



## WSCA / NASPO / IOWA Computer **HARDWARE** Contracts



Contractor	Agreement Link	E-Store Link	Sales Contact
AOS (Cisco only)	<a href="#">AR233AOS</a>	Cisco	Shannon Hughes, ph: 866-939-2675; fax: 402-537-4410
Apple	<a href="#">A63306</a>	Apple	Jeff Jones, ph: 419-450-4384; fax: 512-674-2309
Dell	<a href="#">A63307</a>	Dell	Ed Cranston, ph: 319-339-1104; fax: 512-283-3685
Cisco	<a href="#">AR233</a>	Cisco	Phil Velardi, ph: 402.964.6421
CDWG (Cisco only)		Cisco	PA under negotiation
EmbarkIT* (Cisco only)	<a href="#">AR233 EIT</a>	Cisco	Glenna Ross, ph: 515-440-1451; fax: 515- 440-1455
Extreme Networks	<a href="#">WSCA AR1471</a>	Extreme	Chris Penniman, ph 515-221-1290; fax 515- 221-0175
Gateway	<a href="#">A63308</a>		<b>*** under Chapter 7 Bankruptcy ***</b>
Hewlet Packard*	<a href="#">A63309</a>	HP	Aaron Bennis, ph: 515-440-1268; fax: 515-440-1268
Howard	<a href="#">A63310</a>	Howard	Lisa Chisolm, ph: 601-399-5112; fax: 601-399-5077
IBM	<a href="#">A63311</a>	IBM	Kent Kubie, ph: 402-393-7167
InfoPrint	<a href="#">B01507</a>	InfoPrint	David Rantala, ph: 612-669-6746; fax: 612-397-6120
Konica Minolta	<a href="#">A63313</a>	Konica	Ken Krautbauer, ph:715-386-2451; fax: 715-386-7699
Kyocera Mita	<a href="#">A63314</a>	Kyocera	Philip Borchardt, ph: 651-714-3938; fax: 651-714-3964
Lenovo	<a href="#">A74813</a>	Lenovo	Dale Doane, ph: 301-803-6908; fax: 301-803-6939
Lexmark	<a href="#">A63315</a>	Lexmark	LeAnn Spradling, ph: 859-232-7383; fax: 859-232-2010
MPC	<a href="#">A63312</a>		<b>*** under Chapter 11 Bankruptcy ***</b>
MSI (Cisco only)	<a href="#">AR233 MSI</a>	Cisco	Denny Gass, ph: 515- 246-4112; fax: 515-246-4190
Pomeroy (Cisco only)	<a href="#">AR233 POM</a>	Cisco	Alex Zellmer, ph: 800-377-9790; fax: 515-241-3037
Open Tech (Sun only)	<a href="#">A85627</a>	Sun	Dan Merry, ph: 515-251-8282; fax: 515-251-8282
Xerox	<a href="#">A74403</a>	Xerox	Mike Wilkes, ph: 636-386-2433
Xiotech	<a href="#">A63316</a>	Xiotech	Larry Reynolds ph: 410-535-9267; fax: 301-535-4549
Vital (Cisco only)	<a href="#">AR233 VSS</a>	Cisco	Jim Strait, ph: 515-334-5765; fax: 515-334-5757

**AV equipment such as projectors is not covered by the above contracts\***

The above price discount agreements were competitively sourced and available for use by all State of Iowa Agencies and Political Sub-Divisions within the State of Iowa in lieu of a bid. The prices shown at the Contractor's E-Store are net of the agreed discount. The Iowa Department of Administrative Services recommends that buyers shop among the contractors for the best price on the configuration they are looking for and negotiate prices for large volume buys. These contracts provide a "discount off price list". The price list however and product offering can float. The use of WSCA contracts does not necessarily guarantee the lowest price available on any particular need. We are receiving these discounts because the WSCA contractors are passing to us their administrative savings from not having to respond to thousands of individual state bids. Organizations purchasing from these contracts should exercise prudent business judgment.

**Purchase orders must include part numbers and full item descriptions be sent directly to the contractor shown and show the WSCA Agreement Number above.** Some manufacturers utilize re-sellers from an approved list of resellers found at the Contractor's E-Store or on the Agreement. Buyers are to indicate on their PO which re-seller should receive credit for the sale, if applicable.

