

Teaming with the Office of State Procurement



Getting to Know You

Does anyone
have an
unlimited
budget?



Getting to Know You

Who has more
resources than
you know
what to do
with?



Getting to Know You

If we could help you identify ways to do more with less, saving both time and money, would you be interested?



Poll Question

How many of you are familiar with the Office of State Procurement & State Term Contracts?



Getting to Know You

What
commodities
and services do
your agencies
purchase?



Objectives

- Identify efficiencies through State Term Contracts
- Recognize State Procurement's organizational structure and identify who to contact based on your needs
- Find open solicitations and existing contracts
- Navigate the State's Procurement Services Website
- Provide State Term Contract updates



What does the Office of State Procurement do?

Establish state term contracts for governmental bodies to use.

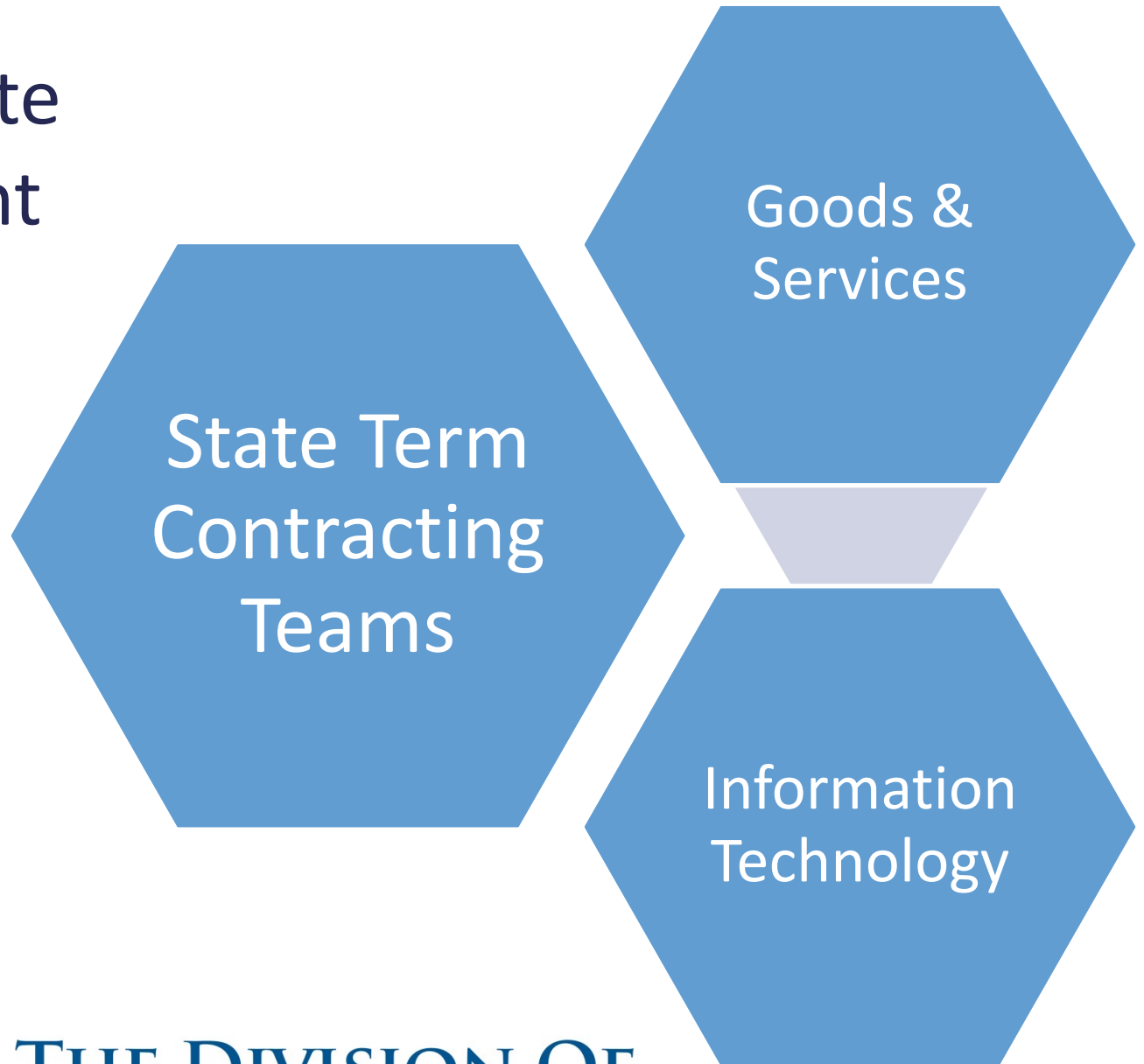
Establish agency contracts for State agencies above their certification limits.



