

PORTFOLIO SNAPSHOT

LEAD STATE: Arizona**OVERVIEW:**

The State of Arizona, State Procurement Office (SPO) in partnership with NASPO ValuePoint has awarded Software Value-Added Reseller (SVAR).

The portfolio provides qualified resellers of software and related services, offering best in class value and competitive pricing to individual state and local government entities, as well as other eligible participating entities.

This portfolio provides a full range of reseller services and service options to support purchasing entities' COTS and SaaS based software needs. Categories of solutions are as follows: General Software, Microsoft Software, and Oracle Software. For each of these categories, services related to the software purchase, include but not limited to installation, configuration, maintenance, and advisory services may be offered.

KEY BENEFITS:

1. Continues to provide users across the nation with a broad range of quality software offerings from leading resellers, all under one procurement vehicle
2. Includes language allowing for potential participation by Canadian entities
3. Is restructured and organized into six sub-categories, offering additional flexibility for all purchasing entities with a large pool of vendors

PRODUCT CATEGORIES:

Category I - General software: This category includes all software titles except Microsoft and Oracle. Category I has been further subdivided into three tiers:

- Tier 1 - Key Itemized Publishers
- Tier 2 - Other Itemized Publishers
- Tier 3 - Non-Itemized Publishers

Category II - Microsoft-only Software

Category III - Oracle-only Software

INITIAL TERM:

04/28/2022 - 04/27/2027
04/28/2022 - 04/27/2027
24-Month optional extension

TOTAL POSSIBLE TERMS:

Seven (7) years

PRICING:

Master Agreement pricing will be based on the minimum discounts and maximum mark-ups within each of the three categories as submitted to the Lead State in each Bidder's proposal, allowing for further competition and greater cost savings post-award.

PROCUREMENT BACKGROUND:

The solicitation was released on September 14, 2020. A pre-quote conference was held on September 17, 2020 via video conference and the solicitation closed November 17, 2020. The evaluation team consisted of four evaluators. The first evaluation meeting was held on December 4, 2020. Arizona conducted two rounds of Best and Final Offer (BAFO) negotiations, closing on January 1, 2022 and March 1, 2022 respectively. Final award recommendations were made on March 18, 2022.

STATES ON SOURCING TEAM:

- Arizona (Lead)
- Iowa
- Maine
- Maryland
- Oregon
- Tennessee
- Utah

SOLICITATION INFORMATION:

- Solicitation Number: BPM002338
- Released: 09/08/2020
- Closed: 11/17/2020
- Total Days Publicly Posted: 70
- Number of Amendments Posted: 4
- Pre-Proposal Conference 09/17/2020
- Supplier Attendance: 181

VENDOR RESPONSES:

A total of 26 proposals were received, and of those proposals, 16 were evaluated with a total of 10 awards recommended across the three categories based on responsiveness and final rankings against the pre-established evaluation criteria.

EVALUATION INFO:

Proposals were due on November 17, 2020. In person and virtual evaluations were led by the Lead State of Arizona. The evaluation was completed by the Sourcing Team on 03/18/2022.

Responses were evaluated based on the following Evaluation Criteria:

The evaluation was based on three factors, as listed in their relative order of importance:

- Methodology (450 points total)
- Cost (300 points total)
- Capacity of Offeror/Experience (250 points total)

SCORING INFO:

Each proposal was reviewed for responsiveness to determine if the Bidder satisfied all mandatory requirements. The Lead State evaluated the requirements on a pass/fail basis. Proposals that were deemed responsive to mandatory requirements were then evaluated by the Sourcing Team.

Initial offers were scored based on technical responses and cost. These scores were then combined and ranked. Using a natural break method, top scoring proposals advanced to the negotiation phase.

Bidders whose proposals advanced to this phase were invited to engage in negotiations with the Lead State. Following successful completion of negotiations, Bidders re-submitted their offers in a BAFO round and the Sourcing Team was provided with the opportunity to update their scores based on any relevant changes. Pricing was also re-calculated during both BAFO rounds. The ranking of proposals was updated accordingly.

AWARD INFO:

On April 28th 2022, Arizona announced its intent to award SVAR. A total of 10 awards are recommended across the three categories based on responsiveness and final rankings against the pre-established evaluation criteria.

Bidders	Category 1 General Maximum Markup	Category 1 General Minimum Discount	Category 2 Microsoft Maximum Markup	Category 2 Microsoft Minimum Discount	Category 3 Oracle Maximum Markup	Category 3 Oracle Minimum Discount
Accel BI Corporation		X				
Bias					X	
CDW Government Inc.	X		X			
Dell Marketing LP	X	X	X	X		
Insight Public Sector Inc	X	X	X	X	X	X
<u>Mythics Inc.</u>						X
SHI International Corp		X	X	X		
Softchoice	X					
<u>Solai</u> and Cameron Inc.		X				
Zones Inc.	X		X		X	