

## RSWC# 3014 NASPO Servers\_Storage Contract Information and Usage Instructions

**NetApp**

**Master Agreement No: MNWNC-121**

**State of Tennessee Contract No: 53458**

**\*EXECUTIVE BRANCH AGENCIES - PLEASE CONTACT STS  
BEFORE STARTING ANY PROJECT REQUIRING  
SERVERS AND/OR STORAGE**

### **Contract Period:**

Start Date: January 23, 2016

Initial End Date: March 31, 2020

Final End Date with Three Annual Renewal Options: March 31, 2020

**Summary/Background Information:** Restricted statewide contract #3014, NASPO Servers\_Storage includes multiple server and enterprise storage manufacturers:

HP -	Active	Server and Storage
Dell -	Active	Server and Storage
EMC -	Active	Storage
Hitachi -	Active	Server and Storage
Cisco -	Active	Server
IBM -	Active	Server and Storage
NetApp -	Active	Storage

The contracts under this statewide are available to all state agencies and local entities.

**\*Please provide all project awards to Stephanie Zerda, CPO with pricing spreadsheets.**

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**State Contact Information**

**Contract Administrator:**

Stephanie Zerda  
Category Specialist  
Central Procurement Office  
(615) 741-2026  
Stephanie.M.Zerda@tn.gov

**Additional State Contacts**

**(Restricted Contract - All Server and Storage Operational Questions):**

Renee Christiansen  
Finance and Administration, Strategic Technology Solutions (STS)  
Renee.Christiansen@tn.gov

**Vendor Contact Information:**

<b>Manufacturer</b>	<b>Reseller</b>	<b>Contact Name</b>	<b>Phone Number</b>	<b>Email</b>
NetApp		Amanda Roth	703-918-4191	<a href="mailto:Amanda.roth@netapp.com">Amanda.roth@netapp.com</a>
	Logicalis, Inc.	Mike Phelps	859-410-2637	<a href="mailto:LogicalisGovEdContracts@us.logicalis.com">LogicalisGovEdContracts@us.logicalis.com</a>
	CDW Government Inc.	Tony Sivore Griffin Curcio Rob Sullivan	312-705-3290 877-635-6656 866.245.8105	<a href="mailto:tonysiv@cdwg.com">tonysiv@cdwg.com</a> <a href="mailto:grifcur@cdwg.com">grifcur@cdwg.com</a> <a href="mailto:robetul@cdwg.com">robetul@cdwg.com</a>
	Harwood	Steve Lamsey	800-390-2567	<a href="mailto:Steve.lamsey@harwood-intl.com">Steve.lamsey@harwood-intl.com</a>
	WWT	Carol Harting Jeff Dunn	786-364-6076 615.406.5661	<a href="mailto:carol.harting@wwt.com">carol.harting@wwt.com</a> <a href="mailto:Jeff.Dunn@wwt.com">Jeff.Dunn@wwt.com</a>
	DLT	Ian Seipel	703-708-9159	<a href="mailto:ian.seipel@dlt.com">ian.seipel@dlt.com</a>

**Emergency Call Procedures:**

None

**Usage Instructions:**

**Restricted Contract Information**

Strategic Technology Solutions (STS) has the right to restrict any catalog product that does not meet State standards.

Software other than NetApp published software will need to go through the CPO click-wrap approval process.

**Key Contract Information:**

Manufacturer	Reseller	Vendor ID	Contract Number
NetApp		162483	53458
	Logicalis	292	64609
	CDW Government Inc.	534	53561
	Harwood	134290	53612
	WWT	105513	64610
	DLT	725	53562

**Product and Service Schedule (PSS) Pricing and Discount Information including catalogs:**

HPE

[https://b2b.hpe.com/?jsessionid=65CADFAB5999444C634FEAF7F82EC57A.g4t8512g\\_WHA-General-Inst](https://b2b.hpe.com/?jsessionid=65CADFAB5999444C634FEAF7F82EC57A.g4t8512g_WHA-General-Inst)

Dell

<http://www.dell.com/learn/us/en/04/slg/wsca-naspo-new-for-review?c=us&l=en&s=bsd>

EMC

<http://www.emc.com/emcwsca/data-storage/index.htm>

Hitachi

<https://www.hds.com/wsca/>

Cisco

<http://www.cisco.com/c/en/us/solutions/industries/government/us-government-solutions-services/resources/government-contracts-funding-vehicles/state-local-government-contracts/naspo-valuepoint-compeq.html>

IBM

<https://www.ibm.com/industries/sled-contracts/ibm-naspo-ce-tennessee>

NetApp

<http://www.netapp.com/us/how-to-buy/wsca/index-mnwnc121.aspx>

**Discount Information:**

All contracts were awarded by the lead state of Minnesota based on the percentage discount off manufacturer catalog. Please verify the State's minimum discounted catalog

price with the reseller's quote before issuing the PO.

**Requisition and Purchase Order Generation:**

For information on how to create a requisition and/or purchase order please click on the "Agency Upgrade User Guide" link on the following page:

<http://tn.gov/generalservices/article/agency-reference-material>.

**Billing and Payment Instructions:**

Follow your agency specific rules for bill and payments.

Net payments term: **FOB Destination**

**Asset and Inventory Management:**

Follow your agency specific rules for asset and inventory management.

**Guidelines for purchases from RSWC 3014:**

RSWC 3014, the NASPO Server\_Storage contract, is based on discount from manufacturer (contract holder) catalog negotiated by the lead state of Minnesota. The catalogs list many products that are not standards in the State's technology architecture. **Please refer to the project flow chart below for the detailed project development and/or ordering process at the beginning of the procurement (Executive Branch Only).**

There are exceptions to the restrictions. The following provides guidelines for handling purchases of restricted products.

1. The restrictions apply to Tennessee Executive Branch agencies only. Judicial and Legislative organizations may purchase without restriction or pre-approval. Non-State entities such as local governments may also purchase without restriction or pre-approval.
2. Authorization to purchase restricted products may be requested through the existing IT-ABC standards exception process. The process and request form are available on the STS Intranet website at:

<https://teamtn.gov/sts/article/sts-wavier-exception-process>

3. All orders must include NetApp's Master Contract Number: MNWNC-121 and #53458



RSWC 3014 - Project  
Flow Chart.pdf

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## **Master Agreements and NEGOTIATED Participating Addendums (PA):**

Please use the following link to locate all of the Master Agreements and negotiated PA's:

Computer Equipment, Peripherals, & Related Services 2015-2020.

This will have the most current information. It is updated by the lead state of Minnesota regularly.

<http://www.naspovaluepoint.org/#/contract-details/52/overview/general>

Click on the above link

Select the box labeled Contracts

Select the box containing the appropriate manufacturer

From this point there are two paths:

- 1) Click on the 2015-2020 MNWN\_PC\_Agreement\_HP Enterprise (Master Agreement) – Awarded discounts can be found in this document (or specific manf).
- 2) Select State of Tennessee from the section located under the Participating Addenda section. This will bring up the negotiated PA.