

Requisition

Req # 00149296

PO #

Date: 02/13/09

*insert
2/24/09
WF-4489
14067*

Bill To: x
x

Vendor: 341053
LOCKHEED MARTIN DESKTOP SOLUTIONS, II
2700 PROSPERITY AVE.
STERLING VA 22031
FAX (703)206-9889

Ship To: INFORMATION TECHNOLOGY DEPARTMENT
100 E. CANO, 4TH FLOOR
EDINBURG TX 78540

Contact: EDNA KIRBY
956-292-7010

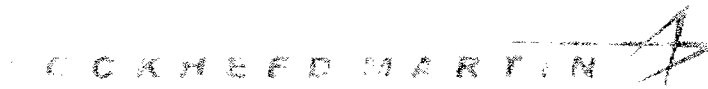
Contract No: TXMAS-7-700180

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		TXMAS-7-700180 QUOTE# GK11252008HL-HCT-40 PERIOD OF PERFORMANCE: 1/1/2009 TO 12/31/09 DO NOT DUPLICATE ORDER		
12.00	EACH	PROJECT MANAGEMENT	137.41	1,648.92
60.00	EACH	SUPPORT HOURS (HELP DESK)	109.93	6,595.80
1.00	EACH	ANNUAL UPGRAPE SUBSCRIPTION	10,411.20	10,411.20
		Account No	Encumbrance	
		9-1100-415-00-200-002-0-336	18,655.92	
			Freight	.00
			Total	18,655.92
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

TXMAS-7-700180

Authorized By: _____



RED. 149296

Intranet Quorum

Proposal for

Hidalgo County, Texas
Information Technology Department

Quote #: GK11252008HL-HCT-40

February 12, 2009

Period of Performance: 1/1/09 to 12/31/09
Rough Order of Magnitude (ROM)

Lockheed Martin Desktop Solutions, Inc.
2700 Prosperity Avenue
Fairfax, Virginia 22031
Phone: 703-206-0030
Fax: 703-206-9889

Proprietary Notice: This proposal or quotation includes data that shall not be disclosed outside the Hidalgo County, Texas (Government) and shall not be duplicated, used, or disclosed in whole or in part for any other purpose other than to evaluate this proposal or quotation. If however a contract is awarded to this offeror or quoter as a result of or in connection with the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to the restriction are contained on all pages.

Req. # 149296

Rough Order of Magnitude (ROM)
Proposal for
Hidalgo County, Texas
Information Technology Department
Quote #: GK11252008HL-HCT-40
February 12, 2009
Period of Performance: 1/1/09 to 12/31/09

Part	Item Description	Note	Quantity	Unit	Price
Labor					
GSA-H-IPM	Project Management	1,2,3	12	\$137.41	\$1,648.92
GSA-H-HDS	Support Hours (Help Desk)	1,2,3	60	\$109.93	\$6,595.80
Sub-Total					\$8,244.72
Maintenance/Subscription					
GSA-U-AUS	Annual Upgrade Subscription	4	1	\$10,411.20	\$10,411.20
Sub-Total					\$10,411.20
Grand Total					\$18,655.92

Notes:

1. Estimate Only - Actual time will be billed.
2. All travel and expenses will be billed using Federal Travel Guidelines.
3. This Time and Material service is offered using an hourly rate.
4. Open Market Item.

General:

- a. All pricing subject to the terms and conditions of the Lockheed Martin Desktop Solutions, Inc. GSA Federal Supply Schedule (GS 35F 0636K) and **Texas Multiple Award Schedule (TXMAS-7-700180)**.
- b. Pricing valid for 60 days from date of this offer.
- c. Please reference quote number on any subsequent purchase order.

Edna Kirby

From: Knotts, Gary [gary.knotts@lmco.com]
Sent: Thursday, February 12, 2009 4:40 PM
To: edna.kirby@co.hidalgo.tx.us
Subject: Re: Revised IQ renewal quote

Edna

~~X~~ The quote does not require signatures. If you need it, I can have an offer sent tomorrow.

Gary Knotts
703-208-5032
Sent from Blackberry Wireless Device

From: Edna Kirby <edna.kirby@co.hidalgo.tx.us>
To: Knotts, Gary
Sent: Thu Feb 12 16:38:38 2009
Subject: FW: Revised IQ renewal quote

Hi Gary

Does this quote require any signatures?

