



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

Statewide IT Contract Number **204B – RUGGEDIZED MOBILE COMPUTING DEVICES, ACCESSORIES, AND PERIPHERALS, WITH RESPECTIVE SUPPORT AND MAINTENANCE**

DIT Bid / Solicitation Number ITS-007227 (DIT 400186)

Contract Award Type **TERM:** Use is Mandatory for Executive State Agencies

Current Effective Dates November 1, 2015 through October 31, 2021

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Statewide IT Procurement  
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**SCOPE**

The scope of this **Statewide IT Contract** is limited to the State's normal enterprise requirements for ruggedized mobile devices, accessories, and peripherals, purchased 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 the solicitation referenced above, "**Ruggedized Mobile Devices**" are generally defined as ruggedized-mobile computing equipment such as personal laptops, notebooks, pads, tablets, and other related mobile devices (e.g., hand-held, etc.). These **items must be for ruggedized use:** i.e., the design and manufacturer's intent is for use of these devices beyond normal activity as compared to use of off-the-shelf, laptop computers or other similar, non-portable devices. For example, ruggedized mobile devices shall be designed for use: in or on a vehicle or water-craft; in a laboratory; performing clinical work; performing client or outside field-work; etc. Such products shall have features that may include but are not limited to: hardened casings or other shock-stabilizing features; waterproof or submersible features; night or sunlight-readable displays; or other, specialized imaging, video, or audio recording features; etc.

**Accessories** are defined as individual, distinct pieces of equipment, hardware, or software required for using a ruggedized, mobile device, or which directly facilitates use of the device as intended; see above (e.g.: mobile data communication software and applications, such as global positioning systems' applications etc.; hardware items such as modems, antennas, mounts, cables, multi-bay chargers, extended-life or specialized, light weight batteries, etc.) It also includes other related equipment which directly *supports* the intended functionality or use of the ruggedized mobile device (such as a power cable for a ruggedized-tablet intended for use in a vehicle but that is wired directly and secured from the tablet-mount to the vehicle - in order to use the vehicle-battery as a power source, etc.).

**Peripherals<sup>i</sup>** are defined as any auxiliary device that connects to and is used to put information into or get information out of a computer; these can be external or internal to the computing device but are **not considered primary components**. Peripheral input devices are used to interact with or send data *to* the computer, such as a mouse or keyboard, microphone, image scanner, camera, etc.; output devices provide output *from* the computer to the user and include equipment such as a monitor or speaker(s), etc.; while storage peripheral devices *store the data* processed by the computer and include equipment such as an external hard drive, flash drive, tape drive; etc.

To be included in-scope for this contract, accessories and/or peripherals for ruggedized mobile computing devices must also be present within the general offerings of a Manufacturer, and as such, normally available from its catalog; see [Category Product Information](#), below. **Services** under this contract include support and maintenance, as well as extended and renewal support and maintenance, and training; for other "value added" services, such as consulting, etc., see [Services](#), below.

The award establishes a **TERM contract** pursuant to [09 N.C.A.C. 06 B.0701\(b\)](#) between vendors 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 components of the North Carolina Community College System, as well as local (municipal and county) governments.

Respective Agencies with the need to purchase other goods or services related to those referenced in this award but that are not included in-scope of 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.

#### **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). Pricing for professional services is also based on a percentage off the standard hourly fee. See [Products and/or Services Information](#), section for a summary, and [Services](#), below.

#### **SERVICES**

Per [Scope](#) above, support and maintenance services are included as in-scope for this contract award.

Contract services, other than those specifically identified as in-scope above, are **not** available from this contract. Other services may, however, be included as "value added" services with the vendor's offer to the Agency for its consideration in total-cost-of-ownership analysis and vendor selection. If the Purchasing Agency determines that such service(s) is/are needed when ordering from the selected-vendor, then those business need(s) should be referenced by the Agency as a "request for value-added services." These services should then be separately itemized and quoted by the selected vendor as "value-added/free-of-charge."

These additional, "value-added" services will be negotiated directly by the Purchasing Agency with the vendor in accordance with the terms of this contract and respective IT Policies and Procedures (see [Scope](#), above). The Agency is responsible for reviewing and amending as necessary the scope of work or description of those services, etc., prior to its final order placement with or purchase order issuance to the selected vendor.

