Quote Requirements

No additional Terms and Conditions or links on any quote should be included

Vendors marked as "Pending" are awarded but still in negotiations. They are not yet available for use.

DTI240024-COMPUTER
Computer Equipment, Peripherals & Related Services

- **Dell Marketing LP**
  - **Product and Service Schedules (PSS)**
- **Apple Inc**
  - **NASPO Product and Service Schedule**
- **Hewlett Packard Enterprise Company**
  - **Pricing and Terms**
- **HP Inc**
  - **Product and Service Schedule (PSS)**
- **Lenovo United States Inc**
  - **Band 1,2 Products and Services Schedule**
- **NetApp Inc**
  - **Product and Service Schedule (PSS)**

Quote Requirements (Dell, Apple, HPE, HP, & Lenovo):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

- **Everpure, Inc.**
  - **NASPO ValuePoint Product and Services Schedule**
- **Microsoft Corporation**
  - **Product and Service Schedule (PSS)**

Quote Requirements (Pure Storage & Microsoft):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Reseller Cost – Baseline cost reseller paid per item from publisher.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Markup – Reseller percentage markup applied to unit and/or extended price.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI230036-DATA_SVC
Data Transport Services (ERATE)

- **Verizon Business Network SVC**
- **Comcast**
- **Fiber Assetco LLLC DBA Zayo**

Quote Requirements (All Vendors):

- No quote requirements currently.

DTI210043-IT_STAFF_MSP
IT Staffing Augmentation MSP

- **Guidesoft Inc DBA Knowledge Services**

Quote Requirements:

- Candidate Name
- Contract
- Department
- Division
- Hiring Manager
- Job Title
- Start & End Date
- Rate
- Estimated Total Hours

DTI220044-SOFTWARE_VAR
Software Value-Added Reseller

- **Mythics LLC**

Quote Requirements (Mythics):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Contract Number
- Delivery Date and Location
- Coverage Dates

- **Insight Public Sector**
- **SHI International Corp.**

Quote Requirements (SHI & Insight):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Reseller Cost – Baseline cost reseller paid per item from publisher.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Markup – Reseller percentage markup applied to unit and/or extended price.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI240046-TEL_SVC
Voice, Local and Long Distance, and VoIP Services

- **Verizon**

Quote Requirements:

- No quote requirements currently.

DTI230047-INTERNET
Internet Provider Services (ERATE)

- **Verizon Business Network SVC**
- **Comcast**
- **Cogent Communications**
- **Fiber Assetco LLLC DBA Zayo**

Quote Requirements (All Vendor):

- No quote requirements currently.

DTI240048-BLDG_SECURE
Building Access Systems

- **A3 Communications DBA Advantech**
- **Assurance Media**
- **Johnson Controls**

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Manufacture Name
- Itemized Labor cost
- Contract Number
- Delivery Date and Location
- Coverage Dates
- Subcontract needs to be listed if the vendor is utilizing them.
- "If any terms and conditions of this agreement conflict with the terms and conditions found in Contract DTI240048-BLDG_SECURE, the terms and conditions of Contract DTI240048-BLDG_SECURE shall prevail."

DTI240054-VIDEO_SURV
Video Surveillance Systems

- **A3 Communications DBA Advantech**
- **Assurance Media**
- **Johnson Controls**

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Manufacture Name
- Itemized Labor cost
- Contract Number
- Delivery Date and Location
- Coverage Dates
- Subcontractor needs to be listed if the vendor is utilizing them.
- "If any terms and conditions of this agreement conflict with the terms and conditions found in Contract DTI240054-VIDEO_SURV, the terms and conditions of Contract DTI240054-VIDEO_SURV shall prevail."

