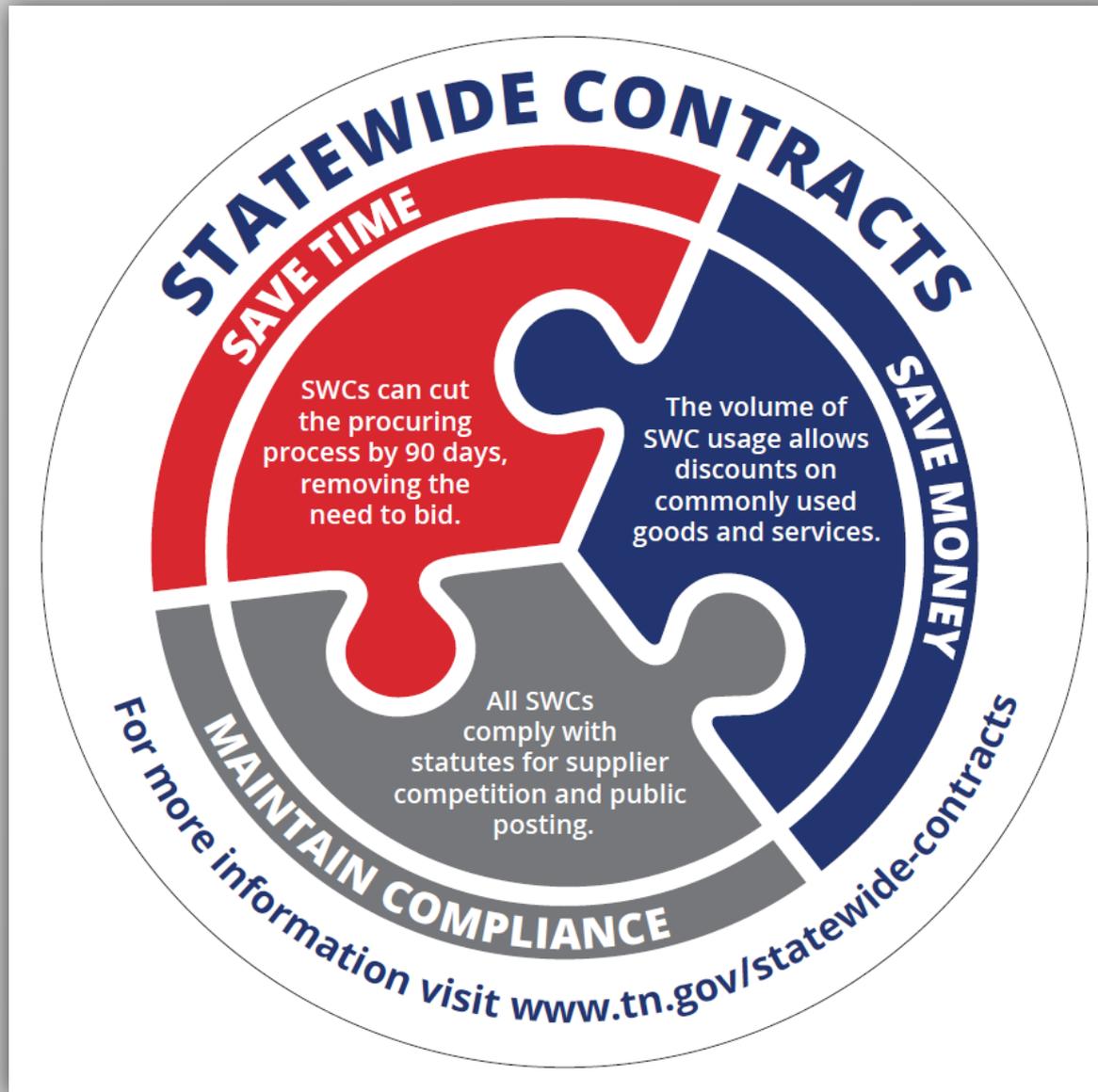


Technology Quirks

Difference Between On-Site Software & SaaS



Tech Contracts



Telecom – Contracts

SWC 433 Digital Hybrid Telephone Systems

Expiration Date 9/1/2023



Telecom – Contracts

RSWC 811 Cellular Devices, Service, and Business Solutions

Effective Date: November 1, 2019



Telecom – Contracts

SWC 418 Radio Equipment, Maintenance, Repair, Parts, and Test Equipment

Expiration Date March 14, 2020



Telecom – Contracts

SWC 911 First Responders Wireless Communications Services and Equipment (FirstNet)

Expiration Date: November 8, 2023



SWC 3830 Low Orbit Geosynchronous Satellite Services

Intent to Award to Outfitter Satellite, Inc. – incumbent

Current contract expires November 30, 2019



Software Stats

- 800+ Software Titles
- 124+ Suppliers/Publishers
- 40+ Software Contracts
- 100+ Suppliers Currently Providing Software
- Over \$44million in Annual Software Spend



SWC 3999 – NASPO COTS Software

Suppliers; CDW-G, SHI, Insight, En Pointe

Anticipated Expiration Date: April 17, 2021.



SWC 3014 NASPO Computers Desktops, Laptops, Tablets

Dell, HP, Lenovo, Panasonic

Expiration Date: March 31st, 2020



How to use Technology SWCs

SWC Usage Instructions Statewide Catalog Purchases

<https://www.tn.gov/generalservices/procurement.html>

Wrap Up



- What SWCs can do for you
- Technology Contracts & Quirks
- List of SWCs that may be of interest

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Final Questions



Reference Materials

- All statewide contract documents can be found here:
 - **tn.gov/statewide-contracts**
- The latest Usage Instructions can be found here:
 - **tn.gov/statewide-contracts-usage**

Parting Note/Request

Please make sure to sign the attendance sheet to ensure all materials are emailed to you.

Don't forget to attend the Supplier Fair.



Thanks for coming!