

STATEWIDE PROCUREMENT

STATEWIDE PROCUREMENT SUPPORT

Technology procurement involves providing school districts technical assistance with purchasing and leasing of learning devices and peripheral devices, learning management systems, cybersecurity protection, student data privacy, device insurance, and other technology-related goods and services.

Below is a general outline of support and services available to all districts. This work is being done in partnership with OSPI, AESD, and ESDs statewide.

1. Each educational service district shall provide technology consultation, procurement, and training, in consultation with p. 2 E2SHB 1365.SL teacher-librarians through school library information and technology programs as defined in RCW 28A.320.240, and as described in this section. An educational service district may meet the requirements of this section in cooperation with one or more other educational service districts.
2. Technology consultation involves providing technical assistance and guidance to local school districts related to technology needs and financing and may include consultation with other entities.
3. Technology procurement involves negotiating for local school district purchasing and leasing of learning devices and peripheral devices, learning management systems, cybersecurity protection, device insurance, and other technology-related goods and services. When selecting goods and services for procurement, the educational service district must consider a variety of student needs, as well as accessibility, age appropriateness, privacy and security, data storage and transfer capacity, and telecommunications capability. Technology procurement may be performed in consultation and contract with the department of enterprise services under chapter 39.26 RCW.

Thank you,

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How can I buy computer equipment and wireless access?

Many options are available to districts.

- Small Purchase Authority
- Washington State DES Contracts (adopted from NASPO ValuePoint solicitations)
- WISPC Contracts
- New Cooperative Contracts

Small Purchases

If I'm using grant money do I still need to get multiple quotes?

Yes, you need to follow state procurement guidelines (which are broad) and also your district guidelines, passed by your board (which can be narrower). For instance, [RCW 28A.335.190](#), states that purchases over \$40K will require some competitive process. Purchases between \$40K - \$75K require at least three written quotes, and purchases over \$75K requires the formal process (advertising, soliciting bids, scoring bids, etc.).

Some large schools in the state may follow the state guidelines, however, smaller schools typically have had more narrow rules implemented by board resolution. In many cases these rules are very low and would require any purchase over \$1K to require at least internet quotes and purchases over \$5K would require three written quotes. Be sure to check your district guidelines when determining whether quotes are necessary.

Do I need to get quotes for a specialty product only available from the manufacturer?

For products that are sold directly from the manufacturer or only available from one vendor you may purchase them in accordance with [RCW 39.04.280](#). Also, please see this [article](#) from MRSC regarding sole source purchases specifically in regards to technology. Keep in mind, agencies should base these decisions on an objective review of the required product or service, making sure to document why the particular product or service is necessary and whether efforts were made to find other vendors.

Washington State Department of Enterprise Services Contracts

Below are the two State contracts that will meet most of your needs for technology purchases. While these contracts are WA DES contracts they were bid by NASPO (National Association of State Procurement Officials) and adopted by the state of Washington as a member institution. So these are in fact national contracts with significant buying power.

[Contract #: 04718 - NASPO ValuePoint Wireless Data, Voice, and Accessories.](#) This contract includes mobile phones, service plans, tablets, hotspots, etc.

[Contract #: 05820 - Computer Equipment, related Peripherals & Services \(NVP\).](#) This contract includes desktop computers, laptops, monitors, etc.

Can my school use these contracts?

Yes, to use these contracts districts must sign the **MCUA (Master Contract Usage Agreement)** but depending upon the district this may require board action. Below is a link to all of the organizations that have already signed the MCUA,

<https://apps.des.wa.gov/DESContracts/Home/MCUAListing>.

Note on Piggybacking: *Aside from signing the MCUA, school districts should understand that audits of federal dollars will be looking for some additional review by the districts. Even though these are state approved contracts, any district using federal money and purchasing off these contracts will need to review the original solicitation documents and responses and document their approval they have verified that these contracts meet federal standards. See [document](#) from the State Auditor's Office for more details on piggybacking.*

What is the MCUA?