Questions or comments regarding the WSCA / NASPO Computer Agreements are to be directed to Ashley Super, Iowa Department of Administrative Services, General Services Enterprise, Hoover State Office Building, Level A, Des Moines, IA 50319. Ph: 515-281-7073; Fax: 515-242-5974. Email: [Ashley.Super@iowa.gov](mailto:Ashley.Super@iowa.gov).

\*See also: EmbarkIT TSB Contract: [CTTSB0026](#)



## State of Iowa Enterprise Desktop and Laptop Purchasing Standard

June 7, 2007

[http://das.ite.iowa.gov/standards/enterprise\\_it/01\\_desktop\\_laptop\\_purchasing.html](http://das.ite.iowa.gov/standards/enterprise_it/01_desktop_laptop_purchasing.html)

### Purpose

This standard establishes a requirement for DAS participating agencies, except for those agencies exempted under Iowa Code 8A.302, to purchase desktops and laptops via the current Western States Contracting Alliance (WSCA) contract amendment.

### Overview

The State of Iowa uses many contracts to maximize the savings made when purchasing a variety of goods and services. One of these contracts is the WSCA contract amendment developed for purchasing desktops and laptops. The new contract amendment became effective on December 14, 2006 and runs through August 31, 2007. The title of the document is Amendment 1 to WSCA/NASPO Participating Addendum between the State of Iowa and Hewlett-Packard Company #A63309-IA. This contract may be renewed for one year after that date, remaining in effect until August 31, 2008. The Technology Governance Board (TGB) is establishing this standard to maximize the savings on desktop and laptop purchases within the enterprise. The TGB further expects that processes similar to the approach used to award this contract will be used in the future in order to maximize savings opportunities for the State.

### Scope

This standard sets a timeline within which all state agencies must purchase their desktops and laptops through the WSCA contract amendment and establishes a waiver process for agencies to purchase desktops and laptops outside the amendment.

Except for those agencies exempted under Iowa Code 8A.302, this standard applies to all agencies as defined by Iowa Code Chapter 8A, Section 101. Non-participating agencies are encouraged to follow the guidelines in this and other enterprise level policies, standards, guidelines, processes and procedures.

### Definitions

Selected terms used in the Enterprise Desktop and Laptop Purchasing Standard are defined below:

- **Western States Contracting Alliance (WSCA):** WSCA was formed in October 1993 by the state purchasing directors from fifteen western states. WSCA's primary purpose is to establish the means by which participating states may join together in cooperative multi-state contracting in order to achieve cost-effective and efficient acquisition of quality products and services. Cooperative purchases are developed by member states.

- **Technology Governance Board (TGB):** The TGB was established in 2005 by the state to facilitate information technology decisions within the executive branch of Iowa State Government, and the board's decisions are based on business drivers supporting customer requirements. The TGB meets monthly to review IT-related RFPs and to discuss matters related the board's mission. Included within the board's duties are development of information technology standards and development or rules, processes, and procedures for implementation of aggregate purchasing among agencies.

## **Enterprise Desktop and Laptop Purchasing Standard**

1. **Desktop and Laptop Purchasing.** At the beginning of FY 08 (July 1, 2007) and continuing until another amendment is developed, DAS participating agencies will be required to use the current WSCA amendment (or similar future agreement) for desktop and laptop purchases.
2. **Waiver Process:** A waiver may be obtained through the TGB to purchase desktops and laptops outside the terms of the WSCA amendment. DAS participating agencies will need to come before the TGB prior to making these types of non-standard purchases. A business case must be presented by the requesting agency in order to gain a waiver from the TGB to purchase non-standard desktops or laptops.

Within the agency's business case must be:

- the cost, manufacturer and number of items for the anticipated purchase
- the comparable cost of the desktops or laptops through the WSCA contract amendment
- the business need for purchasing outside the terms of the WSCA amendment
- other items pertinent to the board's discussion

The TGB is a public body meeting on the second Thursday of the month and must follow open meeting requirements. Requests for waivers must come to the TGB coordinator no later than the first of the month to be included on the published agenda for the monthly TGB meeting.