Agencies may also contact contractors or vendors with a scope-of-work for any needed professional services, which are related to the *Scope* of this contract but not included and request a quote strictly for its budgeting purposes. (Also note, [Agency Needs](#) below.) However, per above, vendor-quotes for those services will not be valid for purchase from this contract – and are only available as "value-added services."

#### **Agency Needs Determination**

In an effort to assist the Purchasing Agency in determining its business needs and requirements and/or establishing an estimate for its cost: All Statewide IT contract-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 Vendor or designated supplier/authorized dealer or subcontractor (as applicable) selected by the Purchasing Agency, consistent with the terms and conditions of this competitively bid, Statewide IT contract award.

#### **MINIMUM ORDERS**

There is NO minimum order requirement for this contract.

#### **ABNORMAL QUANTITY**

**Any purchase-transaction from this contract exceeding \$75,000 must be forwarded to the NC DIT Statewide IT Division for authorization.** In consultation with the Purchasing-Agency, the OITS-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 with the current contracted-vendor(s) or authorized reseller(s);
- Negotiate additional discounts from the current level of pricing with the current contracted- vendor(s) or authorized reseller(s);
- Issue a separate Invitation-For-Bid (IFB).

**CONTRACTOR/SUB-VENDOR CONTACT AND PRODUCT INFORMATION**

All known minority, physically handicapped or women contractors, including dealers, will be identified with an "M", "H" or "W" as appropriate after their vendor number. This is being done in an effort to better recognize businesses owned and operated by these groups and to encourage and promote their use to the greatest extent permitted by law.

When more than one supplier is listed for a particular item, selection should be made whenever possible from any minorities, physically handicapped or women identified, consistent with agency needs and price:

| Contractor                      | Contractor-Assigned Contact  | Ordering or Inquiries / Information Contact  |
|---------------------------------|--|--|
| <b>(01) CDW-Government</b>      | <p><b>Sherri McLean</b><br/>312-705-9381<br/><a href="mailto:shermcl@cdw.com">shermcl@cdw.com</a></p> <p>230 N Milwaukee Ave.<br/>Vernon Hills, IL 60061</p>   | <p>Contractor assigned contact and Panasonic Reseller.</p> <p>(see "Ruggedized Mobile Devices" starting on page 11 for manufacturer products that vendor is authorized to sell on contract)</p>  |
| <b>(02) Dana Safety Supply</b>  | <p><b>James Panter</b><br/>General Manager<br/>800-845-0045<br/><a href="mailto:jpanter@danasafetysupply.com">jpanter@danasafetysupply.com</a></p> <p>5221 W. Market St.<br/>Greensboro, NC 27409</p>  | <p>Contractor assigned contact.</p> <p>(see "Ruggedized Mobile Devices" starting on page 11 for manufacturer products that vendor is authorized to sell on contract)</p>   |
| <b>(03) Dell Marketing L.P.</b> | <p><b>Manny Veloza</b><br/><a href="mailto:manny.veloza@dell.com">manny.veloza@dell.com</a><br/>Phone: 919-272-5214</p> <p>One Dell Way<br/>Round Rock, TX 78682</p> <p><b>Karen Dauskurdas</b><br/><a href="mailto:K_Dauskurdas@Dell.com">K_Dauskurdas@Dell.com</a><br/>Phone: 512-513-9630</p> | <p><b>Resellers</b></p> <p><b>(01) Davenport Group</b><br/>(Dell State Contract 204B)<br/>Brandon Cole (Direct of Sales)<br/>651-765-0279<br/><a href="mailto:bcole@davenportgroup.com">bcole@davenportgroup.com</a></p> <p>Mary Brown (Academic Sales)<br/>651-765-0279<br/><a href="mailto:Mary.Brown@davenportgroup.com">Mary.Brown@davenportgroup.com</a></p> <p><b>(02) GTS Technology Solutions</b><br/>(Dell State Contract 204B)<br/>Scott Sizemore (Sales)<br/>512-681-6213<br/><a href="mailto:Scott.Sizemore@gts-ts.com">Scott.Sizemore@gts-ts.com</a></p> <p><b>(03) Presidio Networked Solutions, LLC</b><br/>(Dell State Contract 204B)<br/>Brian Brantley (Sales – State, Local Governments and Education)<br/>205-238-6026<br/><a href="mailto:bbrantley@presidio.com">bbrantley@presidio.com</a></p> <p><b>(04) Walser Technology Group</b><br/>(Dell State Contract 204B)<br/>Stephen H. Ross (Sales – State, Local Governments and Education)<br/>(704) 645-7143<br/><a href="mailto:stephen@wtechgroup.com">stephen@wtechgroup.com</a></p> |