Thank you.
Edna Kirby

From: Priscilda Garza [mailto:priscilda.garza@co.hidalgo.tx.us]
Sent: Thursday, February 12, 2009 3:25 PM
To: 'Edna Kirby'
Subject: FW: Revised IQ renewal quote

Priscilda Garza
Hidalgo County
Information Technology
100 East Cano, 4th Floor
Edinburg, TX 79539
(956) 292-7910 Ext. 6027

From: gary.knotts@lmco.com [mailto:gary.knotts@lmco.com]
Sent: Thursday, February 12, 2009 3:18 PM
To: priscilda.garza@co.hidalgo.tx.us
Cc: gary.knotts@lmco.com; mike@co.hidalgo.tx.us
Subject: Revised IQ renewal quote

2/13/2009



Dear Priscilda,

I have attached for your review Rough Order of Magnitude (ROM) pricing for maintenance of 40 users and help desk services for your fiscal year 2009.

Please contact me immediately if I can be of any further assistance.

Sincerely,

Gary R. Knotts

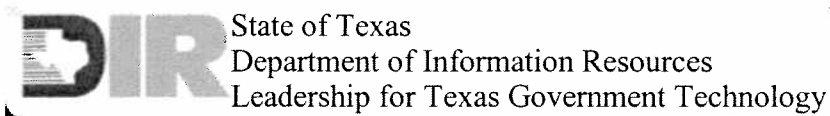
Lockheed Martin Desktop Solutions, Inc.

Phone: (703) 208-5032

Fax: (703) 206-9889

Cell: (703) 915-2693

gary.knotts@lmco.com



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CISV and TXMAS Changes

The purpose of these FAQs is to provide information regarding the elimination of the Catalog Information Systems Vendor (CISV) procurement method, effective September 1, 2007, and the transfer of the Texas Multiple Award Schedule (TXMAS) Schedule 70 contracts to the Texas Department of Information Resources (DIR).

[Information about file formats.](#)

[CISV and TXMAS Changes – PDF \(47 KB\)](#)

- [Why was the CISV procurement method eliminated?](#)
- [How do I purchase IT commodity items \(automated information systems\) if I work at a Texas state agency?](#)
- [How do I purchase IT commodity items \(automated information systems\) if I work at a local government entity \(includes cities, counties, school districts\)?](#)
- [What happened to the TXMAS Schedule 70 contracts for IT Commodities and Services?](#)
- [How can vendors get a DIR contract?](#)

Why was the CISV procurement method eliminated?

The Texas Legislature (80th Regular Session) eliminated the CISV procurement method through statutory changes passed in HB 2918. The CISV procurement method was initially established in 1998 to help state agencies purchase automated information systems (information technology (IT) commodities and services) via a different procurement method than the “low bid” process used at that time for purchases of more routine commodities and services. The program at that time also provided a certification of technology vendors, an aspect of the statutory requirements which was repealed several years ago.

In 2005, the Legislature mandated that state agencies procure IT commodities and services through the Texas Department of Information Resources (DIR) statewide master contracts (HB 1516, 79th Regular Session). This statutory change, coupled with evolutions in the technology field and increased use of other best value procurement methodologies such as the RFP and RFO processes, have served to render the CISV program obsolete. Eliminating the CISV program streamlines the procurement process for IT commodities and services (“automated information systems”) by eliminating redundant processes and

administrative requirements that no longer served the purpose intended by the Legislature when it created the program. In addition, the elimination of the CISV program will make it easier for vendors to do business with the state, which ultimately serves to lower the costs of IT commodities and services purchased by Texas entities.

How do I purchase IT commodity items (automated information systems) if I work at a Texas state agency?

There are two options for state agencies:

1. Purchase from a DIR contract – This process has not changed with the elimination of the CISV program. State agencies are mandated to use the DIR contracts unless the IT commodity class/item code is not available on a DIR contract, or the agency is granted an exemption pursuant to 1 T.A.C. Chapter 212.

Commodity codes previously designated as “CISV” codes will continue to be designated as commodity codes subject to DIR’s authority, but will now be known as IT Commodity Items instead and will still use the same procurement process as before the elimination of the CISV program. That is, procure these items from a DIR contract or obtain an exemption from DIR and procure the items through another procurement method.

