



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street

Concord, New Hampshire 03301

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Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

August 30, 2024

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Administrative Services (DAS) to amend an existing contract (8003263) and participating addendum with the NASPO ValuePoint Master Agreement (MA) #AR2472 with Carahsoft Technology Corporation (VC# 258442), Reston, VA, extending the scope of services from Salesforce software only to the entire product catalogue of Carahsoft cloud solutions software and associated services, and establish a price limitation of \$63,417,021.84, with no change to the contract completion date for Cloud Solutions (2016-2026), effective upon Governor and Executive Council approval through September 15, 2026. The original contract was approved by Gary Lunetta, Director, Administrative Services on May 8, 2018.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The Department of Administrative Services (DAS) reviewed and negotiated in collaboration with the Department of Justice for this requested State of New Hampshire participating agreement. This participating agreement is aligned with the MA set in place by NASPO and the lead state, Utah, through the competitive bidding process, sourcing vendors through the NASPO sourcing platform.

The State of Utah in partnership with NASPO ValuePoint has awarded cooperative master agreements for cloud solutions. The Carahsoft Technology Corp MA will allow state agencies and participating entities access to the following awarded scope of work: Platform as a Service (PaaS), Infrastructure as a Service (IaaS), and Software as a Service (SaaS). This MA executed by NASPO and the lead state, Utah, through the competitive bidding process for RFP

CH16012, received a total of 80 proposals and subsequently awarded contracts to 33 suppliers. This award with Carahsoft Technology Corporation became effective on September 2, 2016, and expires on September 15, 2026. This PA was originally executed by the DAS to provide Salesforce software only, extending scope of services to the full catalogue allows the state to benefit from the cost savings provided in Carahsoft MA award. The DAS intends to seek Governor & Executive Council approval to contract through 7 more participating vendors, Oracle America, Inc, Presidio Networked Solutions LLC, VMware, Inc., Dell Marketing LP, Hewlett Packard Enterprise Corp Co., SHI International Corp and Red River Technology LLC. Cloud computing offers a compelling value proposition for state and local governments, enhancing their ability to deliver services efficiently, improve operational flexibility, and ensure data security and compliance. Request for quote with attached statement of work, to cloud solutions contract partners per engagement, will ensure competitive bid advantage and best possible value for State of New Hampshire.

The benefits of cloud service contracting will provide the State with cost efficiency, scalability and flexibility, improved service delivery, enhanced collaboration, security and compliance, disaster recovery and continuity, innovation and modernization, and environmental sustainability. Cloud computing reduces the need for substantial upfront investments in hardware and infrastructure, shifting to a pay-as-you-go model. This scalability allows governments to adjust resources according to demand, ensuring taxpayer money is used more efficiently. Governments face fluctuating demands for services, and cloud computing can dynamically scale resources up or down as needed. This flexibility supports various functions, from traffic management to public health initiatives, without the constraints of physical infrastructure. By leveraging the cloud, governments can deploy and update applications faster, enhancing citizen access to services. Online portals for tasks such as permit applications, bill payments, and service requests can be more robust and user-friendly, improving overall citizen satisfaction. Cloud-based platforms facilitate better communication and data sharing among departments, agencies, and regional governments. This improves response times and decision-making, especially critical in emergency situations or for projects that require coordinated efforts. Leading cloud service providers invest heavily in security technologies and protocols. By adopting cloud solutions, governments benefit from advanced security measures, data encryption, and compliance with regulatory standards, helping protect sensitive information against cyber threats. Cloud computing enhances resilience to disasters, ensuring data and applications are backed up in geographically diverse locations. This redundancy is crucial for maintaining government operations during unforeseen events, from natural disasters to cyberattacks. Cloud platforms offer access to cutting-edge technologies such as artificial intelligence, machine learning, and big data analytics. Governments can leverage these tools to improve decision-making, automate processes, and develop new services for public benefit. By optimizing resource use and reducing the need for physical data centers, cloud computing supports sustainability goals. Energy-efficient cloud data centers can significantly lower the carbon footprint associated with government IT operations.

