



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

**Statewide IT Contract Number 208E – Enterprise Electronic Digital  
Signature Services**

Bid / Solicitation Number ITS-400335

Contract Award Type CONVENIENT

Current Effective Dates November 1, 2019, through April 30, 2026  
Six (6) Month renewal option

Contract Administrator Jennie Elias  
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Tel: 919-754-6615

**SCOPE**

The Department of Information Technology created this Statewide IT Contract to provide Enterprise Electronic Digital Signature Services for purchase, with options for support, to Agencies within the State of North Carolina.

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.

Agencies with the need to acquire services related not covered by this contract are required to follow the State of North Carolina IT procurement rules, consistent with [09 N.C.A.C. 06 A& B](#) and established procedures of the Department of Information Technology (DIT).

**VENDOR CONTACT INFORMATION**

Table 1 contains the awarded Vendors' Ordering Address and Contact information. Orders shall be issued directly to the respective Vendor. To address service or pricing questions, please contact the Vendors listed below:

Awarded Vendor	Service	Ordering Address	Vendor Contact
CDW Government LLC	Adobe Sign	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b>Sales Manager – State and Local Governments</b> Michael Karpman <a href="mailto:michkar@cdw.com">michkar@cdw.com</a> (877) 898-8153</p> <p><b>Outside Sales – State and Local Governments</b> Leslie Smith <a href="mailto:Leslie.smith@cdwg.com">Leslie.smith@cdwg.com</a> (919) 6674821</p> <p><b>Sales – Education (K12 and Higher Education)</b> Michael Markasovic <a href="mailto:michaelm@cdwg.com">michaelm@cdwg.com</a> (224) 778-3190</p> <p><b>Deputy Program Manager - Contract Administrator</b> Shontina Verastegui <a href="mailto:shonver@cdw.com">shonver@cdw.com</a> 703-262-8076</p>

Awarded Vendor	Service	Ordering Address	Vendor Contact
Carahsoft Technology Corporation	DocuSign	11493 Sunset Hills Road Suite 100 Reston, VA 20190	<p><b>Sales Representative – State and Local Government</b> Name: Jacob Holler E-mail: <a href="mailto:Jacob.Holler@carahsoft.com">Jacob.Holler@carahsoft.com</a> Phone: 703-581-6581</p> <p><b>Team Lead/Manager – State and Local Government</b> Name: Zak Kennedy E-mail: <a href="mailto:Zak.Kennedy@carahsoft.com">Zak.Kennedy@carahsoft.com</a> Phone: 703-230-7430</p> <p><b>Team Lead/Manager – Education (K12 and Higher Education)</b> Name: Zak Kennedy E-mail: <a href="mailto:Zak.Kennedy@carahsoft.com">Zak.Kennedy@carahsoft.com</a> Phone: 703-230-7430</p> <p><b>Enterprise Account Executive DocuSign – State Government</b> Name: Jason Old E-mail: <a href="mailto:jason.old@docusign.com">jason.old@docusign.com</a> Phone: 757-575-6896</p>

Table 1: Awarded Vendor's Address and Assigned Contact Information

## **ABNORMAL QUANTITIES THRESHOLD**

Any requirement that exceeds \$250,000 must be forwarded to the Statewide IT Procurement Office for approval. The Statewide IT Procurement Office, and in consultation with the using Agency, may process the request in one or more of the following ways:

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

## **TAXES**

The State of North Carolina is exempt from Federal excise taxes and no payment will be made for any personal property taxes levied on the Vendor or for any taxes levied on employee wages. Agencies of the State may have additional exemptions or exclusions for federal or state taxes. Evidence of such additional exemptions or exclusions may be provided to Vendor by Agencies, as applicable, during the term of this contract. Applicable State or local sales taxes shall be invoiced as a separate item.

## **TRANSPORTATION CHARGES**

Transportation of Deliverables shall be FOB Destination; unless otherwise specified in the solicitation document or purchase order. Freight, handling, hazardous material charges, and distribution and installation charges shall be included in the total price of each item. Any additional charges shall not be honored for payment unless authorized in writing by the Purchasing State Agency. In cases where parties, other than the Vendor ship materials against this order, the shipper must be instructed to show the purchase order number on all packages and shipping manifests to ensure proper identification and payment of invoices. A complete packing list must accompany each shipment.

## **HISTORY**

2024-03-06	Update DocuSign Account Executive.
2024-02-05	Contract Administrator and CDW-G contact information update.
2023-11-02	Contract Extension.
2022-11-04	CDW-G updated contact information.
2022-11-03	Contract Extension.
2019-10-30	Page creation.
2019-10-31	Modified scope.
2019-11-26	Added another Vendor.
2020-04-20	Corrected e-mail address for Vendor.
2021-09-13	Changes Contract Administrator and DocuSign representative.
2022-09-09	Changes to Adobe Sign representative.
2023-10-31	Contract Extension
2024-08-01	Changes to Contract Administrator.
2025-11-17	Contract Extension

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