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

Statewide IT Contract Number	STC 204B – RUGGEDIZED MOBILE COMPUTING DEVICES
DIT Bid / Solicitation Number	ITS-401070
Contract Award Type	TERM: Mandatory for Executive State Agencies
Current Effective Dates	November 1, 2022, through October 31, 2027
Contract Office	Beverly Satterfield NC Department of Information Technology NC Statewide IT Procurement E-mail: beverly.satterfield@nc.gov

Scope
The scope of this Statewide IT Contract is limited to the State's normal enterprise requirements for Ruggedized Mobile Devices, accessories, and peripherals as standalone units or as part of a system containing several unique items, and respective support and maintenance, and maintenance renewal services, as applicable.

Consistent with ITS-401070 Ruggedized Mobile Computers are defined as Laptops, Tablets, and Handheld Computing Devices for rugged use beyond that of the standard off-the-shelf laptop. The term Rugged refers to devices specifically designed to operate reliably in vehicles, harsh usage environments and conditions, such as strong vibrations, extreme temperatures and wet or dusty conditions. The rugged computers shall have features that include but shall not be limited to hardened casings, waterproof keyboards, sunlight-readable displays, and shock-mounted disk drives. Peripherals and Accessories, that are attachable to and supported by Mobile Rugged Computers, must be present within the general offering of the Manufacturer, and as such, normally available from the manufacturer catalog or ordering site.

This is a ***TERM contract*** pursuant to 09 N.C.A.C. 06 B.0701(b) between the Original Equipment Manufacturers and the State. **A Term contract's USE IS MANDATORY for Executive Branch State Agencies.** Further, it may be used as a Convenience Contract, available to, but not mandatory for, other governmental and educational entities as permitted by law. Such entities include the North Carolina University System and its member campuses, Instructional components of the Department of Public Instruction (DPI), Instructional component of the North Carolina Community College System, as well as local (municipal and country) governments.

Manufacturer / Product Pricing
Pricing from this Statewide IT Contract is based on a percentage-discount off the manufacturer's current list price (i.e., percentage discounted from manufacturer's suggested retail price - MSRP). Vendor's quote must reference the State Term Contract Number in addition to the MSRP price and Percentage-Discount applied as per ITS-401070, for each line item.

Agency Needs Determination
The vendors are required, upon request, to provide the Purchasing Agency with catalogs, descriptive literature and/or web sites, along with the current list and net pricing information within two (2) business days from receipt of the request; such information shall be provided to the Agency at no charge.
Upon determination of a business need, the Purchasing Agency will establish its government estimate and follow its requisitioning process as applicable; it may request quote(s) from the selected-vendor throughout the effective period of this contract, on an as-needed basis, for the quantity required at the time ordered. As a best-practice, a Purchasing Agency may also seek quote(s) from one or any number of vendors listed on this Statewide IT Contract. Vendor-selection shall be based on the offered-quote which best meets that Agency needs and available budget, including value-added services, delivery, warranty, maintenance, etc.

The respective order will be issued directly to the OEM Resellers listed on this contract, consistent with the terms and conditions of this competitively bid, Statewide IT contract award.

MINIMUM ORDERS:
There are NO minimum order requirements for this contract.
ABNORMAL QUANTITY:

Any purchase-transaction from this contract exceeding $250,000 must be forwarded to the NC DIT Statewide IT Division for authorization.

The Statewide IT Division reserves the right to issue its authorization in one or more of the following ways:

- Authorize requested purchase at the current level of pricing.
- Negotiate additional discounts from the current level of pricing.
- Issue a separate Invitation-For-Bid (IFB).

VENDOR CONTACT AND PRODUCT INFORMATION:
All known minority, physically handicapped or women-owned business representatives will be identified with an "M", "H" or "W" as appropriate after their name and highlighted accordingly. This is being done to better recognize businesses owned and operated by these groups and to encourage and promote their use to the greatest extent permitted by law.