The Master Contracts Usage Agreement (MCUA) is a one-time agreement necessary to meet statutory requirements allowing qualifying organizations to use Washington State master contracts. ([Public Benefit Nonprofit entities should use this form.](#)) Cooperative purchasing through state contracts provides organizations that have agreed to terms and conditions the opportunity to save millions of dollars annually by pooling resources to leverage the market through volume discounts. Authorized organizations are provided access to over 1,500 vendors supplying goods and services through master contracts to meet all the business needs of their organization at no cost.

How much does it cost?

There is no cost for the Master Contracts Usage Agreement.

Who can sign a MCUA?

- State Agencies
- State Boards
- State Commissions
- Higher Education Institutions
- Offices of Separate Elected Officials
- Local Government Agencies
- Federal Agencies
- Washington State Tribal Entities
- Public Benefit Non-profit (PBNP)
 - Organization with 501(C)3 tax status that have filed PBNP status with the Secretary of State. For filing information, go to <http://www.sos.wa.gov/corps/>.
 - More information about purchasing agreements with Public Benefit Non-profit: [RCW 39.34.055](#).
 - More information about Public Benefit Non-profit designation: [RCW 24.03.490](#).

How do I join?

- Check the [signed agreement list](#).
 - If you are already on the list, then you are ready to go.
 - If you are not on this list:
 - Download and print the [Master Contracts Usage Agreement \(MCUA\)](#).
(Public Benefit Nonprofit entities should use this form.)
 - Fill out and sign MCUA (including any supporting documentation)
 - Non-profit organizations must include:
 - IRS Confirmation of 501(c) 3 status.
 - Washington Secretary of State Public Benefit Non-Profit (PBNP) filing print out
 - Statement of funding source(s) (e.g., local, state or federal funds)
 - Scan and email signed copy of MCUA (and any supporting documentation) to: MCUA@des.wa.gov
Or
 - Mail signed copy (and supporting documentation) to:
DES
MCUA, ATTN: Contracts Resource Center
Box 41408
Olympia, WA 98504-1408
 - A fully executed copy will be scanned and returned to you via email.

How do I make a purchase with a state contract?

First, check the [signed agreement list](#). Once you have a current signed MCUA:

- Use our contract search to find a contract or learn about special purchasing programs
- Identify a vendor on the contract you wish to use
- Contact the vendor citing the contract number you wish to use, contract name and provide your customer number.

NASPO ValuePoint Wireless Data, Voice, and Accessories

Contract #: 04718

Replaces: 06012

Contract Type: COOPERATIVE

This Master Contract was established through NASPO ValuePoint with Utah as the lead state. Washington State participates in this contract through participating addendums. Currently, Washington State has the following Participating Addendums.

- 1) DiscountCell - Effective July 1, 2019 who offers accessories and cellular equipment.
- 2) T-Mobile - Effective January 1, 2020 who offers cellular service plans and devices.
- 3) Verizon - Effective July 1, 2020 who offers cellular service plans, devices and accessories.
- 4) AT&T - Effective July 1, 2020 who offers cellular service plans, devices and accessories.
- 5) Sprint - Effective July 1, 2020 who offers cellular service plans, devices and accessories.

- Awarded Vendors include: AT&T, DiscountCell, Sprint, T-Mobile and Verizon.
- Mobile phone options and service plans to fit the needs of your organization.
- Phone accessories, such as chargers, signal boosters, antennas, batteries and phone cases.
- Tablets with mobile data service plans.
- Voice over IP options and a variety of headsets.
- IoT Turnkey solutions are included.
- Includes EPEAT rating criteria of mobile phones that address the life cycle of the products.

