



**STATE OF NORTH CAROLINA  
DEPARTMENT OF INFORMATION TECHNOLOGY (DIT)  
STATEWIDE IT PROCUREMENT OFFICE**

Statewide IT Contract Number **208S – Commercially Off the Shelf (COTS)  
Software and Related Services (Reseller Agreement)**

Bid / Solicitation Number ITS-400156

Current Effective Dates August 1, 2018 to July 31, 2024  
Two One-Year renewal options

Contract Administrator Jennie Elias  
Email: [jennie.elias@nc.gov](mailto:jennie.elias@nc.gov)  
Tel: 919-754-6615

**State Agencies with the need to acquire software licenses and/or maintenance not covered by this contract are required to follow the established purchasing procedures of their Agency.**

## **SCOPE**

The Department of Information Technology created this Statewide IT Contract to provide Commercially Off the Shelf (COTS) On-Premise Software and Related Services. The scope of the 208S Statewide IT Contract is defined in Table 1:

### **State and Local Government**

Software Manufacturers	Minimum off List Price - License	Minimum off List Price - Maintenance	Minimum off List Price - Subscription
Adobe	12%	16%	11%
Attachmate	10%	14%	11%
Cayosoft	10%	14%	11%
Contrast Security	8%	11%	8%
Ivanti	10%	14%	10%
LogMeIn	10%	14%	10%
Malwarebytes	10%	14%	11%
McAfee	11%	15%	11%
Mobile Iron	8%	11%	8%
One Identity	8%	11%	8%
Palo Alto Networks	10%	14%	11%
Quest	10%	14%	11%
Rapid7	8%	11%	8%
Red Hat	8%	11%	8%

Software Manufacturers	Minimum off List Price - License	Minimum off List Price - Maintenance	Minimum off List Price - Subscription
Semperis	10%	14%	11%
Solarwinds	10%	14%	11%
Symantec	11%	15%	11%
Tenable Network Security	10%	14%	11%
Tableau Software	10%	14%	10%

## Education

Software Manufacturers	Minimum off List Price - License	Minimum off List Price - Maintenance	Minimum off List Price - Subscription
Adobe	12%	16%	11%
Attachmate	10%	14%	11%
Cayosoft	10%	14%	11%
Contrast Security	8%	11%	8%
Ivanti	10%	14%	10%
LogMeIn	10%	14%	10%
Malwarebytes	10%	14%	11%
McAfee	11%	15%	11%
Mobile Iron	8%	11%	8%
One Identity	8%	11%	8%
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Red Hat	8%	11%	8%
Semperis	10%	14%	11%
Solarwinds	10%	14%	11%
Symantec	11%	15%	11%
Tenable Network Security	10%	14%	11%
Tableau Software	10%	14%	10%

Table 1: Scope of 208S Statewide IT Contract

The contract shall be a Statewide IT **CONVENIENCE** Contract for the use of Executive State Agencies and non-Executive State Agencies as permitted by law. This is not a mandatory IT Statewide Term Contract. Non-Executive State Agencies include the North Carolina University System and its member campuses,

Instructional components of the Department of Public Instruction, Instructional components of the North Carolina Community College System, as well as local (municipal and county) governments.

Awarded Vendor	Ordering Address	Contact Information
SHI International Corp. (SHI) formerly Software House International (HUB Vendor)	SHI International Corp. (SHI) – HUB Vendor <b>(State Contract 208S)</b> 33 Knightsbridge Road Piscataway, NJ 08854-3925 Fax: 800-211-7954	<p><b><u>Quotes – State and Local Government</u></b> SouthEastGOV Team Email: <a href="mailto:southeastteamgov@shi.com">southeastteamgov@shi.com</a>   Phone: 800-715-3197</p> <p><b><u>Quotes – Education</u></b> SouthEastEDU Team Email: <a href="mailto:southeastteamedu@shi.com">southeastteamedu@shi.com</a> Phone: 800-715-3197</p> <p><b><u>Outside Sales – State Government</u></b> Todd Enter Email: <a href="mailto:todd_enter@shi.com">todd_enter@shi.com</a> Phone: 336-254-3197</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Justin Hansen Email: <a href="mailto:Justin_Hansen@shi.com">Justin_Hansen@shi.com</a> Phone: 704-300-9126</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Outside Sales –Education (Raleigh Area)</u></b> David Burak Email: <a href="mailto:david_burak@shi.com">david_burak@shi.com</a> Phone: 704-400-3023</p> <p><b><u>Outside Sales – Education (Charlotte Area)</u></b> Chawn Simon Email: <a href="mailto:Chawn_Simon@shi.com">Chawn_Simon@shi.com</a> Phone: 704-630-5999</p>

Table 2: Awarded Vendor's Address and Contact Information

**There is No Spending Limit on this contract.**

### **Abnormal Quantity**

Any requirement that exceeds \$150,000 must be forwarded to the Statewide Procurement Office for approval. The Statewide IT Procurement Office, in consultation with the using Agency, may process the request in one or more of the following ways:

1. Purchase may be authorized at the current level of pricing with the current contract Vendor(s)
2. Additional discounts from the current level of pricing may be negotiated with the current contract Vendor(s)
3. A separate Invitation for Bids may be issued for the requirement

## **Transportation Charges**

FOB – Destination

Freight, handling and distribution charges shall be included in the total price of each item listed.

## **Delivery/ Return Policy**

Preferred method of delivery of COTS software is electronic distribution. Physical software media to be delivered within 5 days of receipt of purchase order. SHI's standard policy for returns is 30 days. Where a publisher does not allow for returns, or where the return period is shorter than 30 days, SHI will clearly note such policy on the quote.

## **Taxes**

Prices do not include North Carolina sales or use taxes.

## **Change history**

2019-03-20	Added more software manufacturers to contract.
2019-04-29	Added another software manufacturer to contract.
2019-05-31	Added another software manufacturer to contract.
2019-07-17	Added another software manufacturer to contract.
2019-10-22	Added another software manufacturer to contract.
2020-12-15	Added another software manufacturer to contract.
2021-08-02	Exercised first renewal option.
2022-06-29	Exercised second renewal option.
2022-08-31	Corrected Software Manufacturers that were inadvertently removed and updated SHI contacts.
2022-09-08	Added HUB and Spend Limit Information.
2023-07-26	Extended contract to July 31, 2024.
2024-04-22:	Changed Contract Administrator