Contractor	Ordering or Inquiries / Information Contact Resellers for Dell Marketing STC 204B	Ordering or Inquiries / Information Contact Resellers for Dell Marketing STC 204B
(01) Dell Marketing L.P. One Dell Way Round Rock, TX 78682 Inside Sales for State and Local Governments: **John Beck** John.Beck@Dell.com (512) 720-4585 Outside Sales for State Government: **Vincent Occhipinti** vincent.occhipinti@dell.com (919) 601-7482 Outside Sales for Local Government: **Vincent Occhipinti** vincent.occhipinti@Dell.com 919-601-7482 Academic Sales – K-12: **Tricia Gray** tricia.gray@dell.com 301-256-6246 Academic Sales – Higher Ed: **Anthony Jenkins** anthony.jenkins@dell.com 919-264-9235 Customer Service / Technical / Warranty Support Website: www.dell.com 800-766-3355	**1) Davenport Group, Inc.** Local Primary Representative for Inside Sales for State and Local Governments: **Eric Robinson** eric.robinson@davenportgroup.com 877-231-9114 Local Primary Representative for Outside Sales for State and Local Governments: **David Carrillo and Lindsay Bourne** david.carrillo@davenportgroup.com lindsay.bourne@davenportgroup.com 877-231-9114 Local Representative for Academic Sales (K-12 Local Education Authorities). Local Representative for Academic Sales (Higher Education): **David Carrillo and Lindsay Bourne** david.carrillo@davenportgroup.com lindsay.bourne@davenportgroup.com 877-231-9114	**2) Sidepath, Inc.** Local Primary Representative for Inside Sales for State and Local Governments: **Kristen Norem** kristen@sidepath.com 949-403-8074 Local Primary Representative for Outside Sales for State and Local Governments: **Krunal Patel** krunal@sidepath.com 949-396-3743 Local Representative for Academic Sales (K-12 Local Education Authorities). Local Representative for Academic Sales (Higher Education): **Krunal Patel** krunal@sidepath.com 949-396-3743

OEM VENDOR	Ordering or Inquiries Contact Information Resellers for DuraBook STC 204B	Ordering or Inquiries Contact Information Resellers for DuraBook STC 204B
(02) Durabook Americas 48329 Fremont Blvd, Fremont, CA 94538 **Natalia Matusiak** Senior Account Manager natalia.matusiak@durabookamericas.com **510-673-3177** **Jerry Tsai** Technical Point of Contact Jerry.Tsai@durabookamericas.com Customer Services / Technical / Warranty Support: Service@durabookamericas.com	**1) GovConnection, Inc.** Local Primary Representative for Inside Sales for State and Local Governments: **Robert Bush** Robert.bush@connection.com 800-800-0019 Ext. 33059 Local Primary Representative for Outside Sales for State and Local Governments: **Nichole Price** Nichole.Price@connection.com 800-800-0019 Ext. 77881 Local Representative for Academic Sales (K-12 Local Education Authorities). Local Representative for Academic Sales (Higher Education): **Laura Woudstra** Laura.woudstra@connection.com 800-800-0019 Ext. 75550 **2) iT1 Source LLC.** Primary Representative: **Steve Morberg** Steve.morberg@it1.com 480-676-3524	**3) Lenovo** Local Primary Representative for Inside Sales for State and Local Governments: **Tanika Melvin** tmelvin@lenovo.com 919-874-2931 Local Primary Representative for Outside Sales for State and Local Governments: **Ryan Rand** rrand@lenovo.com 919-986-9349 4) GovDirect **Primary Representative:** **Brian Robbins** brobbins@govdirect.com O: 402-323-4811 M: 704-795-8645