Office of State Procurement Structure



Office of State Procurement Structure



Primary Goals of the State Term Contracting Team

- *Identify Contracting Opportunities*
- *Acquisition Planning*
- *Strategic Sourcing of State Term Contracts*
- *Monitoring Contract Performance*



Why Utilize State Term Contracts?

**Save
Time
&
Money!**



Increase savings



Buy in bulk & ask vendor for additional discounted pricing.

Access State Term Contracts

https://procurement.sc.gov

www.procurement.sc.gov

 Search

Home Audit & Certification Legal Political Subdivisions SCBO Training Opportunities



Statewide Term Contracts



Office of State Engineer (Construction)



Doing Business With Us



Office of State Procurement

- About Us
- Contact Us
- DisPatcheS Newsletter
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- Iran Divestment Act
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THE DIVISION OF PROCUREMENT SERVICES

Access Statewide Term Contracts

<https://www.procurement.sc.gov/contracts>

Home > Statewide Term Contracts

Statewide Term Contracts

[SCEIS Contract Search](#)

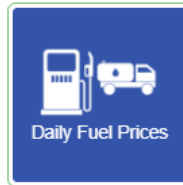
[Purchasing Card \(P-Card\)](#)



Goods & Services
Contract Search



Information
Technology
Contract Search



Daily Fuel Prices

What is a statewide "term" contract?

A statewide "term" contract is a contract for the indefinite delivery of an indefinite quantity of specific supplies or services to be furnished as needed and upon request during a fixed period.

- These contracts can be established only by one of the state's chief procurement officers.
- Use of "term" contracts is mandatory for all "governmental bodies," as that term is defined in the Procurement Code.

For additional tips, see the attached FAQ.

[▶ FAQ](#)

Who can use our statewide contracts?

Generally, any of the following entities can purchase through statewide contracts awarded by Procurement Services. Any special limitations will be addressed in the applicable contract.

- State government, including any department, commission, council, board, bureau, committee, institution, college, university, technical school, agency, government corporation, or other establishment of state government.
- Political Subdivisions, including all counties, municipalities, school districts, public service or special purpose districts, and any units thereof which expend public funds for a procurement.

How can I get approval?

The General Assembly defines which entities are eligible to participate, not Procurement Services. However, we may be able to assist you in determining whether your entity meets the applicable statutory definitions. Determining whether your entity is a county, municipality, or school district is usually straight forward. Determining whether your entity is a public service or special purpose district can be more complicated. If you do not know, you can submit a letter of request. The following attachments provide additional guidance and instructions.

- [▶ Requesting Guidance](#)
- [▶ FAQ - Eligibility](#)

Access State Term Contracts

www.procurement.sc.gov

Home > Statewide Term Contracts > Statewide Term Contract Search

Statewide Term Contracts

Contract searches can be performed using two methods below:

- (1) Using Classification, Category and Subcategory fields to filter the display below
- (2) Entering text in the Text Search field (and click the submit button)

Classification: Category:

Text Search:

