



**State of Alabama  
Department of Finance  
Division of Purchasing  
Master Agreement**

**New**

**CONTRACT INFORMATION**

**MASTER AGREEMENT NUMBER: MA 999 190000000001**

**NOT TO EXCEED AMOUNT:**

Begin Date: 10/05/2018

Procurement Folder: 662113

Expiration Date: 10/04/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 10/07/18

Version Number: 1

**CONTACT INFORMATION**

**REQUESTOR:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**ISSUER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**BUYER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**CONTRACT DESCRIPTION**

Dell-EMC Enterprise Storage Solutions  
Award Reference: RFB 382 18000001097

**Ship To:**

**Bill To:**

**REASON FOR MODIFICATION**

**VENDOR INFORMATION**

**Name /Address:**

VC000004814: PROSYS INFORMATION SYSTEMS  
P O Box 4773  
Montgomery AL 36103

**Contact:**

Jeff Baldwin  
3345467537  
Jbaldwin@Prosysis.Com

**COMMODITY / SERVICE INFORMATION**

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 1    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Servers Enterprise Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Enterprise Storage Solutions (e.g. ExtremIO, PowerMax, VMA)  
  
 Percent discount: 53.08%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 2    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Mid-Range Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Mid-Range Storage Solutions (e.g., Unity, Compellant or SC)  
  
 Percent discount: 58.12%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 3    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC - Data Protection  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Data Protection Storage Solutions (e.g. Data Domain, AVAMAR)  
  
 Percent discount: 60.13%

Final

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 4    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Converged Infrastructure Storage Solutions (e.g,VBlock)  
  
 Percent discount: 50.54%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 5    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Hyper-Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Hyper-Converged Infrastructure Storage Solutions (e.g, VXRack, VXRail)  
  
 Percent discount: 60.12%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 6    | 0        |     | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

96258 - Professional Services (Not Otherwise Classified)  
 Dell-EMC - Certified Technical Services  
 Technical Services Manufacturer's Catalog:  
  
 Technical Services (e.g., installation, maintenance, consulting, training, staging/ deployment)  
  
 Percent discount: 20%

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

| APPROVALS |               |              |          |
|-----------|---------------|--------------|----------|
| Date      | Status Before | Status After | Approver |
|           |               |              |          |

**Final**

|              |                                |  |                       |
|--------------|--------------------------------|--|-----------------------|
| 190000000001 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Dell-EMC Enterprise Storage Solutions | <b>Page 4</b><br>of 4 |
|--------------|--------------------------------|--|-----------------------|

**Purpose:**

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Catalog items such as cloud-based products and services **ARE NOT** available from this contract.

**Default:**

When a vendor defaults on a contract/purchase order, the State can procure the goods or services from other sources and hold the vendor responsible for any excess in price/handling. The vendor may be barred from bidding for an indeterminate period per the Code of Administrative Procedure.

**Freight:**

Bid is F.O.B. destination. Any freight charges must be included in the bid prices. Do not include freight as separate line item.

If expedited shipping is requested, those charges may be passed on to the end user. Any expedited rate charges must be substantiated with written documentation from the courier or USPS.

**Contract period:**

Establish a 12-month contract with an option to extend for a second, third, fourth, and fifth 12-month period with the same pricing, terms and conditions. The second, third, fourth, or fifth 12-month period, if agreed by both parties, would begin the day after the first, second, third, or fourth 12-month period expires. Any successive extension must have written approval of both the state and vendor no later than 30 days prior to expiration of the previous 12-month period.

**Biddable Situation:**

Bids may be solicited for any product included in this contract where an immediate/emergency need exists, including large quantities. The decision of the Purchasing Director as to what constitutes a biddable situation shall be final and shall not be construed as a breach of contract.

The State reserves the right to bid the financing of a project associated with a purchase made from this contract.

**Quote Requirement:**

All quotes to end users shall include the catalog price as well as the discounted price. An awarded vendor may offer volume discounts for large quantity purchases.

