SP-21-0001 APC Network Critical Infrastructure Solutions

Current Effective Dates September 24, 2023 through September 23, 2024 **Potential Final Expiration Date September 23, 2027**	
Contract Administrator	Office of State Procurement Tiffany Maddox Phone: 501-324-9320 Email: Tiffany.Maddox@arkansas.gov
Mandatory Status	Non-Mandatory
Certified Minority Vendor Status	No
AASIS Outline Agreement Number	I-K Electric: 4600047584 Presidio: 4600047583 Vision Data Spaces: 4600047710

Vendor Information	
I-K Electric AASIS Vendor # 100001870	Mike Seitz Phone: 501-320-0431 Email: mseitz@ik-ns.com
Presidio Networked Solutions Inc. AASIS Vendor # 100118473	Rick Marendt Phone: 501-218-8297 Email: rmarendt@presidio.com
Vision Data Spaces AASIS Vendor # 100123402	Bruce Henry Phone: 501-821-6200 Email: bruce@visiondataspaces.com

CONTRACT OVERVIEW
American Power Conversion (APC) manufactured network-critical physical infrastructure (NCPI) solutions to include equipment, software, services, maintenance, technical support, and training.

PERMISSIVE USERS
All eligible purchasers ("Purchasing Entity" or "Participating Entity") within the State of Arkansas, including State agencies, K-12 educational institutions, and local public procurement units (cities, counties, municipalities), are authorized to purchase products and services under the terms and conditions of this Agreement.

DISCOUNTS AND PRICING STRUCTURE

1. The discounts and pricing **must** include all associated cost for the product and/or service being bid including any travel expenses, shipping/freight costs, non-recurring and/or one-time cost. All proposed discounts and pricing submitted **must** include the full cost of standard ground delivery to any destination within Arkansas (discounts **must** reflect FOB destination). Do not include state or local sales taxes in the bid price.

2. APC products and support services **must** be a percentage discount off APC's current Global Price List(s).

I-K NETWORK SOLUTIONS

Category	%Discount off Price List
Discount Percentage for APC Products & Services	
APC Hardware	18%
APC Software	18%
APC Hardware Maintenance	12%
APC Software Maintenance	12%
APC Services (Training, Installation, Other Technical Support Services)	12%

Category	Unit of Measure	List Price	%Discount off Price List
Reseller provided Services (Training, Installation, Other Technical Support Services) Network Engineer	HOUR	$230	40%
Reseller provided Services (Training, Installation, Other Technical Support Services) Network Technician	HOUR	$125	40%
Reseller provided Services (Training, Installation, Other Technical Support Services) Electrician	HOUR	$125	40%

PRESIDIO

Category	% Discount Off Price List
Discount Percentage for APC Products & Services	
APC Hardware	15%
APC Software	15%
APC Hardware Maintenance	10%
APC Software Maintenance	10%
APC Services (Training, Installation, Other Technical Support Services)	5%

VISION DATA SPACES

Category	%Discount Off Price List
Discount Percentage for APC Products & Services	
Replacement Batteries	10%
Cooling Solutions & Products	20%
DC Systems	15%
ISX Solutions	10%
Battery Management	15%
Infrastructure Management Products & Services	15%
AC Power Cables	40%
Bulk Cables	3%
KVM Products	20%
Power Distribution Units & Transfer Switches	15%
Power Cords	20%
Power Generation	20%
Racks & Accessories	12%
Netbotz	15%
Surge Suppression	15%
Back-UPS	5%
Smart-UPS	10%
Symmetra UPS	15%
Symmetra PX UPS	20%
Galaxy VS, VM, VX UPS	20%
Assessment Services & Extended Warranty	15%
Installation, Network Integration, Startup, & Onsite Services	20%
Remote Monitoring Services	15%

Category	Unit of Measure	List Price	%Discount off Price List
Discount Percentage for Reseller Provided Services			
Reseller provided Hardware Maintenance	per hour	$150	45%
Reseller provided Software Maintenance	per hour	$150	45%
Reseller provided Systems Integration	per hour	$150	45%
Reseller provided Project Management	per hour	$150	45%
Reseller provided Training	per day	$1,200	45%
Reseller provided Installation Oversight	per hour	$150	45%
Reseller provided Design Services	per hour	$200	45%
Reseller provided Equipment Assembly Services	varies	varies	45%
Reseller provided Installation	varies	varies	45%
Reseller provided Other Services	per hour	$150	45%