| Contractor   | Contractor-Assigned Contact   | Ordering or Inquiries / Information Contact   |
|--|---|---|
| <p><b>(04) IC Logic, Inc.,</b><br/>d/b/a <b>USAT Corp</b><br/>(HUB Vendor)</p> | <p><b>Daniel Johnson</b><br/>919-942-4214 x208<br/><a href="mailto:djohnson@usatcorp.com">djohnson@usatcorp.com</a></p> <p>605 Eastowne Drive<br/>Chapel Hill, NC 27514</p>   | <p>Contractor assigned contact.</p> <p>(see "Ruggedized Mobile Devices" starting on page 11 for manufacturer products that vendor is authorized to sell on contract)</p>  |
| <p><b>(05) Getac</b></p>   | <p><b>Getac, Inc.</b><br/>43 Tesla   Irvine, CA 92618</p> <p><b>Tammy Tubbs</b><br/>Capture Manager<br/>15495 Sand Canyon Ave, Ste 350<br/>Irvine, CA 92618<br/>Office: 949-681-2926<br/>Mobile: 949-217-8939<br/>Email: <a href="mailto:tammy.tubbs@getac.com">tammy.tubbs@getac.com</a></p> <p><b>Eric McKee</b><br/>Regional Sales Manager<br/>Southeast Central<br/>Public Sector<br/>Office: 949-681-2996<br/>Mobile: 949-230-9471<br/>Email: <a href="mailto:eric.mckee@getac.com">eric.mckee@getac.com</a></p> | <p><b><u>Distributor</u></b><br/><b>SYNNEX Corporation</b><br/>(Getac State Contract 204B)<br/><b>Heather Hunter</b><br/>864-349-4064<br/><a href="mailto:heatherh@synnex.com">heatherh@synnex.com</a> (or)<br/><a href="mailto:contracts@synnex.com">contracts@synnex.com</a></p> <p><b><u>Resellers</u></b></p> <p><b>(01) Brite Computers</b><br/>(Getac State Contract 204B)<br/>Conor Smith (Inside Sales)<br/>585-869-6075<br/><a href="mailto:csmith@britecomputers.com">csmith@britecomputers.com</a></p> <p>Austin Ausenbaugh (Outside Sales)<br/>931-436-1144<br/><a href="mailto:austin@britecomputers.com">austin@britecomputers.com</a></p> <p><b>(02) Brooks Network Services, LLC</b><br/>(Getac State Contract 204B)<br/>Steve Brooks<br/>336-254-9047<br/><a href="mailto:sbrooks@brooksnetworkservices.com">sbrooks@brooksnetworkservices.com</a></p> <p><b>(03) CDWG</b><br/>(Getac State Contract 204B)<br/>Kyle Irwin<br/>866-613-1173<br/><a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a></p> <p><b>(04) Fidelity Networks</b><br/>(Getac State Contract 204B)<br/><b>Drayton Hughes</b><br/>888-388-3456<br/><a href="mailto:drayton@fidelitynetworks.com">drayton@fidelitynetworks.com</a></p> <p><b>(05) GovDirect</b><br/>(Getac State Contract 204B)<br/><b>Brian Robbins</b><br/>402-323-4811<br/><a href="mailto:sales@govdirect.com">sales@govdirect.com</a></p> |