Results Found: 105

Contract Name	Contract Section (information contained within the contract)	Type	Ends
Airport Pavement Maintenance	Airport/ Pavement Maintenance	StateTerm	08/21/2022
Airport Pavement Rejuvenation	Airport Pavement Rejuvenation	StateTerm	08/21/2022
Airport Vegetation Management	STC for Airport Vegetation Management	StateTerm	05/31/2026
All-Terrain Vehicles	All-Terrain Vehicles	StateTerm	10/09/2024
Appliances & Kitchen Equipment	Appliances & Kitchen Equipment	StateTerm	04/13/2026
Asbestos	Asbestos Lead Paint Mold Collection and Testing	StateTerm	05/19/2026
Asphalt Emulsion Paving Mixture - CRS-2, CRS-2P & CMS-2	Asphalt Emulsion Paving Mixture -CRS-2, CMS-2, & CRS-2P/2L	StateTerm	07/31/2022



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Do you have a
great demand for
something you do
not see on existing
state term
contract?



Great demand?



DisPatcheS Newsletter

www.procurement.sc.gov



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THE DIVISION OF PROCUREMENT SERVICES

The Now *Monthly*(!) Statewide Term Contract Town Hall

By Michael Speakmon, CPPO

The first Town Hall we conducted on March 13, 2023 was a great success. Ninety-nine people registered for the event and 55 actually showed up. The first Town Hall was such a hit that we have decided to make them a monthly event. Based on the conversations we had during the initial Town Hall, in future events we will be:

Providing Updates to STCs that didn't make DisPatches. – Sometimes we don't get an update in time to meet the publishing deadline.

Highlighting a contract to discuss issues we may have been are having and how to resolve them. We not only get questions from you, the users, we also get them from the Contractors, so we want to make sure everyone is on the same page.

Having both Goods & Services & IT Representation. Mikey no likey IT q
Answering your questions and providing guidance as necessary. We do you tell us what you need, and we'll do our best to provide the solution.

YOU can also help set the agenda for the meeting by emailing any specific question before the meeting. This isn't required, but it can give us a heads up on what you need to do any research to find the answer. Of course, we'll still field any questions questions ahead of time to one of the following people:

G&S Questions – mspeakmon@mmo.sc.gov

IT Questions – rbarr@mmo.sc.gov

The next Town Hall will be Tuesday, April 11, 2023, at 10:00 AM. At this Town Hall we'll be discussing some questions we have been getting about the STC for Furniture and providing questions.

Click on this link to register for the MS Teams meeting. Once you have registered, you will be able to put the event on your calendar. When you do that, the link to the meeting will be in the email. For some reason you don't get the link after registering, email Michael Speakmon and he'll send it to you. If you're pasting this into your web browser's address field: https://teams.microsoft.com/registration/FND46diA-wisPWwIX83Q-u4eaTLLpgEO88qWCwKt6mg.Ta1wfbNsqo6KrXdDNRqRWQYkQC1wzvnUGFe_PLDJRFAQ.K4mo-w.P8pUI-HKvk6rDuX_1DK4XO?mode=read&tenantId=e0f8d014-80d8-4f27-b0d6-c3d6c085fcd&webinarRing=gcc

We look forward to seeing you on April 11, 2023!



Market Research and Agency Input Requests for NEW State Term Contracts (STC)

The Office of State Procurement (OSP) is seeking input on the following recommendations for new State Term Contracts (STC). If you have any information you can share, please contact the appropriate procurement manager. Our goal is to put contracts in place that will meet your needs, but we need your input to ensure success.

ServiceNow - We anticipate publishing this solicitation in April 2023 with an anticipated award date of July 2023. If you have any questions or concerns, please contact Randy Barr, Sr., at rbarr@mmo.sc.gov if you are a current user of Service Now, we would love to hear from you ASAP to ensure the new state term contract will effectively meet your needs.