**Administrative fee:**

Awarded bidder(s) are to pay the State an administrative fee for all sales paid under this contract. This fee will be 1.0% (0.01) of the total dollar amount for all sales paid. The fee is to be remitted the first month of each quarter before the 20th and will represent a single, one-time payment for all sales paid during the prior quarter and as adjusted for errors associated with earlier quarters. This fee is not to be listed as a separate cost on invoices. The awarded bidder(s) will be required to provide a summary report each quarter before the 20th listing sales paid during the prior calendar quarter. This report is to include the quarter being reported, the master agreement number, purchasing entity, sales amount, and fee amount. A report is due even when there is no activity. This report is to be sent electronically to telecom.admin@oit.alabama.gov. A copy of the summary report is to also accompany the payment. The remittance is to be identified with the reporting quarter and master agreement number. Failure to comply with provisions of this paragraph will be grounds for termination of the contract(s).

Reports and Payments will be due according to the following schedule:

- October, November, December – Due by January 20<sup>th</sup>
- January, February, March – Due by April 20<sup>th</sup>
- April, May, June – Due by July 20<sup>th</sup>
- July, August, September – Due by October 20<sup>th</sup>

Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance  
 Division of Accounting and Administration  
 PO Box 300658  
 Montgomery, Alabama 36130-0658



State of Alabama  
Department of Finance  
Division of Purchasing  
Master Agreement

New

**CONTRACT INFORMATION**

**MASTER AGREEMENT NUMBER:** MA 999 190000000002

**NOT TO EXCEED AMOUNT:**

Begin Date: 10/05/2018

Procurement Folder: 662113

Expiration Date: 10/04/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 10/07/18

Version Number: 1

**CONTACT INFORMATION**

**REQUESTOR:**

Jennifer Loretz  
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jennifer.loretz@purchasing.alabama.gov

**ISSUER:**

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**BUYER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**CONTRACT DESCRIPTION**

Dell-EMC Enterprise Storage Solutions  
Award Reference: RFB 382 18000001097

**Ship To:**

**Bill To:**

**REASON FOR MODIFICATION**

**VENDOR INFORMATION**

**Name /Address:**

VC000004985: TSA, INC.  
3821 Lorna Road, Suite 100  
Hoover AL 35244

**Contact:**

Shannon Vinzant  
2054214934  
Shv@Tsa.Com

**COMMODITY / SERVICE INFORMATION**

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 1    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Servers Enterprise Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Enterprise Storage Solutions (e.g. ExtremIO, PowerMax, VMA)  
 Percent discount: 31%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 2    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Mid-Range Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Mid-Range Storage Solutions (e.g., Unity, Compellant or SC)  
 Percent discount: 41%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 3    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC - Data Protection  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Data Protection Storage Solutions (e.g. Data Domain, AVAMAR)  
 Percent discount: 41%

Final

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 4    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Converged Infrastructure Storage Solutions (e.g,VBlock)  
 Percent discount: 36%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 5    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Hyper-Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Hyper-Converged Infrastructure Storage Solutions (e.g, VXRack, VXRail)  
 Percent discount: 36%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 6    | 0        |     | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

96258 - Professional Services (Not Otherwise Classified)  
 Dell-EMC - Certified Technical Services  
 Technical Services Manufacturer's Catalog:  
 Technical Services (e.g., installation, maintenance, consulting, training, staging/ deployment)  
 Percent discount: 10%

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

| APPROVALS |               |              |          |
|-----------|---------------|--------------|----------|
| Date      | Status Before | Status After | Approver |
|           |               |              |          |

**Final**

|             |                                |  |                       |
|-------------|--------------------------------|--|-----------------------|
| 19000000002 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Dell-EMC Enterprise Storage Solutions | <b>Page 4</b><br>of 4 |
|-------------|--------------------------------|--|-----------------------|

**Purpose:**

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Catalog items such as cloud-based products and services **ARE NOT** available from this contract.