| Contractor                             | Contractor-Assigned Contact   | Ordering or Inquiries / Information Contact  |
|--|---|--|
| <p><b>(05) Getac</b><br/>Continued</p> | <p><b>Getac, Inc.</b><br/>43 Tesla   Irvine, CA 92618</p> <p><b>Tammy Tubbs</b><br/>Capture Manager<br/>15495 Sand Canyon Ave, Ste 350<br/>Irvine, CA 92618<br/>Office: 949-681-2926<br/>Mobile: 949-217-8939<br/>Email: <a href="mailto:tammy.tubbs@getac.com">tammy.tubbs@getac.com</a></p> <p><b>Eric McKee</b><br/>Regional Sales Manager<br/>Southeast Central<br/>Public Sector<br/>Office: 949-681-2996<br/>Mobile: 949-230-9471<br/>Email: <a href="mailto:eric.mckee@getac.com">eric.mckee@getac.com</a></p> | <p><b>Resellers</b><br/>(Continued)</p> <p><b>(06) Howard Technology Solutions</b><br/>(Getac State Contract 204B)<br/><b>Eddie Wilberding (State &amp; Local Govt.)</b><br/>601-425-3181<br/><a href="mailto:ewilberding@howard.com">ewilberding@howard.com</a></p> <p><b>Sarah Mattern (State &amp; Local Govt.)</b><br/>803-960-0195<br/><a href="mailto:smattern@howard.com">smattern@howard.com</a></p> <p><b>Dave Rogers (K-12 Education Sales)</b><br/>704-615-1325<br/><a href="mailto:darogers@howard.com">darogers@howard.com</a></p> <p><b>Gabriel Edwards (Higher Education Sales)</b><br/>843-331-7391<br/><a href="mailto:gedwards@howard.com">gedwards@howard.com</a></p> <p><b>(07) HP, Inc.</b><br/>(Getac State Contract 204B)<br/><b>Kevin Oakley</b><br/>919-369-0081<br/><a href="mailto:kevin.oakley@hp.com">kevin.oakley@hp.com</a></p> <p><b>(08) PC Net dba PCN Strategies</b><br/>(Getac State Contract 204B)<br/>Acct# 532087<br/><b>Sean Rosinbum</b><br/>202-270-1480<br/><a href="mailto:sean.r@pcnstrategies.com">sean.r@pcnstrategies.com</a><br/>(or)<br/><b>Mike Rosinbum</b><br/>202-962-3980, ext. 201<br/><a href="mailto:mike@pcnstrategies.com">mike@pcnstrategies.com</a></p> <p><b>(09) Preferred Communications</b><br/>(Getac State Contract 204B)<br/>Acct#541655<br/><b>Michael Kirsch</b><br/>919-575-4600<br/><a href="mailto:mike.kirsch@satstar.com">mike.kirsch@satstar.com</a></p> <p><b>(10) SHI International</b><br/>(Getac State Contract 204B)<br/>Acct #332073<br/><b>Christine Wilkerson</b><br/>919-851-8148<br/><a href="mailto:christine_wilkerson@shi.com">christine_wilkerson@shi.com</a></p> |