Ordering Steps:

1. View [Pricing & Ordering](#) to learn more about available services.
2. View [EPEAT registration criteria](#) to learn more about EPEAT and the database of all registered products that are provided under this contract. This contract required to have mobile phones achieve a Bronze rating or higher in the EPEAT system.
3. Use the contact information in the Pricing and Ordering document to get more information or place an order with your preferred vendor.
4. Reference Washington State Master Contract No. 04718 to ensure you get contract pricing.
5. [Frequently Asked Questions](#)

Computer Equipment

Contract #: 05820

Replaces: 05815

Contract Type: COOPERATIVE

Scope

This contract is for Computer Equipment, Peripherals & Related Services

This contract includes authorized fulfillment partners who are certified as WA State small, OMWBE, or Veteran-owned. Some contractors may have multiple certifications. See the links at the bottom of the page for all partners and their certifications. Note: not all partners are certified.

The Department of Enterprise Services, through participation with NASPO and the lead state of Minnesota, has established this cooperative contract with the Contractors shown below in the Awarded Contractors section. Visit the [NASPO Computer Equipment page](#) for additional information and resources.

Bands (Categories)

Band 1: Personal Computer Devices – Windows Operating Systems

Band 2: Personal Computer Devices – Non-Windows Operating Systems

Band 3: Servers & Storage

How to Use this Contract

1. Review the Contractor section below to find pricing, product offerings, and information for each Contractor.

2. Contact the sales representatives directly to consult about their products and services.

Note: This Contract allows for orders and payments to be made through awarded Contractors or their Authorized Fulfillment Partners identified in the vendor table below (listed as Subcontractors). Orders placed through authorized fulfillment partners are subject to the terms and conditions of the Contract.

3. Reference DES Contract No. 05820 on your Purchase Order.

4. Consult the [Frequently Asked Questions \(FAQ\)](#) for common questions on this contract.

5. Review the DES [Green Purchasing](#) page for Electronic Equipment for further information and guidance.

6. Contact the Contract Administrator listed below with any further questions.

Awarded Contractors

Note: There are still PAs in negotiations. This page will be updated as these are executed.

- PA in negotiation: IBM

Acer

Awarded Bands: 1, 2

Contact Information: Jennifer Wadland | Jennifer.wadland@acer.com | 781-789-8029

[Pricing](#)

[Master Agreement](#)
[Participating Addendum](#)
[Acer's NASPO Webpage](#)

Apple

Awarded Bands: 2

Contact Information: Tim Lim | tlim2@apple.com | 408-783-7379

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Apple's NASPO Webpage](#)

Dell

Awarded Band: 1, 2, 3

Contact Information: Ashley Salinas | A.Salinas@Dell.com | 512-542-1237

[Pricing](#) & [PSS](#) (note: PSS is a large file and may take a while to download)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[Dell NASPO Page](#)

Getac

Awarded Bands: 1

Contact Information: Maria Gutierrez | contract.administrator_us@getac.com | 949-247-4114

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Getac's NASPO Webpage](#)

HP

Awarded Bands: 1, 2

Contact Information: Debra Lee | debra.lee@hp.com | 847-537-0344

[Pricing](#) & [PSS](#)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[HP's NASPO Webpage](#)

Hewlett Packard Enterprise (HPE)

Awarded Bands: 3

Contact Information: Stacey Pierce | Stacey.pierce@hpe.com | 512-319-1012

[Pricing](#) & [Baseline Catalog Pricing](#)
[Master Agreement](#)

[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[HPE's NASPO Webpage](#)

Lenovo

Awarded Bands: 1, 2

Contact Information: Melissa Autrey | mautrey@lenovo.com | 919 294-0609

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[Lenovo Inc. NASPO Webpage](#)

Microsoft

Awarded Bands: 1

Contact Information: Daniel Roberts | daniel.roberts@microsoft.com | 216-544-9988

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#) (click on WA state)
[Microsoft's NASPO Webpage](#)

NetApp

Awarded Bands: 3

Contact Information: Harry Franks | harry.franks@netapp.com | 703-918-7200

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[NetApp's NASPO Webpage](#)

Panasonic

Awarded Bands: 1, 2

Contact Information: Solomon Surles III | Solomon.SurlesIII@us.panasonic.com | 775-895-2401