**Default:**

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**Freight:**

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- April, May, June – Due by July 20<sup>th</sup>
- July, August, September – Due by October 20<sup>th</sup>

Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance  
 Division of Accounting and Administration  
 PO Box 300658  
 Montgomery, Alabama 36130-0658





State of Alabama  
Department of Finance  
Division of Purchasing  
Master Agreement

New

**CONTRACT INFORMATION**

**MASTER AGREEMENT NUMBER:** MA 999 190000000003

**NOT TO EXCEED AMOUNT:**

Begin Date: 10/05/2018

Procurement Folder: 662113

Expiration Date: 10/04/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 10/07/18

Version Number: 1

**CONTACT INFORMATION**

**REQUESTOR:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**ISSUER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**BUYER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**CONTRACT DESCRIPTION**

Dell-EMC Enterprise Storage Solutions  
Award Reference: RFB 382 18000001097

**Ship To:**

**Bill To:**

**REASON FOR MODIFICATION**

**VENDOR INFORMATION**

**Name /Address:**

VC000051725: Veristor Systems Inc  
3308 Peachtree Ind. Blvd.  
  
Duluth GA 30096

**Contact:**

Melinda Kauffmann  
6789901593 EXT: 118  
Mkauffmann@Veristor.Com

**COMMODITY / SERVICE INFORMATION**

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 1    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Servers Enterprise Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Enterprise Storage Solutions (e.g. ExtremIO, PowerMax, VMA)  
 Percent discount: 35%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 2    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Mid-Range Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Mid-Range Storage Solutions (e.g., Unity, Compellant or SC)  
 Percent discount: 47%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 3    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC - Data Protection  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Data Protection Storage Solutions (e.g. Data Domain, AVAMAR)  
 Percent discount: 42%

Final

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 4    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Converged Infrastructure Storage Solutions (e.g,VBlock)  
 Percent discount: 48%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 5    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Hyper-Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
 Dell-EMC Hyper-Converged Infrastructure Storage Solutions (e.g, VXRack, VXRail)  
 Percent discount: 48%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 6    | 0        |     | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

96258 - Professional Services (Not Otherwise Classified)  
 Dell-EMC - Certified Technical Services  
 Technical Services Manufacturer's Catalog:  
 Technical Services (e.g., installation, maintenance, consulting, training, staging/ deployment)  
 Percent discount: 10%

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Approved:



Purchasing Director

| APPROVALS |               |              |          |
|-----------|---------------|--------------|----------|
| Date      | Status Before | Status After | Approver |
|           |               |              |          |

**Final**

|              |                                |  |                       |
|--------------|--------------------------------|--|-----------------------|
| 190000000003 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Dell-EMC Enterprise Storage Solutions | <b>Page 4</b><br>of 4 |
|--------------|--------------------------------|--|-----------------------|

**Purpose:**

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 Montgomery, Alabama 36130-0658



**State of Alabama  
Department of Finance  
Division of Purchasing  
Master Agreement**

**New**

**CONTRACT INFORMATION**

**MASTER AGREEMENT NUMBER: MA 999 190000000004**

**NOT TO EXCEED AMOUNT:**

Begin Date: 10/05/2018

Procurement Folder: 662113

Expiration Date: 10/04/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 10/07/18

Version Number: 1

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**REQUESTOR:**

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**CONTRACT DESCRIPTION**

Dell-EMC Enterprise Storage Solutions  
Award Reference: RFB 382 18000001097

**Ship To:**

**Bill To:**

**REASON FOR MODIFICATION**

**VENDOR INFORMATION**

**Name /Address:**

VC000056565: Teklinks Inc  
DBA: C Spire Business  
201 Summit Parkway

Birmingham AL 35209

**Contact:**

Nancy Rockett  
2053146656  
Nrockett@Teklinks.Com

**COMMODITY / SERVICE INFORMATION**

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 1    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