| Contractor                   | Contractor-Assigned Contact   | Ordering or Inquiries / Information Contact   |
|------------------------------|---|---|
| <p><b>(06) Panasonic</b></p> | <p><b>Derek Hornacek</b><br/>Territory Account Manager<br/>862-229-3846<br/><a href="mailto:derek.hornacek@us.panasonic.com">derek.hornacek@us.panasonic.com</a></p> <p>Two River Front Plaza<br/>Newark, NJ 07102</p> <p>(or)</p> <p><b>Jeanne Smith</b><br/>862-763-1160<br/><a href="mailto:jeanne.smith@us.panasonic.com">jeanne.smith@us.panasonic.com</a></p> <p>Two River Front Plaza<br/>Newark, NJ 07102</p> | <p><b><u>Authorized Resellers/Sub-Vendors:</u></b></p> <p><b>(01) ARC Acquisition (US) Inc.</b><br/>(Panasonic State Contract 204B)<br/><b>Todd Moss</b><br/>Mobility Account Manager<br/>561-376-8251<br/><a href="mailto:todd.moss@arc-pts.com">todd.moss@arc-pts.com</a></p> <p><b>(02) CDW-G</b><br/>(Panasonic State Contract 204B)<br/><b>Kyle Irwin,</b><br/>Field Account Manager<br/>866-613-1173<br/><a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a></p> <p><b>(03) GovDirect Inc.</b><br/><a href="http://www.govdirect.com">http://www.govdirect.com</a><br/>(Panasonic State Contract 204B)<br/><b>Brian Robbins, Account Manager</b><br/>704-795-8645<br/><a href="mailto:brobbins@govdirect.com">brobbins@govdirect.com</a></p> <p><b>(04) Insight Public Sector Inc.</b><br/>(Panasonic State Contract 204B)<br/><b>Ricardo Pryor</b><br/>Regional Account Executive<br/>Public Safety – FL,SC,NC,NJ,PR<br/>Tel: 800-467-4448 x6992<br/>Mobile: 407-417-3364<br/><a href="mailto:ricardo.pryor@insight.com">ricardo.pryor@insight.com</a></p> <p>(or)</p> <p><b>Brian Mayer</b><br/>Client Solutions Representative - Inside<br/>Office: 800-467-4448 x3085<br/>Mobile: 480-333-3085<br/><a href="mailto:brian.mayer@insight.com">brian.mayer@insight.com</a></p> <p><b>(05) Mobile Communications America, Inc.</b><br/>(formerly Seamless Mobility Solutions Inc.)<br/>(Panasonic State Contract 204B)<br/><b>Janna Myers</b><br/>Account Manager, Govt. &amp; Education<br/>Tel: 877-786-0891<br/><a href="mailto:jmyers@wirelessnc.com">jmyers@wirelessnc.com</a></p> <p><b>(06) SHI International Corp.</b><br/>(Panasonic State Contract 204B)(Panasonic State Contract 204B)<br/><b>Southeast Team</b><br/>(For Quotes)<br/>290 Davidson Avenue<br/>Somerset, NJ 08873<br/>Tel: 888-764-8888<br/><a href="mailto:southeastteam@shi.com">southeastteam@shi.com</a></p> |

continued ...

## **ORDER PROCESS**

### **(1) Initiate Purchasing Agency Requisition**

This contract can NOW be accessed via NC E-Procurement @ Your Service; please select this link to create the eRequisition: <http://eprocurement.nc.gov/> Note: If the Purchasing Agency does not participate in NC-E-Procurement, contact the vendor-assigned contact for other directions on requesting quotes and ordering.

### **(2) Request Product Information and/or a Quote**

- Contact the assigned vendor contact listed above to obtain updated NC pricing and configuration
- Vendor will email you an official configuration quote with this Statewide IT contract pricing
- Save the official configuration quote.

### **(3) Place the order to Contractor via E-Procurement**

- Return to your eRequisition in E-Procurement
- Click Next
- Click on the "Create Non-Catalog Item" button
- In the field titled "Full Description", type in "Order per Term Contract 204B; Vendor Quote # <enter vendor quote #>" plus additional descriptive text
- In the field titled "Commodity Code", click on the +, select "204-54"
- In the field titled "Supplier", click on the +, select the vendor that provided you with the quote or an authorized reseller
- In the field titled "Quantity", type "1" as the quantity of your order
- In the field titled "Unit of Measure", leave the default EACH
- In the field titled "Price", type in the total price as provided by vendor's official configuration quote with NC pricing
- Complete all other appropriate information on this page and click "
- On the View Line Items page select the checkbox next to the item and click "Edit" to access the Edit Line Item page
- On the drop down box next to "Contract?" select "Statewide"
- When you select "Statewide", the "Contract ID" Field appears.
- Select "204B: Mobile Ruggedized Computers" from the dropdown
- Complete the Shipping and Accounting areas and all other appropriate information and add comments, if necessary. Click "OK"; repeat the "Edit" steps for all State Contract line items; when completed click "Summary".
- In the "Comments – Entire eRequisition" comments box, type in the following "See attached official configuration quote #xxxx"
- Click Add Attachment, browse for the saved official configuration quote on your computer, select it, and click OK
- Make sure the attachment name appears below the comments box
- Ensure box is checked for attachment submission to Vendor
- Continue your order placement process and submit your eRequisition

## **TAXES**

Discounted prices as reflected in this *Summary* do not include North Carolina sales or use taxes. Taxes must be separately itemized on the vendor's quotation. Note that effective July 1, 2004, State Executive Branch Agencies are exempt from sales and use tax on direct purchases of items, except electricity and telecommunications services subject to specific conditions. [N.C.G.S. §§105-164.29A](#), enacted by the North Carolina 2003 General Assembly, as amended in 2004, authorizes the Secretary of Revenue to issue an exemption number for sales and use taxes to State agencies, i.e. # 400047.