3. **Assessment.** The TGB will periodically review reports available within the I/3 system to determine desktop and laptop purchases are being made by DAS participating agencies via the WSCA contract amendment. If violations of this standard are identified, the agency will receive written notification from the TGB and be expected to appear at the next regularly scheduled meeting to present their business case.

### **Effective Date**

Agencies must be fully compliant with this standard no later than July 1, 2007. However, they are encouraged to implement this standard as soon as possible to increase the available savings with desktop and laptop purchases.

### **Enforcement**

This standard will be enforced by the TGB in the manner outlined above.



# *Iowa Technology Governance Board*

## **Desktop and Laptop Purchasing Waiver # \_\_\_\_\_**

Presented to Technology Governance Board (TGB)

Date Prepared: \_\_\_\_\_

*(In reference to State of Iowa Enterprise Desktop and Laptop Purchasing Standard,  
dated June 7, 2007)*

### **Agency:**

Agency name:

Agency CFO or contact name:

Projected purchasing date:

### **Cost:**

Name of item:

Cost of item:

Manufacturer:

Number of items with projected purchase:

Comparable cost of similar items purchased through the WSCA amendment:

### **Business need for purchasing outside the WSCA amendment:**

### **Other items pertinent for the board's discussion:**

## How can your agency take advantage of the contract?

Contact HP or an authorized reseller for special pricing based on volume purchases, agency or state standards, or special projects, and we will provide the most aggressive fixed or firm fixed pricing. This is the same pricing you would obtain through the Request for Proposal/Request for Bid (RFP/RFB) or bid process but with the added savings of not devoting valuable time and money to the creation, distribution, and evaluation of an RFP/RFB.

Make a better purchasing decision for the citizens of Iowa. Get the most out of your IT budget by visiting [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa).

## How to purchase through the State of Iowa contract

### Get quotes or product information:

Web: [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa)

### Contact the HP inside sales team by:

Phone: State and local government:

1.888.202.GOV2

Education:

1.800.88.TEACH

Fax: 1.800.825.2329

Aaron J. Bennis, Account Manager

515.440.1268, [aaron.j.bennis@hp.com](mailto:aaron.j.bennis@hp.com)

Ronald Cook, Inside Sales Rep

888.202.4682, ext. 15515,

[ronald.cook@hp.com](mailto:ronald.cook@hp.com)

Or contact one of the HP local authorized resellers listed on the website under Order Information.

Ashley Super, PA III, State of Iowa Contract Administrator 515.281.7073,  
[Ashley.Super@iowa.gov](mailto:Ashley.Super@iowa.gov)

Make sure you include the contract number—A63309— on all purchase orders to receive all the special terms and conditions that have been negotiated on behalf of Iowa agencies, schools, and universities.

- 1 This system may require upgraded and/or separately purchased hardware, drivers and/or software to take full advantage of Windows Vista functionality. Check [www.windowsvista.com/getready](http://www.windowsvista.com/getready) for details. Certain Windows Vista product features require advanced or additional hardware. Windows Vista Upgrade Advisor can help you determine which features of Windows Vista will run on your computer. To download the tool, visit [www.windowsvista.com/upgradeadvisor](http://www.windowsvista.com/upgradeadvisor). For Windows Vista system requirements, visit [www.windowsvista.com/systemrequirements](http://www.windowsvista.com/systemrequirements).
- 2 Dual-core/quad-core is a new technology designed to improve performance of multi-threaded software products and hardware-aware multi-tasking operating systems, and may require appropriate operating system software for full benefits; check with software provider to determine suitability. Not all customers or software applications will necessarily benefit from use of this technology.
- 3 64-bit computing on Intel architecture requires a computer system with a processor, chipset, BIOS, operating system, device drivers and applications enabled for Intel 64 architecture. Processors will not operate (including 32-bit operation) without an Intel 64 architecture-enabled BIOS. Performance can vary depending on your hardware and software configurations. See [www.intel.com/info/em64t](http://www.intel.com/info/em64t) for more information.
- 4 For hard drives, 1 GB = 1 billion bytes. Actual formatted capacity is less. Up to 8 GB (for XP) and up to 10 GB (for Vista) are reserved for system recovery software.
- 5 Don't copy copyright-protected materials.