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 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Enterprise Storage Solutions (e.g. ExtremIO, PowerMax, VMA)  
  
 Percent discount: 45.5%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 2    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

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 Dell-EMC Mid-Range Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Mid-Range Storage Solutions (e.g., Unity, Compellant or SC)  
  
 Percent discount: 51.5%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 3    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC - Data Protection  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Data Protection Storage Solutions (e.g. Data Domain, AVAMAR)  
  
 Percent discount: 49.5%

Final

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 4    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Converged Infrastructure Storage Solutions (e.g,VBlock)  
  
 Percent discount: 40.5%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 5    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Hyper-Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Hyper-Converged Infrastructure Storage Solutions (e.g, VXRack, VXRail)  
  
 Percent discount: 50.5%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 6    | 0        |     | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

96258 - Professional Services (Not Otherwise Classified)  
 Dell-EMC - Certified Technical Services  
 Technical Services Manufacturer's Catalog:  
  
 Technical Services (e.g., installation, maintenance, consulting, training, staging/ deployment)  
  
 Percent discount: 1.0%

All terms, conditions, and any amendments to solicitation are part of this contract as if fully reproduced herein .

Approved:



Purchasing Director

| APPROVALS |               |              |          |
|-----------|---------------|--------------|----------|
| Date      | Status Before | Status After | Approver |
|           |               |              |          |

**Final**

|              |                                |  |                       |
|--------------|--------------------------------|--|-----------------------|
| 190000000004 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Dell-EMC Enterprise Storage Solutions | <b>Page 4</b><br>of 4 |
|--------------|--------------------------------|--|-----------------------|

**Purpose:**

Establish a contract from the items listed for all state agencies. Contract prices are available to all local governmental agencies and schools.

Catalog items such as cloud-based products and services **ARE NOT** available from this contract.

**Default:**

When a vendor defaults on a contract/purchase order, the State can procure the goods or services from other sources and hold the vendor responsible for any excess in price/handling. The vendor may be barred from bidding for an indeterminate period per the Code of Administrative Procedure.

**Freight:**

Bid is F.O.B. destination. Any freight charges must be included in the bid prices. Do not include freight as separate line item.

If expedited shipping is requested, those charges may be passed on to the end user. Any expedited rate charges must be substantiated with written documentation from the courier or USPS.

**Contract period:**

Establish a 12-month contract with an option to extend for a second, third, fourth, and fifth 12-month period with the same pricing, terms and conditions. The second, third, fourth, or fifth 12-month period, if agreed by both parties, would begin the day after the first, second, third, or fourth 12-month period expires. Any successive extension must have written approval of both the state and vendor no later than 30 days prior to expiration of the previous 12-month period.

**Biddable Situation:**

Bids may be solicited for any product included in this contract where an immediate/emergency need exists, including large quantities. The decision of the Purchasing Director as to what constitutes a biddable situation shall be final and shall not be construed as a breach of contract.

The State reserves the right to bid the financing of a project associated with a purchase made from this contract.

**Quote Requirement:**

All quotes to end users shall include the catalog price as well as the discounted price. An awarded vendor may offer volume discounts for large quantity purchases.

**Administrative fee:**

Awarded bidder(s) are to pay the State an administrative fee for all sales paid under this contract. This fee will be 1.0% (0.01) of the total dollar amount for all sales paid. The fee is to be remitted the first month of each quarter before the 20th and will represent a single, one-time payment for all sales paid during the prior quarter and as adjusted for errors associated with earlier quarters. This fee is not to be listed as a separate cost on invoices. The awarded bidder(s) will be required to provide a summary report each quarter before the 20th listing sales paid during the prior calendar quarter. This report is to include the quarter being reported, the master agreement number, purchasing entity, sales amount, and fee amount. A report is due even when there is no activity. This report is to be sent electronically to telecom.admin@oit.alabama.gov. A copy of the summary report is to also accompany the payment. The remittance is to be identified with the reporting quarter and master agreement number. Failure to comply with provisions of this paragraph will be grounds for termination of the contract(s).