2. Purchase of items not available on DIR contracts – The primary change for state agencies is the method used to procure IT commodity items that are not on a DIR contract. For those items that are not on a DIR contract, or for which an exemption has been granted by DIR, state agencies are required to use a procurement method, such as the traditional RFO/RFP processes, established by the Comptroller of Public Accounts (CPA) office. The CPA has adopted rules to govern these purchases which were published in the August 24, 2007, edition of the Texas Register.

How do I purchase IT commodity items (automated information systems) if I work at a local government entity (includes cities, counties, school districts)?

Prior to the elimination of the CISV program, the state was required to make the catalog purchasing procedure available to local governments. In making the procedure available, local governments were provided the authority to use the CISV procedure if it was in the best interest of the entity, but not mandated to do so. Local governments retain the authority to purchase using any approved method allowed by the local government code and/or specific requirements of the local entities.

We have received feedback that many DIR customers believed that the CISV procedure was synonymous with the DIR Cooperative Contracting Program. However, for those local governments who use DIR contracts, there will be no changes in your procurement procedures resulting from the elimination of the CISV program.

Purchase Options for Local Governments:

1. Purchase from a DIR contract – The process of using the DIR cooperative contract program has not changed. All of DIR's cooperative contracts for IT commodity and services have been competitively awarded and have met all of the State's procurement requirements. Governmental entities simply contact the DIR contract vendors, request quotes and issue a purchase order directly to the vendor which provides the best value. All DIR contracted vendors are listed in the Store portion of the DIR Web site.

State statutes provide authority for local governments to purchase any IT commodity item included in a DIR contract without the need to issue an individual solicitation. Specifically, Section 2157.006 (b), Texas Government Code states that if a local government purchases an IT commodity or service from a DIR contract, the procurement satisfies any state law requiring the local government to seek competitive bids. In addition, Section 271.083(b), Local Government Code states that when a local government purchases an item under a state contract, it satisfies any state law requiring local governments to seek competitive bids for the purchase of the item.

2. Purchases not made from a DIR contract – The only change in this area is that local governments are no longer provided the authority to use the CISV purchasing procedure, which has been eliminated. As always, local government entities can use all purchasing procedures specifically authorized by their individual jurisdictions. In addition, Section 2167 of the Texas Government Code authorizes local governments to use a procurement method authorized by the State Comptroller of Public Accounts. The CPA has adopted rules to govern these purchases which were published in the August 24, 2007 edition of the Texas Register.

What happened to the TXMAS Schedule 70 contracts for IT Commodities and Services?

The Texas Legislature (80th Regular Session) also gave DIR the statutory authority to enter into multiple award schedule contracts for IT Commodities effective September 1, 2007. As a result of this change, the TXMAS Schedule 70 contracts have been transferred to DIR. DIR has analyzed the TXMAS contracts for IT commodities and services, and based on a determination of the best interest of DIR customers, will cancel those contracts that overlap with current DIR contracts, or have little to no activity. The contracts that will continue will be amended to reflect the transfer from the Texas Building and Procurement Commission to DIR. Contracts that are terminated will be issued a 30 day


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Schedule 70 Information Technology (IT)

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General Purpose Commercial Information Technology Equipment, Software, and Services

COOP PURCH **Note:** Lockheed Martin Corporation has been awarded under the Cooperative Purchasing Program for the following SINs: 132-8, 132-12, 132-32, 132-33, 132-34, 132-50, and 132-51

DISAST RECOV **Note:** Lockheed Martin Corporation has been awarded under the Disastery Recovery Program for the following SINs: 132-8, 132-12, 132-32, 132-33, 132-34, 132-50, and 132-51

Contract Number **GS-35F-0400J**

Valid through May 1, 2009

Through the GSA IT Federal Supply Schedule, IS&GS offers Government customers expertise in disciplines including software engineering; systems engineering, design, and integration; enterprise systems and system management; geospatial systems; desktop collaboration solutions; complex information management systems; and management and information services. We also provide the necessary commercial hardware and software to implement our integrated solutions.