OEM Vendor	Ordering or Inquiries Contact Information Resellers for Getac Inc. STC 204B	Ordering or Inquiries Contact Information Resellers for Getac Inc. STC 204B
(03) Getac Inc. 15495 Sand Canyon Drive Suite 350, Irvine, CA 92618 **Maria Gutierrez** Contracts Administrator Office: 949-681-3126 Mobile: 949-247-4114 Maria Gutierrez@getac.com **Eric McKee** Reginal Sales Manager Southeast Central Office: 949-681-2996 Mobile: 949-230-9471 Eric.mcke@getac.com **Michael Kirsch** Technical Lead Office: 949-308-8914 Michael.kirsh@getac.com Customer Services / Technical / Warranty Support: GetacSupport_US@getac.com 866-394-3822	**1) Brite** *(Upstate Wholesale Supply DBA Brite)* **Primary Representative:** **Lindsey Cooksey** lcooksey@brite.com 585-869-6037 **2) Brooks Network Services** Local Primary Representative for Inside Sales for State and Local Governments. Local Representative for Academic Sales (K- 12 Local Education Authorities): **Primary Representative:** **Steve Brooks** sbrooks@brooksnetworkservices.com 336-270-5895 Local Primary Representative for Outside Sales for State and Local Governments. Local Representative for Academic Sales (Higher Education): **Primary Representative:** **Rick Sed** rick@brooksnetworkservices.com 336-419-0038 **3) GovDirect** **Primary Representative:** **Brian Robbins** brobbins@govdirect.com O: 402-323-4811 M: 704-795-8645	**4) Bullins-Guynn, Inc.** *(DBA Preferred Communications)* **Primary Representative** **Michael Headspeth** Michael.Headspeth@satstar.com (919) 575-4600 ext. 22 **5) PCN Strategies Inc.** **Primary Representative:** **Sean Rosinbum** Sean.r@pcnstrategies.com 202-270-1480

OEM Vendor	Ordering or Inquiries Contact Information Resellers for Panasonic Inc. STC 204B	Ordering or Inquiries Contact Information Resellers for Panasonic Inc. STC 204B
(04) Panasonic Connect **Newark, NJ** **Courtney Ferrer** Senior Bids and Capture Manager 732-547-3164 Courtney.Ferrer@us.panasonic.com **Sandra Mondesir-Wyche** Contract Manager **201-271-3226** Contracts@us.panasonic.com sandra.mondesir@us.panasonic.com **Paula Sauls** Territory Account Manager 252-717-9367 paula.sauls@us.panasonic.com	**1) CDW Government** **Inside Sales for State and Local Governments** Joseph R. Barese III josebar@cdw.com 866-819-6497 Michael Karpman – State and Local Sales Manager michkar@cdw.com 877.898.8153 **Outside Sales for State and Local Governments** Leslie Smith leslie.smith@cdwg.com 919-667-4821 **Academic Sales (K-12 Local Education Authorities**) Ashley Pratt ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales (Higher Education)** Greg Henderson greghen@cdw.com 540-494-2151	**2) Law and Order Technology** Local Primary Representative for Inside Sales for State and Local Governments: **Alison Rae** alison@lawandordertechnology.com 954-281-5050 Local Primary Representative for Outside Sales for State and Local Governments, Academic Sales (K-12), and Academic Sales (Higher Education): **Rodney Spell** rodney@lawandordertechnology.com 954-281-5050 **3) Mobile Communications of America (MCA)** Primary Representative: **Janna Myers** jannamyers@callmc.com 919-786-0891

CONTRACT HISTORY:

November 17, 2027	Update Contact information for Panasonic
October 28, 2027	Update Contact Information for Dell, Panasonic and Durabook
October 9, 2026:	Renewal of 2nd Amendment Update contact information to replace Amanda Beauchamp with Sandra Mondesir-Wyche
February 13, 2026:	Updated Dell contact information
October 31, 2025	Courtney Ferrer replaced Karen Painter as Panasonic Bids Manager.
October 22, 2025	ARC reseller removed as Panasonic reseller.
October 14, 2025	Changed Panasonic contact from Solomon Surles III to Amanda Beauchamp. Change Contract Administrator to Beverly Satterfield.
September 8, 2025	Second Dell reseller added.
August 1, 2025	Dell reseller added.
June 18, 2025	Getac contact updated.
April 1, 2025	Price list added to the Website.
May 3, 2024	Changed Dell contact from Karen Lansdale to Kris Ross.
March 14, 2024	Changed contract Administrator to Allison Howard.
February 5, 2024	Updated CDWG contract information and Contract Administrator to Debbie Patterson.
August 3, 2023	Dell contact update.
October 1, 2022	Original Award for 3 years. - November 1, 2022, to October 31, 2025. December 12, 2022. Revised contact for Durabook.