

**This contract cannot be accessed via NC E-Procurement @ Your Service.  
Please see below for pricing and ordering instructions**

## **208V – VMWare Products, Support, and Professional Services**

Contract Number: **208V**  
Bid Number: ITS-008072  
Effective Date: June 25, 2014 through June 24, 2015  
Administrator: Malynda Higgins  
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### **Scope**

This contract is for **VMware Products, Maintenance, Support and Professional Services**. The contract shall be a **MANDATORY Statewide Term Contract** for the use of Executive State Agencies. Further, it may be used as a **Convenience Contract**, available, but not mandatory, for the use of non-State Agencies permitted by law. Such entities 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 software not covered by this contract are required to follow the established Purchasing procedures of the Office of Information Technology Services (ITS).

### **Manufacturer Brand / Pricing**

The manufacturer brand is VMware. The pricing is based on the percentage discount off of the manufacturer's current list price. Pricing for support services are based on an hourly rate and/or pre-defined work bundles.

NOTE: VMware-branded products refers to the entire product line from perspective manufacture

### **Ordering Software Products and Vendor Contact Information**

<b>Contractor/Manufacturer Brand</b>	<b>% Discount</b>	<b>Vendor Contact Information</b>
<b>Carahsoft Technology Corp.</b>	Software: <ul style="list-style-type: none"><li>4.5% - 48%</li></ul> Services: <ul style="list-style-type: none"><li>Maintenance; 2.3% - 15%</li><li>Professional Services; 2.3% -23%</li><li>Training; 2.3% - 23%</li><li>Professional Services Hourly Rates - \$155 -\$322</li></ul>	Address: 12369 Sunrise Valley Drive Reston, VA 20191 Phone # (888)662-2724  Point of Contact: Tim Boltz Senior Account Manager <a href="mailto:tim.boltz@carahsoft.com">tim.boltz@carahsoft.com</a> Phone # (703) 230-7402 Fax. # (703) 871-8505
<b>NWN Corp.</b>	Software: <ul style="list-style-type: none"><li>Government; 9.5% - 26% (Tiers)</li><li>Academic 12.5%</li></ul>	Address: 860 Aviation Parkway, Suite 1000 Morrisville, NC 27560 Phone (919) 653-4400

<b>NWN Corp.</b>	Services: <ul style="list-style-type: none"> <li>• Academic &amp; Government; 4.5%</li> <li>• Professional Services Hourly Rates; \$135 - \$262.50</li> </ul>	Point of Contact: James Welch Senior Account Manager <a href="mailto:jwelch@nwnit.com">jwelch@nwnit.com</a> Phone (919) 653-4461 Fax# (919) 653-4401
<b>Varrow Inc.</b>	Software: <ul style="list-style-type: none"> <li>• Licensing; 15.8%</li> </ul> Services: <ul style="list-style-type: none"> <li>• New Support; 6.0%</li> <li>• Support Renewal; 5.25%</li> <li>• Professional Services Hourly Rates; \$110 - \$150</li> </ul>	Address: 116 N. West Street, Suite 270 Raleigh, 27603  Point of Contact: Brian Hardwick, Account Executive <a href="mailto:bhardwick@varrow.com">bhardwick@varrow.com</a> Ph. # 919-333-4330 Fax # 877-220-0052

### **Value Added Services**

Contract related value added services are available from the above listed service providers. Value added services include assessment, design, implementation, transition, and training. Agencies may contact the above listed vendors with a scope of work for any professional services needed for VMware and request a quote for budget purposes. Prices shall be based on the contracted hourly rates or predefined work bundles as described above.

### **Minimum Orders**

There is no minimum order requirement for this contract.

### **Abnormal Quantity**

There is no abnormal quantity requirement for this contract.

### **Transportation Charges**

FOB – Destination

Freight, handling and distribution charges shall be included in the total price of each item listed.

### **Delivery**

The Vendor(s) will complete delivery thirty (30) consecutive calendar days after receipt of a Purchase Order.

### **Warranty**

The Warranty provisions of the State of North Carolina apply.

### **Taxes**

Prices do not include North Carolina sales or use taxes.