## **TRANSPORTATION COSTS**

**FOB Destination:** Equipment will be delivered to various locations within the State of North Carolina. Freight, handling and distribution charges shall be included in the total price of each item listed. Any additional charges included on the invoice shall not be honored for payment, unless authorized by change order. 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. Complete packing lists must accompany each shipment.

### **DELIVERY**

The delivery of merchandise ordered must be delivered and installed if applicable within 30 days after receipt of purchase order.

### **SERVICE PERFORMANCE**

Vendors and/or service sub-contractors should utilize best efforts to resolve service problems in a timely fashion through the use of industry accepted methods, to include but not limited to, verbal problem analysis and remote diagnostics. This service/warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time.

In the event that a product needs to be shipped out for repair or replacement, the contracted-vendor will provide shipping container (if required) and shipping instructions.

### **WARRANTY**

Warranty provisions included in the *State of North Carolina General Terms and Conditions for IT Goods and Related Services* apply to orders from this contract.

Selected Vendor shall state the length of the initial standard warranty period for each product delivered and also describe, in detail, any services included with the warranty and warranty response time upon notification (Performance Criteria under this award requires that 95% of warranty service calls are responded to within the timeframes as specified in the initial, standard warranty period).

### **RETURN OF MERCHANDISE**

Vendor agrees to allow customer thirty (30) days from date of delivery to return unused equipment without penalty.

### **VENDOR REPORTING**

**Consistent with the solicitation and subsequent contract award**, which states in part:

**State of NC – General Terms and Conditions for IT Goods and Related Services (21) Access to Persons and Records:** Pursuant to N.C. General Statute 147-64.7, the Agency, the State Auditor, appropriate federal officials, and their respective authorized employees or agents are authorized to examine all books, records, and accounts of the Vendor insofar as they relate to transactions with any department, board, officer, commission, institution, or other agency of the State of North Carolina pursuant to the performance of this Contract or to costs charged to this Contract... Additional audit or reporting requirements may be required.

### **CATEGORY PRODUCT INFORMATION**

Also see [Scope](#), above. The following describes the product categories within ruggedized mobile devices, accessories, and peripherals offered for purchase from this contract with the respective contract discount (i.e., the percent off manufacturer's list price).



**RUGGEDIZED MOBILE DEVICES:**

“Ruggedized Mobile Devices” are defined as ruggedized-mobile computing equipment such as personal laptops, notebooks, pads, tablets, and other related mobile devices (e.g., hand-held, etc.). These **items must be for ruggedized use**: i.e., the design and manufacturer’s intent is for use of these devices beyond normal activity as compared to use of off-the-shelf laptop computers or other similar, non-portable devices.

**(1) LAPTOP COMPUTING DEVICES**

| Category (1) Vendors:<br>LAPTOP COMPUTING DEVICES | Contract Discount % |
|---|---------------------|
| Getac   | 23                  |
| Panasonic   | 14                  |
| Dell Marketing, L.P.                              | 11.5                |

**(2) NON-PORTABLE, MOBILE DATA COMPUTING DEVICES**

| Category (2) Vendors:<br>NON-PORTABLE, MOBILE DATA COMPUTERS | Contract Discount % |
|--|---------------------|
| Panasonic  | 14                  |

**(3) NOTEBOOKS / TABLETS COMPUTING DEVICES**

| Category (3) Vendors:<br>NOTEBOOKS /<br>TABLETS (RUGGEDIZED) | Contract Discount % |
|--|---------------------|
| Getac  | 23                  |
| Panasonic  | 10                  |

**(4) HANDHELD COMPUTING DEVICES**

| Category (4) Vendors:<br>HANDHELD / RUGGEDIZED | Contract Discount % |
|--|---------------------|
| Panasonic                                      | 10                  |

**ACCESSORIES:**

**Accessories** are defined as individual, distinct pieces of equipment, hardware, or software required for using respective mobile computing equipment - or which directly facilitates intended use of the ruggedized mobile device (e.g.: mobile data communication software and applications, such as global positioning systems’ applications etc.; hardware items such as modems, antennas, mounts, cables, multi-bay chargers, extended-life or specialized, light weight batteries, etc.)