Accounting for the remaining contract term of 3 years and DoIT request for additional allowance of \$6,000,000 per year for additional software and services, DoIT was consulted and the requested price limitation is a result of historical spend and DoIT projections and recommendations. Price limitation is requested at \$63,417,021.84 for the term of this Participating Addenda.

Contract financials	
Current contract spend	\$22,708,510.92
Average yearly spend	\$7,569,503.64
Allowance for additional software and services per year	\$6,000,000.00
Price limitation requested for remainder of contract term	\$63,417,021.84

Based on the foregoing, I am respectfully recommending approval of the contract with Carahsoft Technology Corporation.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner



STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY

27 Hazen Dr., Concord, NH 03301
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www.nh.gov/doit

Denis Goulet
Commissioner

July 23, 2024

Charles M. Arlinghaus, Commissioner
Department of Administrative Services
State of New Hampshire
25 Capitol Street – Room 100
Concord, NH 03301

Dear Commissioner Arlinghaus:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a Participating Agreement (PA) with Carahsoft Technology Corp., as described below and referenced as DoIT No. 2024-129.

The purpose of this request is to provide NASPO Value Point Master Agreements for Cloud Solution Services.

The Total Price Limitation shall be \$63,417,021.84 effective upon Governor and Council approval through September 15, 2026.

A copy of this letter must accompany the Department of Administrative Services' submission to the Governor and Executive Council for approval.

Sincerely,

Denis Goulet

DG/jd
DoIT #2024-129

cc: Cindy Dotlich, IT Manager

**FIRST AMENDMENT TO THE CONTRACT
BETWEEN CARAHSOFT TECHNOLOGY CORPORATION
AND
THE STATE OF NEW HAMPSHIRE, DEPARTMENT OF ADMINISTRATIVE SERVICES,
FOR CLOUD SOLUTIONS SERVICES
CONTRACT # 8003263**

This First Amendment (hereinafter referred to as the "Amendment"), dated this 28th day of June, 2024, is by and between the State of New Hampshire, Department of Administrative Services (hereinafter referred to as "the State") and Carahsoft Technology Corporation (hereinafter referred to as "the Contractor") for cloud solutions services.

WHEREAS, pursuant to an agreement effective May 8, 2018 set to expire September 15, 2026, (hereinafter referred to as "the Agreement"), the Contractor agreed to perform certain cloud solution services for the State in consideration of payment by the State of certain sums as specified therein; and

WHEREAS, pursuant to Section 15 of the Agreement, the Agreement may be amended by an instrument in writing executed by both parties;

NOW, THEREFORE, for and in consideration of the mutual promises set forth in this Amendment and the underlying Agreement, the parties do mutually agree as follows:

1. Establish Price Limitation as the following:
1.8 \$63,417,021.84
2. Adoption of all-encompassing Participating addendum with access to complete Carahsoft product catalogue under Master Agreement AR2472.
3. All other provisions of the Agreement, approved by the State of New Hampshire, Department of Administrative Services on May 8, 2018, shall remain in full force and effect.

CARASOFT TECHNOLOGY CORPORATION

By: Natalie LeMay

Natalie LeMay
(Print Name)

Title: SLG Contracts Manager

Date: 6/28/2024

STATE OF NEW HAMPSHIRE

By: Charles M. Arlinghaus

Charles M. Arlinghaus
(Print Name)

Title: Commissioner
Department of Administrative Services

Date: 8-8-24

OFFICE OF THE ATTORNEY GENERAL

By: Duncan A. Edgar

Duncan A. Edgar
(Print Name)

Title: Assistant Attorney General

Date: August 15, 2024

The foregoing contract was approved by the Governor and Council of New Hampshire on

AUG 30 2024

Signed: [Signature]

(Print Name)

SECRETARY OF STATE

**SCHEDULE 1
MASTER AGREEMENT**