[Pricing](#)
[Master Agreement](#)
[Participating Addendum](#)
[Authorized Fulfillment Partners](#)
[Panasonic's NASPO Webpage](#)

Pure Storage

Awarded Bands: 3

Contact Information: Kim Bradbury | kim.bradbury@purestorage.com | 301-717-9968

[Pricing & PSS](#)

[Master Agreement](#)

[Participating Addendum](#)

[Authorized Fulfillment Partners](#)

[Pure Storage's NASPO Webpage](#)

Transource

Awarded Bands: 1, 3

Contact Information: Curtis Wescott | curtisw@transource.com | 623-215-4407

[Pricing & Base Price Catalog](#)

[Master Agreement](#)

[Participating Addendum](#)

[Transoure's NASPO Webpage](#)

Information Security Services

Contract #: 01220

Replaces: 04715

Contract Type: COOPERATIVE

Scope

The Washington State Department of Enterprise Services, through participation with NASPO ValuePoint, has established participating addendums for Information Security Services.

The following category of services are available to eligible purchasers:

Category 1 Risk Assessment and Mitigation: Category 1 includes the performance of vulnerability assessments, privacy impact and policy assessments, evaluation, and analysis of internal controls critical to the detection and elimination of vulnerabilities for the protection of data.

Category 2 Event and Incident Management: Category 2 includes, but is not limited to, gathering information from various sources such as log files, error messages, and other resources such as intrusion detection systems and firewalls that may produce evidence to determine if an Event is an Incident.

Category 3 Breach Coach Services: Category 3 includes guidance, advice, and consultation to coordinate and support a breach response, including the investigation and mitigation of a breach impacting individuals or organizations.

Note: **Category 4: For Credit Monitoring Services** see awarded contractors on [Contract 21522](#).

Cooperative Contract: This contract is an authorized cooperative contract originally conducted by another state, for more information about the overarching contract, please see the following link: [NASPO website](#).

How to Use this Contract:

1. Review the Contractor section below to find pricing, product offerings, and information for each Contractor.
 2. Contact the sales representatives directly to consult about their products and services.
 3. Reference State Contract No. 01220 on your Purchase Order.
 4. Consult the [Frequently Asked Questions \(FAQ\)](#) for common questions on this contract.
 5. Contact the Contract Administrator listed below with any further questions.
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Awarded Contractors

22nd Century Technologies, Inc.

Caroline Rist and Shikha Sharma cyber@tscti.com shikhas@tscti.com (804) 372-0704 Ext. 359

[Pricing, see pricing tab](#)

[Master Agreement](#)

[Participating Addendum
Amendments](#)

MGT of America Consulting, LLC.

Nicholas Funari nfunari@mgtconsulting.com (210)-885-1903

[Pricing, see pricing tab](#)

[Master Agreement](#)

[Participating Addendum](#)

[Amendments](#)

Information in this document has been provided for your convenience but can be viewed in its entirety on the Washington State Department of Enterprise website: <https://www.des.wa.gov/>

WSIPC Contracts

20-01 Computer Hardware & Equipment

WSIPC RFP 20-01 establishes relationships with one or more vendors that provide responsible and lowest-possible cost **Computer Hardware and Equipment** solutions for its clients (school districts and eligible governmental agencies).

This RFP covers Desktop Workstations, Notebooks, Tablets, Chromebooks, Laptops, Monitors, File Servers, Storage Solutions, Desktop and LAN Printers, Networking Products, Computer-based Telecommunications Systems, Electronics (Cameras, MP3s, GPS, etc.), Scanners and Projectors, Computer Accessories/Parts/Upgrades.