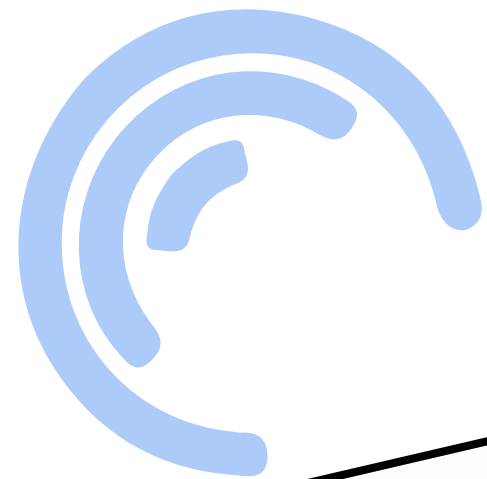
Sophos - We anticipate publishing this solicitation in – May 2023 with an anticipated award date of May 2023. If you have any questions or concerns, please contact Alicia Pearson., at apearson@mmo.sc.gov if you are a current user of Sophos, we would love to hear from you to ensure the new state term contract will effectively meet your needs.

Market Research and Agency Input Requests for existing State Term Contracts

IT Equipment Leasing - We anticipate publishing this solicitation by June with an anticipated award date of December 2023. If you have any questions or concerns, please contact Stephen Taylor, at staylor@mmo.sc.gov. If you are a current user of Presidio and the IT Equipment Leasing contract, we would love to hear from you to ensure the new state term contract will effectively meet your needs.

IT Temporary Staff Augmentation Supplier Contracts – We anticipate publishing this solicitation in the next week with an anticipated award date of early to mid-June 2023. Due to expected high volume of received bids, the award date has been extended to a further date. If you have any questions or concerns, please contact Stephen Taylor (staylor@mmo.sc.gov)

Cyber Liability Insurance (Expires 12/16/2023) – Michael Speakmon (mspeakmon@mmo.sc.gov) is conducting a market research and agency input request for this contract and is looking for any input that you may have.



South Carolina Business Opportunities

https://procurement.sc.gov

www.procurement.sc.gov

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South Carolina Business Opportunities

SCBO Online Edition

Welcome to the SCBO Online Edition

VENDORS: You must be a Registered Vendor to the State of South Carolina in order to bid on SC State Government solicitations. Advertisers such as municipalities, county governments, school districts, etc. do not require you to be registered with the State.

If you wish to bid on a State Government solicitation you see here in SCBO and are unsure whether your business is registered with the State, visit <https://webprod.cio.sc.gov/SCVendorSearch/vendorSearch.do>

Advertisements displayed below represent solicitations which are active as of the current date by default. These are ads that were set to begin displaying or have not expired as of the date selected. Please note that ads displayed when selecting future dates will only be those that are active as of the current date and have not expired as of the date you select. Ads having a start date that is greater than the current date will not be displayed.

To advertise your solicitation, click [here](#). All times advertised in SCBO are local unless noted otherwise.

Category: Month: Day: Year:

Architectural/Engineering: 29 ads	Equipment: 66 ads	Printing: 4 ads	Sole Source and Emergency: 21 ads
Construction: 161 ads	Information Technology: 35 ads	Services: 185 ads	For Sale: 5 ads
Consultant/Professional: 28 ads	Maintenance/Repair: 32 ads	Supplies: 33 ads	Notices/Cooperative Purchasing: 5 ads
Environmental Remediation: 3 ads	Minor Construction (\$10,000 - \$100,000): 29 ads	Auditing: 7 ads	



<https://scbo.sc.gov/online-edition>



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STC Contract Updates



Additional STC Contract Updates

As a reminder, we have moved some contracts that were previously managed by the IT team to the Goods & Services team. Those contracts are:

- New Toner Cartridges
- Remanufactured Toner Cartridges
- Records Conversion, Storage & Destruction
- Shredders
- Mobile Device Protection Plan
- Hardware Maintenance Manager
- UVC Lighting Disinfectant Machines
- Electronic Equipment Recycling
- Recovery Audit Services

Those items will still be purchased with the IT spending limitations rather than G&S.



Contact Us or Other Agency Procurement Officers



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www.procurement.sc.gov



THE DIVISION OF
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Where can I find more information about state government procurement?



www.procurement.sc.gov

How can we serve you best?

- We Are Always Willing To Help
- Call Us at 803-737-0600
- Visit our Website - www.procurement.sc.gov



Acquire
Administer
Advise



28

Poll Question

If you have learned at least 1 thing that will help make your job, or your interaction with our office easier, will you raise your hand?