**(5) SOFTWARE: MOBILE DATA COMMUNICATION**

| Category (5) Vendors:<br>MOBILE DATA COMMUNICATION SOFTWARE | Contract Discount % |
|---|---------------------|
| CDW Government  |                     |
| Columbitech   | 25                  |
| Netmotion   | 10                  |
| Netmotion Software Maintenance                              | 5                   |
| Dell Marketing, L.P.  | 5                   |
| Panasonic   | 5                   |

**(6) HARDWARE: MOUNTS**

| Category (6) Vendors:<br><b>MOBILE COMPUTING TECHNOLOGY VEHICLE MOUNTS</b> | Contract Discount % |
|--|---------------------|
| Dana Safety Supply   |                     |
| Gamber Johnson   | <b>25.5</b>         |
| Havis  | <b>25.5</b>         |
| RAM Mounts – NPI   | <b>20</b>           |
| Panasonic  | <b>20</b>           |

**(7) HARDWARE: MODEMS**

| Category (8) Vendors: <b>MODEMS</b> | Contract Discount % |
|-------------------------------------|---------------------|
| IC Logic, Inc. dba USAT Corporation |                     |
| Cal Amp                             |                     |
| Cellular Modems                     | <b>20</b>           |
| Modem Accessories                   | <b>10</b>           |
| Sierra Wireless Airlink             |                     |
| Cellular Modems                     | <b>17</b>           |
| Modem Accessories                   | <b>10</b>           |
| CradlePoint                         |                     |
| Cellular Modems                     | <b>16</b>           |
| Digi International                  |                     |
| Cellular Modems                     | <b>15</b>           |
| Modem Accessories                   | <b>10</b>           |
| Red Lion Sixnet                     |                     |
| Celluar Modems                      | <b>15</b>           |
| Modem Accessories                   | <b>10</b>           |
| CDW Government                      |                     |
| CradlePoint                         | <b>15</b>           |
| InMotion Technology                 | <b>10</b>           |

**(8) HARDWARE: ANTENNAS**

| Category (9) Vendors: <b>ANTENNAS</b> | Contract Discount % |
|---------------------------------------|---------------------|
| CDW Government                        |                     |
| PowerTech                             | <b>20</b>           |
| IC Logic, Inc. dba USAT Corporation   |                     |
| Mobile Mark                           | <b>15</b>           |

**PERIPHERALS:**

**Peripherals<sup>ii</sup>** are defined as any auxiliary device that connects to and is used to put information into or get information out of the computer; these can be external or internal to the computing device but are not considered primary components. **Peripheral input devices are used to interact with or send data to the computer such as a mouse or keyboard, microphone, image scanner, camera, etc.;** output devices provide output *from* the computer to the user and include equipment such as **monitor(s) or speaker(s) or microphones, etc.;** while storage peripheral devices *store the data* processed by the computer and include equipment such as an **external hard drive, flash drive, tape drive; etc.** To be included in-scope of this contract, peripherals for ruggedized mobile computers or devices must also be present within the general offerings of a Manufacturer, and as such, normally available from its catalog

**(9) PERIPHERALS – INPUT / OUTPUT / STORAGE**

| Category (7) Vendors: PERIPHERALS | Contract Discount % |
|-----------------------------------|---------------------|
| CDW Government                    |                     |
| PowerTech                         | <b>20</b>           |
| CradlePoint                       | <b>10 – 15</b>      |
| InMotion Technology               | <b>10</b>           |
| Getac                             | <b>18</b>           |
| Dell Marketing, L.P.              | <b>11.5</b>         |
| 3 <sup>rd</sup> Party             | <b>5</b>            |
| Panasonic                         | <b>11</b>           |

**SERVICES**

**Services** available from this contract include support and maintenance, as well as extended and renewal support and maintenance, and training; for other “value added” services, such as consulting, etc., see [Services](#),

**(10) SERVICES**

| Category Vendors                    | Contract Discount % |
|-------------------------------------|---------------------|
| IC Logic, Inc. dba USAT Corporation | <b>20</b>           |
| Getac                               | <b>10</b>           |

**ATTACHMENTS**

There are no attachments to this *Web Summary*.