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State of Iowa—  
Smart Buy Standards



Big savings on IT—without the time  
and expense of issuing RFPs/RFBs

These standards were developed by the Joint Chief Information Officers of Iowa and competitively bid and awarded to HP.

## Desktop PCs



### HP Compaq dc5800 Microtower PC

**\$400\*** Part no.: build to order on [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa)

- Intel® Pentium® Dual-Core Processor
- Genuine Windows® XP Professional
- Genuine Windows Vista® Business capable
- 80 GB<sup>4</sup> SATA 3.0Gb/s 1st Hard drive
- 1 GB PC2-5300 (DDR2-667) Memory
- SATA 16X/48X DVD-ROM<sup>5</sup> 1st Drive
- 3-year (parts/labor/next business day on-site) limited warranty



### HP Compaq dc5800 Microtower PC

**\$700\*** Part no.: build to order on [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa)

- Intel® Core™2 Quad<sup>2,3</sup> processor
- Genuine Windows® XP Professional
- Genuine Windows Vista® Business capable
- 80 GB<sup>4</sup> SATA 3.0 Gb/s 1st Hard drive
- 2 GB PC2-5300 (DDR2-667) 2X1GB Memory
- SATA 16X/48X DVD-ROM<sup>5</sup> 1st Drive
- 3-year (parts/labor/next business day on-site) limited warranty

## Notebooks



### HP Compaq 6710p Notebook

**\$800\*** Part no.: build to order on [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa)

- Intel® Core™ 2 Duo<sup>2,3</sup> processor
- Genuine Windows® XP Professional
- Genuine Windows Vista® Business capable
- 80 GB<sup>4</sup> 5400RPM
- 1024 GB DDR 667 RAM
- 15.0-inch diagonal WXGA Widescreen Brightview Display
- Combo DVD/CDRW<sup>5</sup> Drive
- 3-year (parts/labor/next business day on-site) limited warranty



### HP Compaq 6510b Notebook

**\$800\*** Part no.: build to order on [www.hp.com/buy/iowa](http://www.hp.com/buy/iowa)

- Intel® Core™2 Duo<sup>2,3</sup> processor
- Genuine Windows® XP Professional
- Genuine Windows Vista® Business capable
- 80 GB<sup>4</sup> 5400RPM Hard Drive
- 1024 GB DDR 667 RAM
- 14.1-inch diagonal WXGA Widescreen Brightview Display
- Combo DVD/CDRW<sup>5</sup> Drive
- 3-year (parts/labor/next business day on-site) limited warranty

## Monitors



HP L1710 17-inch diagonal LCD monitor

**\$149\*** Part no.: GS917AA#AA



HP L1910 19-inch diagonal LCD monitor

**\$190\*** Part no.: GS918AA#ABA



HP LP2065 20-inch diagonal LCD monitor

**\$365\*** Part no.: EF227A4

HP was recently awarded the State of Iowa server bid. HP is offering great prices on the ML and DL series of servers, plus blades servers. Please contact your account manager or local partner for details.



## Summary of Mandatory State of Iowa HP Workstation Standards

	<b>Model Number</b>	<b>Price each</b>
Basic Desktop	dc5700 <b>or</b> dc5800 Intel Pentium Dual Core, 1 GB Memory	\$400.00
High End Desktop	dc5700 <b>or</b> dc5800 Intel Core2 Quad, 2 GB Memory	\$700.00 (reduced from \$750)
17" Monitor	17" - L1706 <b>or</b> 1710	\$149.00 (reduced from \$160)
19" Monitor	19" - L1906 <b>or</b> 1910	\$190.00 (reduced from \$200)
20" Monitor	20" - LP2065	\$365.00 (reduced from \$384)
24" Monitor	24" - LP2465	\$664.00
14" Laptop	nc6320 <b>or</b> 6710p	\$800.00
15" Laptop	nc6400 <b>or</b> 6510b	\$800.00 (reduced from \$900)

Tuesday, April 15, 2008