SINs

132-8	Purchase of Equipment
132-12	Maintenance of Equipment, Repair Service, and Repair Parts/Spare Parts
132-32	Term Software Licenses
132-33	Perpetual Software Licenses
132-34	Maintenance of Software
132-50	Training Courses for IT Equipment and Software
132-51	IT Professional Services

Contacts

Alberta T. McCulla

U.S. Mail

Lockheed Martin IS&GS
Alberta T. McCulla
Building 100, Room L9171-100
P.O. Box 8048
Philadelphia, PA 19101

Internal Mail

Bldg: DV, Building 100
Room L9171-100
MailDrop: Bldg 100, Room L9171-100
610-354-4301

Package Delivery

Alberta T. McCulla, Building 100, Room L9171-100
230 E. Mall Blvd.
King of Prussia, PA 19406

Jeanne Miller**U.S. Mail**

Lockheed Martin IS&GS
Jeanne Miller
Building 100, Room L9100
P.O. Box 8048
Philadelphia, PA 19101

Internal Mail

Bldg: DV, Building 100
Room: L9165
MailDrop: Bldg 100 - Room L9100
610-354-3509

Package Delivery

Jeanne Miller Building 100, Room L9165
230 E. Mall Blvd.
King of Prussia, PA 19406



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notice of intent to terminate.

DIR customers are authorized to use the following existing TXMAS contracts:

Contract # / Vendor / Products

- TXMAS 3-70030 – IBM Corp.
Ron Wilt: Phone: 512-469-8324; Fax: 512-473-8085
- TXMAS 3-70090 – Mainline Information Systems
IBM Branded Equipment
Roger Luca: Phone: 850-219-5221; Fax: 850-219-5050
- TXMAS 4-70080 – Sirius Computer Solutions
IBM Servers/Printers/Storage/Maintenance and Services
Phyllis Byrd: Phone: 210-369-0617; Fax: 888-311-6159
- TXMAS 5-700170 – CGI-AMS
Content & Services Deliverables
Mary Crigler: Phone: 703-227-6000
- TXMAS 5-700200 – MicroMain Corp.
Maintenance Management Systems
Pat Conroy: Phone: 512-328-3235; Fax: 512-328-5942
- TXMAS 7-700210 – Vertex Standard USA, Inc.
Mobile Radios
Jim Driscoll: Phone: 508-435-3905; Fax: 508-435-0525
- TXMAS 7-700220 – Four Points Technology, LLC.
Emergency Notification Software
David Gilchrist: Phone: 703-234-5342; Fax: 703-234-5771
- TXMAS 7-700180 – Lockheed Martin Desktop Sol.
IQ Enterprise Software
Howard Langston: Phone: 703-206-0030; Fax: 703-206-9889
- TXMAS 6-70030 – Alpha Data
3M Products (Library)
Bill Paulchek: Phone: 850-315-0417; Fax: 850-315-0427
- TXMAS 6-70060 – immixTechnology
Kronos
Adam Hyman: Phone: 703-752-0656; Fax: 703-752-0611
- TXMAS 6-70070 - Onix Networking Corporation
Google Branded Products – Search Appliance, Geospatial and Google Apps
Tim Hunt: Phone: 800-ONIXNET Ext. 345

To use these contracts please contact the vendors directly for assistance.

If you have questions, please contact:

Kerry Stennett

Phone: 512-463-7726

Vendor Reporting

Vendors with TXMAS contracts assigned a DIR contract number are required to report monthly as specified in the contract amendment.

Vendors with terminated TXMAS contracts or those with contracts listed above that have not been assigned a DIR contract number are required to report quarterly as specified in the TXMAS contract.

Instructions for Reporting Format (Not for Telecommunications Sales)

Column, Column Headers / Description/Notes

A, #

DIR use only, vendors leave blank

B, Entity #

DIR use only, vendors leave blank

C, HUB Type (Vendor or Reseller)

Please fill in your company's HUB Type per TBPC's classification codes: Black Female = BL/F; Black Male = BL/M; Asian Female = AS/F; Asian Male = AS/M; Hispanic Female = HI/F; Hispanic Male = HI/M; Native American Female = AI/F; Native American Male = AI/M; Woman Owned = WO/F, Non-HUB = N

D, Entity Name (Customer's Proper Name)

Customer's Entity Name, Not the Vendor's Name. Examples; Texas Parks and Wildlife, Houston ISD, City of Houston, Tarrant County, etc. (no acronyms please)

E, Payment Method

Fill in the Customer's Purchase Order Number. If credit card purchase put CC.

