

**PORTFOLIO TITLE:** [Cloud and Software Solutions](#)

**LEAD STATE:** Utah

## OVERVIEW:

The Master Agreements in this portfolio will provide software, hardware, and solutions that run in either the cloud or locally hosted or on-premises environments, among the 58 awarded suppliers.

**INITIAL TERM:** September 16, 2026, to September 15, 2036

**RENEWALS:** None

**TOTAL POSSIBLE TERM:** 10 years

## PRODUCT CATEGORIES:

1. Software as a Service (SaaS)
2. Platform as a Service (PaaS)
3. Infrastructure as a Service (IaaS)
4. On-Premises



## PROCUREMENT BACKGROUND:

The NASPO ValuePoint Executive Council approved conducting a re-solicitation for Software Value-Added Reseller and Cloud Solutions. The intent of the procurement was to expand the scope of the Cloud Solutions portfolio from what was previously included in Cloud Solutions to now include Software VAR (SVAR), a more structured approach for public entities to purchase both on-premises and cloud-hosted software solutions, including value-added services, solutions, and hardware.

## PRICING:

Minimum percentage discounts for each product category are applied to each supplier's catalog, which can be found by clicking on the contractor tiles on the NASPO ValuePoint [Cloud and Software Solutions](#) portfolio landing page. Customers may negotiate deeper discounts.

## STATES ON SOURCING TEAM:

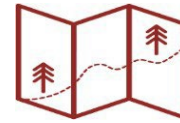
- ★ Utah (Lead)
- ★ Arizona
- ★ Arizona
- ★ Missouri
- ★ Nevada
- ★ Washington
- ★ Wisconsin

## PUBLIC OPENING:

Sealed responses were unsealed upon closing of the solicitation on January 15, 2025, at 3:00pm MT.



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## SOLICITATION INFORMATION:

- ✓ Type: Request for Proposal (RFP)
- ✓ Solicitation Number: BP24-1
- ✓ Publicly Advertised: November 4, 2024 – January 15, 2025
- ✓ Posted On: Utah Public Procurement Place (U3P)
- ✓ Posting Link: [NASPO Cloud and Software Solutions \(formerly Cloud Solutions\)](#)
- ✓ Number of Days Publicly Posted: 72
- ✓ Number of Amendments Posted: 1

## VENDOR RESPONSES:

- Number of Vendor Responses Received: 290
- Number of Non-Responsive Vendor Responses: 19
- Number of Vendor Responses Evaluated: 271



## EVALUATIONS:

Responses to the solicitation were evaluated by the members of the Sourcing Team during the weeks of January 15 – March 31, 2025, and July 24 – September 15, 2025. Final scoring was completed on September 16, 2025.



## EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

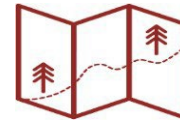
- Stage 1: Initial Responsiveness
- Stage 2: Mandatory Minimum Requirements Evaluation
- Stage 3: Short Form Evaluation
- Stage 4: Technical Criteria Evaluation
- Stage 5: Cost Evaluation



## SCORING:

Responses were scored according to the RFP's Evaluation Criteria across one technical evaluation stage, which included a minimum technical scoring threshold, and the cost evaluation. Detailed scoring information can be found in the Cloud Solutions Award Justification Statements posted on the NASPO ValuePoint [Cloud and Software Solutions](#) portfolio landing page.

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## **AWARD:**

The RFP allowed for multiple vendor awards in each award category based on each vendor's success in earning more than 70% or 1,225 points of the maximum 1,750 total points possible. 58 of the 271 vendors evaluated met the required minimum score threshold in one or more categories, making them eligible for award.

## **PUBLIC POSTING OF AWARD:**

- Award Posted: 10/7/2025
- Posting Link: [Award Justification Statement](#)
- Vendors Awarded: 58
- Protests Received: 30

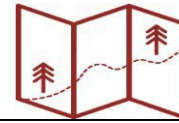
## **AWARDED VENDORS:**

- 22nd Century Technologies, Inc.
- A&T Systems, Inc.
- Accenture LLP
- Acro Service Corporation
- Armedia
- AskReply, Inc. (d/b/a B2Gnow)
- AT&T
- Carahsoft Technology Corporation
- CDW Government LLC
- CGI
- CherryRoad Technologies Inc.
- Computer Aid, Inc.
- Conduent
- Crayon Software Experts
- Dell Marketing, LP
- Deloitte Consulting LLP
- DLT Solutions LLC
- Environmental Systems Research Institute, Inc. (Esri)
- EY, LLP
- Flairsoft Ltd



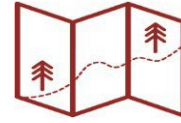
- Knowledge Services
- Kyndryl Inc.
- Leidos, Inc.
- Mythics, LLC
- NaphCare
- Nava PBC
- Oakland Consulting Group
- Oracle
- Peraton Inc.
- Presidio Networked Solutions LLC
- PruTech Solutions, Inc.
- Public Consulting Group LLC
- RADcube
- Reconnect, Inc.
- Red Hat
- RedMane Technology LLC
- SHI International Corp

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|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>▪ Four Inc.</li> <li>▪ GDIT</li> <li>▪ Genesis Consulting Partners, LLC</li> <li>▪ Grant Street Group</li> <li>▪ Guidehouse Inc</li> <li>▪ Hewlett Packard Enterprise</li> <li>▪ Insight Public Sector, Inc.</li> <li>▪ International Business Machines</li> <li>▪ Istonish</li> </ul> | <ul style="list-style-type: none"> <li>▪ Softchoice Corp</li> <li>▪ Speridian Technologies LLC</li> <li>▪ Strategic Communications</li> <li>▪ Strategic Solutions Group LLC</li> <li>▪ Therap Services LLC</li> <li>▪ Unisys Corporation</li> <li>▪ Vertosoft LLC</li> <li>▪ vTech Solution Inc.</li> <li>▪ World Wide Technology, LLC</li> <li>▪ xFact Inc.</li> <li>▪ York Telecom Corporation</li> <li>▪ Zivaro, Inc.</li> </ul> |
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