Awarded Vendors

- HP, Inc.
- Riverside Technologies
- Hewlett Packard Enterprise
- MicroK12
- Ednetics, Inc.
- Alden Associates Inc.
- Dell Technologies
- Bluum
- Zones
- Trafera

RFP 20-01 Bid Documents

[WSIPC RFP 20-01 Computer Hardware and Equipment](#)

[RFP 20-01 Addendum 1 \(Q&A\)](#)

[RFP 20-01 Addendum 2 \(Q&A\)](#)

[RFP 20-01 Addendum 3 \(Q&A\)](#)

[RFP 20-01 Addendum 4 \(to Section 1.1 Contact and Delivery\)](#)

[RFP 20-01 Addendum 5 \(Q&A\)](#)

[RFP 20-01 Vendor Proposal Submittal List](#)

[Public Notice - Call for Proposal](#)

[RFP 20-01 Affidavit of Publication - Idaho Statesman](#)

[RFP 20-01 Affidavit of Publication - The Daily Journal of Commerce, Washington](#)

[RFP 20-01 Affidavit of Publication - The Daily Journal of Commerce, Oregon](#)

[RFP 20-01 Affidavit of Publication - Everett Daily Herald](#)

RFP 23-02 Enterprise Cybersecurity & Risk Assessment Solutions

Whether it's a school environment or public agency, in-person, remote or hybrid environment, there are many threats to enterprise cybersecurity. With the increasing reliance on technology and the constantly evolving landscape of cyber threats, it's important that organizations stay up-to-date and steps ahead on best practices to minimize risks and vulnerabilities. Assessing risk and developing and maintaining a solid enterprise cybersecurity program can help prevent data leaks, protect sensitive data, and prevent financial loss.

The objective of **RFP 23-02 Enterprise Cybersecurity & Risk Assessment Solutions** is to identify qualified proposers who can demonstrate organizational, functional, and technical capabilities, as well as experience and

qualifications necessary to provide comprehensive cybersecurity and risk assessment guidance that is credible, and fully aligned with industry standards and best practices for educational entities and public agency customers.

Awarded Vendors:

- **Tevora**
- **Iron Bow Technologies**
- **Presidio**
- **Cyberforce Q**
- **Bluum**
- **Strategic Communications**
- **Cerium Networks, Inc.**

RFP 23-02 Bid Documents

[WSIPC RFP 23-02 Public Notice](#) (PDF)

[WSIPC RFP 23-02 Enterprise Cybersecurity & Risk Assessment Solutions](#) (PDF)

[RFP 23-02 Appendix A - Intent to Participate](#) (Word Doc Download)

[RFP 23-02 Appendix B - Proposal Form](#) (Word Doc Download)

[RFP 23-02 Appendix C - Vendor Capabilities](#) (Word Doc Download)

[RFP 23-02 Appendix D - Product Service Requirements](#) (Word Doc Download)

[RFP 23-02 Appendix E - Vendor Cost Proposal](#) (Word Doc Download)

[RFP 23-02 Appendix E - Vendor Cost Proposal Pricing Form](#) (Excel Doc Download)

[RFP 23-02 Purchasing Bid Contract - for reference](#) (PDF)

[RFP 23-02 Addendum 1 - Q&A](#) (PDF)

[RFP 23-02 Addendum 2 - Q&A](#) (PDF)

[RFP 23-02 Addendum 3 - Q&A](#) (PDF)

[RFP 23-02 Affidavit of Publication - DJC - Oregon](#) (PDF)

[RFP 23-02 Affidavit of Publication - DJC - Seattle](#) (PDF)

[RFP 23-02 Affidavit of Publication - Everett Daily Herald](#) (PDF)

[RFP 23-02 Affidavit of Publication - Idaho Statesman](#) (PDF)

[RFP 23-02 Affidavit of Publication - Arizona Capitol Times](#) (PDF)

[RFP 23-02 Affidavit of Publication - Salt Lake Tribune](#) (PDF)

For more information on these contracts please contact me at jeff.strunk@esd112.org, and I can get you more information and help navigate you through the process.

New Cooperative Contracts/Competitive Bidding for Technology

Should the above contracts not meet your needs, support can be provided to issue competitive bids tailored to the specific requirements of your school. This support could include:

- Creation of bid documents
- Posting of Advertisement
- Review of Responses
- Award and Contracting
- Post award dispute resolution