F, Reporting Month

This is the date per the reporting period. All sales are reported based on invoice date. Example, if reporting sales invoiced in October 2006, this field would show 200610 (YYYYMM)

G, Order Date

This is the date that the Order was placed by the Customer

H, Invoice Date

This is the date that the Order was placed by the Vendor

I, Invoice Number (One Per Line and NO Blanks)

Fill in the invoice number applicable to the Order. If multiple invoice numbers, they must be reported separately by line.

J, Ship Date (If none use "Invoice Date" NO Blanks or N/A)

This is the date the product/item shipping to the Customer. If no shipping date available please populate this field with the Invoice Date.

K, Product Type (All UPPER Case)

Currently DIR use only. Product Types are classified by DIR.

L, Description (50 Characters MAX.)

Description of the item sold to the customer

M, Manufacturer

Fill in the manufacturer of the product that was sold to the customer.

N, Vendor (Upper Case Exact Spelling)

Shows the DIR Prime Vendor. Copy the column down for all applicable lines reported.

O, Quantity

Fill in the quantity ordered by the Customer

P, Unit Price

Fill in the Unit Price paid by the Customer

Q, Extended Price

Column "O" times Column "P" makes the extended price.

R, MSRP (always "0")

(DIR use only) Column is always Zero, copy the column down for all applicable lines reported.

S, Customer Contact Name (If not avail. put ACCOUNTS PAYABLE)

Customer's contact listed on Purchase Order. If no contact listed please put ACCOUNTS PAYABLE

T, Customer's Billing/Shipping Street Address (Not Resellers)

This is always the Customer's information, not the Vendor's.

U, City

The City as stated within the Customer's ship to or invoice to information

V, State

Should be TX, unless selling to an out of state customer

W, Zip Code

Zip Code applicable to the Customer's ship to or invoice to information

X, Savings

DIR use only, vendors leave blank

Y, Customer's Email (if not available leave blank)

Not mandatory, but provide the customer email if available. If not, list leave blank

Z, Mfg Part Number (If not avail put N/A)

The MFG part number related to the item sold/reported on the line

AA, Reseller Name (VENDOR)

Must be filled in and stated the following: If no reseller use VENDOR

AB, Contract

DIR-SDD-XXX, copy information down the column for all applicable lines.

Go DIRect Reporting Template – XLS (33 KB)

Note: If you use assistive technology and the format of this file interferes with your ability to access the information, please contact [DIR Information](#).

If you have any questions regarding this process, please contact [Bob Stone](#) via email or phone, 512-463-4090.

Reports should be submitted electronically to: [DIR Go Direct Sales](#).

Administrative fees (TXMAS Sales Rebates) should be mailed to:

- **Mailing Address:**

The Department of Information Resources
Attn: Accounts Receivable

P.O. Box 13564
Austin, TX 78711-3564

- **Mailing Address (Overnight):**

The Department of Information Resources
Attn: Accounts Receivable
1706 San Jacinto, Garage R
Austin, TX 78701

Note: Please include Contract Number and reporting quarter on all checks.

How can vendors get a DIR contract?

DIR establishes master cooperative contracts with vendors to provide IT commodities and services. Once DIR has identified the need for a contract, based on customer needs, the process is as follows:

- DIR posts a Request for Offer (RFO) on the Electronic State Business Daily (ESBD) for the IT products or services. The posting will specify the products and/or services that are considered in scope of the solicitation.
Note: It is the vendor's responsibility to check the ESBD site to find these RFOs.
- Interested vendors generally have 30 days to prepare and submit RFO responses to DIR.
- DIR evaluates the responses and invites vendors to negotiate based on the best value(s) for the state as defined by the Texas Legislature.
- DIR then negotiates contracts with one or more vendors.



Department of Information Resources
300 West 15th St., Suite 1300
Austin, TX 78701 ([Map & Directions](#))
1-512-475-4700

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[DIR Contacts](#) | dirinfo@dir.state.tx.us

Last updated October 28, 2008