Reports and Payments will be due according to the following schedule:

- October, November, December – Due by January 20<sup>th</sup>
- January, February, March – Due by April 20<sup>th</sup>
- April, May, June – Due by July 20<sup>th</sup>
- July, August, September – Due by October 20<sup>th</sup>

Remittance is to be payable to the "State of Alabama Department of Finance" and be sent to:

Alabama Department of Finance  
 Division of Accounting and Administration  
 PO Box 300658  
 Montgomery, Alabama 36130-0658





State of Alabama  
Department of Finance  
Division of Purchasing  
Master Agreement

New

**CONTRACT INFORMATION**

**MASTER AGREEMENT NUMBER:** MA 999 190000000005

**NOT TO EXCEED AMOUNT:**

Begin Date: 10/05/2018

Procurement Folder: 662113

Expiration Date: 10/04/2019

Procurement Type: Master Agreement

Solicitation Number:

Replaces Award Document:

Award Date:

Replaced by Award Document:

Modification Date: 10/07/18

Version Number: 1

**CONTACT INFORMATION**

**REQUESTOR:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**ISSUER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**BUYER:**

Jennifer Loretz  
334-242-7370  
jennifer.loretz@purchasing.alabama.gov

**CONTRACT DESCRIPTION**

Dell-EMC Enterprise Storage Solutions  
Award Reference: RFB 382 18000001097

**Ship To:**

**Bill To:**

**REASON FOR MODIFICATION**

**VENDOR INFORMATION**

**Name /Address:**

VC000118895: GKR Systems Inc.  
DBA: Venture Technologies  
8650 Minnie Brown Road, Suite 101

**Contact:**

Mike Kerr  
3346497391  
Mike.Kerr@Ventech.Com

Montgomery AL 36117

**COMMODITY / SERVICE INFORMATION**

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 1    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Servers Enterprise Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Enterprise Storage Solutions (e.g. ExtremIO, PowerMax, VMA)  
  
 Percent discount: 58%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 2    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Mid-Range Storage Solutions  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Mid-Range Storage Solutions (e.g., Unity, Compellant or SC)  
  
 Percent discount: 55%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 3    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC - Data Protection  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Data Protection Storage Solutions (e.g. Data Domain, AVAMAR)  
  
 Percent discount: 59%

Final

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 4    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Converged Infrastructure Storage Solutions (e.g,VBlock)  
  
 Percent discount: 55%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
| 5    | 0        | EA  | \$0.000000 | \$0.00         |              |            | \$0.00         | \$0.00     |

2068980 - STORAGE AREA NETWORK  
 Dell-EMC Hyper-Converged Infrastructure  
 Dell-EMC Manufacturer's Catalog:  
  
 Dell-EMC Hyper-Converged Infrastructure Storage Solutions (e.g, VXRack, VXRail)  
  
 Percent discount 55%

| Line | Quantity | UOM | Unit Price | Service Amount | Service From | Service To | Line Sub Total | Line Total |
|------|----------|-----|------------|----------------|--------------|------------|----------------|------------|
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 Dell-EMC - Certified Technical Services  
 Technical Services Manufacturer's Catalog:  
  
 Technical Services (e.g., installation, maintenance, consulting, training, staging/ deployment)  
  
 Percent discount: 13%

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Approved:



Purchasing Director

| APPROVALS |               |              |          |
|-----------|---------------|--------------|----------|
| Date      | Status Before | Status After | Approver |
|           |               |              |          |

**Final**

|             |                                |  |                       |
|-------------|--------------------------------|--|-----------------------|
| 19000000005 | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Dell-EMC Enterprise Storage Solutions | <b>Page 4</b><br>of 4 |
|-------------|--------------------------------|--|-----------------------|

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 Division of Accounting and Administration  
 PO Box 300658  
 Montgomery, Alabama 36130-0658