GSS20579-DATACOMM
Data Communications Products and Services

- **Hewlett Packard Enterprise (HPE)**
- **Cisco Systems Inc**
- **Ericsson Enterprise Wireless Solutions, Inc**
- **Juniper Networks US Inc**

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI250061-AV_EQPTCONF
Audio Visual Equipment and Audio Visual Web Conferencing

- A3 Communications Inc
- Assurance Media LLC
- Brandywine Electronics Corp
- Delaware Audio Visual Integration & Design
- Indian Township Solutions LLC
- Justice AV Solutions Incorporated
- RMR Inc
- Versalign Inc
- Visual Sound Inc
- RTS Solutionz Inc
- Ford Audio-Video Systems LLC

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Discount – Vendor percentage discount applied to unit and/or extended price.
- Manufacture Name
- Itemized Labor cost
- Contract Number
- Delivery Date and Location
- Coverage Dates

GSS17793-CLOUD_SOL
Cloud Solutions

- Deloitte Consulting LLP

Quote Requirements

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Markup – Reseller percentage markup applied to unit and/or extended price.
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI260062-CLOUD_SOL
Cloud and Software Solutions

- **Carahsoft Technology Corporation**
- **Guidesoft Inc DBA Knowledge Services**
- **Presidio Networked Solutions LLC**
- **Ernst & Young LLP**
- **Deloitte Consulting LLP (Pending)**
- **Strategic Communications**
- **Kyndryl Inc (Pending)**

Quote Requirements (Carahsoft, Guidesoft, Presidio, Ernst & Young, Deloitte, Strategic, & Kyndryl):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Discount – Reseller percentage discount applied to unit and/or extended price.
- Markup – Reseller percentage markup applied to unit and/or extended price.
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

- **Insight Public Sector**

Quote Requirements (Insight):

- Description – Full description of item.
- Quantity – Item quantity requested.
- MSRP – Cost before Discount/Mark-up
- Unit Price – Quoted cost per item.
- Amount of Mark-up/Discount
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI260063-IT_RESEARCH
IT Research, Advisory, and Consulting Services (IT RAC)

- **Gartner, Inc**

Quote Requirements:

- No quote requirements currently.

DTI250064-ONBASE
Software Solutions and Services for OnBase

- **Hyland Software, Inc.**

Quote Requirements:

- Description – Full description of item
- Quantity – Item quantity requested
- Unit Price – Quoted cost per item
- Amount of Mark-up/Discount
- Extended Price – Cost quoted for total quantity of items
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI250065-DATA_CBL
Data and Voice Structured Cabling

- **A3 Communications Inc**
- **Arugie Enterprises Corporation**
- **Assurance Media LLC**
- **Battaglia Electric**
- **Bluestone Communications Inc**
- **Tangent Cable Systems Inc**

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Manufacture Name
  - If manufacture is not listed vendor has to identify the item on the price list that is it equal to.
- Itemized Labor cost
- Contract Number
- Delivery Date and Location
- Coverage Date.

DTI22455-TELECOMM
Telecommunications Systems and Services

- **Arugie Enterprises Corporation**
- **DiRAD Technologies Inc**
- **Hilyards Inc**
- **Info Solutions Inc**

Quote Requirements (All Vendors):

- Description – Full description of item.
- Quantity – Item quantity requested.
- Unit Price – Quoted cost per item.
- Extended Price – Cost quoted for total quantity of items.
- Contract Number
- Delivery Date and Location
- Coverage Dates

DTI20695-TIME_MGT
Time and Attendance Management Solution (eStar)

- **WorkForce Software LLC**
  - **Must be requested from the Service Owner.**

Quote Requirements:

- Description – Full description of item
- Quantity – Item quantity requested
- Unit Price – Quoted cost per item
- Amount of Mark-up/Discount
- Extended Price – Cost quoted for total quantity of items
- Contract Number
- Delivery Date and Location
- Coverage Dates

GSS Contracts that are often used:

- GSS26479-FURNITURE – Furniture
- GSS23489-OFFICSUPPL – Office Supplies and Accessories
- GSS24577-MRO – Facilities MRO and Supplies
- GSS25577-MRO – Facilities MRO and Supplies – Supplemental

***Contracts that have a  icon have products that can be purchased from eMarketplace by an approved purchaser.**

State of Delaware eMarketplace

To ensure that the State is getting the best value, Procurement Services recommends seeking multiple quotes when possible.

Three Quotes

Commodities and Non-Professional Services - $50K - $99,999
Professional Services - $100K - $149,999

- **Due diligence:** Make sure for certain there is not an existing contract, more specifically a Mandatory Use contract.
- **For Professional Services:** At least one quote must be sought from a Certified Diverse vendor from one of the following databases:
  - Office of Supplier Diversity Certification List
  - Department of Transportation Disadvantaged Business Enterprise List

All quote requests need to have the DTI_Vendorservices@delaware.gov mailbox CC'd on them per contract.