**HISTORY**

|             |  |
|-------------|--|
| 10-09-2020  | William Chiang of Coban Technologies informed DIT that Coban declined to extend their 204B contract.   |
| 2020-05-26  | Added Walsler Technology Group as a Dell reseller.   |
| 2019-11-21  | Added Presidio Networked Solutions, LLC as a Dell reseller.  |
| 2019-10-31  | Panasonic no longer offering the Arbitrator 360 In-Car Video, Body Worn Cameras and/or Security and Surveillance System as Accessories or Peripherals on the Contract.   |
| 2019-10-21  | Contract Extension to October 31, 2020   |
| 2018-12-21  | Added GTS Technology Solutions as Dell reseller.   |
| 2018-12-14: | Added Davenport Group as Dell reseller.  |
| 2018-12-01: | Added Howard Technology Solutions as Getac reseller. Removed Broadcast Microwave Services from contract for failure to return signed Contract Amendment Extension.   |
| 2018-11-15  | Removed SCW and Amerizon Wireless as Getac resellers.  |
| 2018-10-31  | Contract Extension   |
| 2018-09-07  | Added Brite Computers as Getac reseller. Updated Getac contact information.  |
| 2018-04-05  | Updated Dell contact info.   |
| 2018-01-11  | Added Brooks Network Services LLC as Getac reseller.   |
| 2017-10-30  | Exercised One Year Renewal Option. Updated Coban Technologies contact information; Updated Panasonic contact information; Removed Ridgeline Technology as Panasonic 204B reseller; Updated CDWG contact information; Removed GovConnection, PC Connection, & PCS Mobile as Getac 204B resellers. Added GovDirect, Southern Computer Warehouse, & CDWG as Getac 204B resellers. |
| 2017-10-03  | Change name of Seamless Mobility to Mobile Communications America, Inc.  |
| 2017-08-11  | Updated Dell contact information   |
| 2016-11-10  | Added Fidelity Networks as Getac reseller.   |
| 2016-10-31  | Contract Extension. Hubb Systems (Data911 Products) contract assigned to Broadcast Microwave Services. Removed NexGen Public Safety Solutions as Getac reseller at   |

|                   |   |
|-------------------|---|
|                   | vendor request.   |
| 2016-09-20        | Updated ARC account contact information (Panasonic reseller)  |
| 2016-09-06        | Removed WH Platt Company as Panasonic Reseller. Added SHI International Corp. as Panasonic Reseller. Updated Panasonic contact information.   |
| 2016-03-04:       | Removed Motorola Solutions from contract at vendor request. Motorola sold off product line. Motorola did not assign contract.   |
| 2015-10-08:       | State Exercised Option 02 of 02 Options   |
| 2015-Jun-08:      | Panasonic updated Reseller information.   |
| 2015-Jun-03:      | Getac updated point-of-contacts and catalog.  |
| 2015-Feb-16:      | State organized list of Categories to be consistent with descriptions in Scope.   |
| 2015-Jan-01:      | State further clarified/explained definitions for accessories and peripherals to be consistent with industry published language (pursuant to multiple vendor requests); see footnoted citation below. |
| 2014-Dec-11:      | CDW-G updated assigned point-of-contact   |
| 2014-Oct-31:      | State exercised renewal option 01 of 02   |
| Through 2014-Sep: | Various catalog updates   |
| Renewal Options:  | Award Includes Two-Options to Renew for 1-Year Each (last renewal option end date 2016-Oct-01)  |
| Original Award:   | 12-mos / 1-Year<br>2013-Nov-24 through 2014-Oct-31  |

<sup>i</sup> Laplante, Philip A. (Dec 21, 2000). [Dictionary of Computer Science, Engineering and Technology](#). CRC Press. p. 366. [ISBN 0-8493-2691-5](#). Retrieved June 17, 2014.

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