

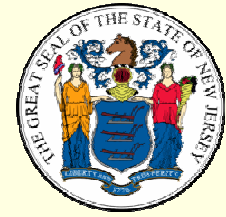
Software License, Maintenance, Support & Related Services Contract

State of New Jersey
Term Contract #M0003 Training
21 November 2008

Alice K. Small, Acting Director
Division of Purchase & Property

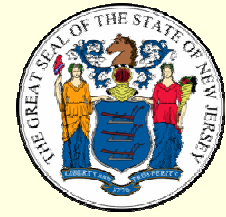
Adel W. Ebeid, Chief Technology Officer
Office of Information Technology

Agenda



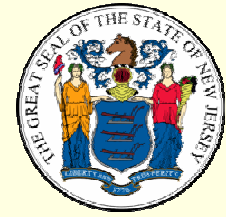
- Welcome
 - Mr. Ronald Stewart, Chief Administrative Officer, OIT
- Introduction
 - Ms. Alice K. Small, Acting Director, DPP
- Contract Training Presentation
 - Ms. Marianne Bixler, Buyer, DPP
- ASAP Presentation & E-WAY Portal Demonstration
 - Randy Lee, Senior Group Sales Manager, Public Sector, ASAP Software
 - Bill Kluth, Global Account Executive, ASAP Software
- Q&A

Software Contract Background



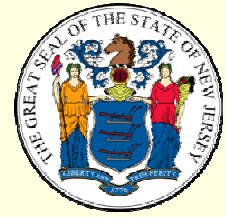
- Software reseller contract was competitively bid by the Commonwealth of Massachusetts (MA) and awarded ASAP Software on July 1, 2003
- Commonwealth of Massachusetts contract #ITS-14
- Same contract is utilized by the states of ME, NY, PA, RI and VT
- Each state added its own terms and conditions
- State of New Jersey signed the PA with ASAP Software October 2008
- Effective date of State of New Jersey's contract 11-01-2008

Benefits

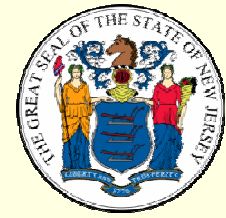


- 150,000+ titles from more than 2,000 software publishers available
- Assistance with acquisition of proprietary software and services
- Cost effective
- Comprehensive and dynamic reporting capability
- Products and pricing available via web portal
- Reduced time for “shopping the contract”
- Asset management & timely renewal of maintenance agreement; reduction in waivers
- ASAP will make good faith effort to utilize NJ-based businesses for services

Contract Info



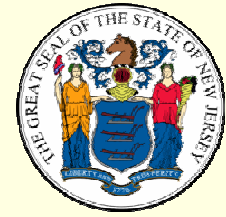
- Vendor Name: ASAP Software
- Term Contract #M0003
- State Contract #A72727
- Term: 11-01-2008 to 06-30-2009 plus one-year extension option



MACS-E Contract Line Items

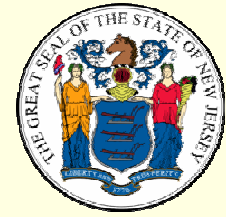
- Lines #1 - #48 – license (major and minor categories)
- Line #49 – maintenance, upgrade and/or update
- Line #50 – installation, configuration and/or implementation
- Line #51 – support
- Line #52 – training

MACS-E Contract Line Items - SW



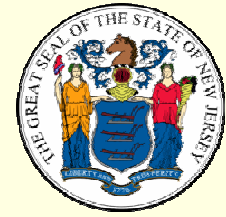
Line #	MAJOR CATEGORY	MINOR (SUB) CATEGORY
1	Platform and Management	Application and Collaboration Servers (middleware)
2		Device Drivers, Configuration, and Utilities
3		Frameworks and Support
4		Operating System and Components
5		Security
6		Storage, Archive, Backup, and Retrieval
7		System and Network Management
8		System Utilities
9		Virtualization and Virtual Environment
10		Other: Platform and Management

MACS-E Contract Line Items - SW



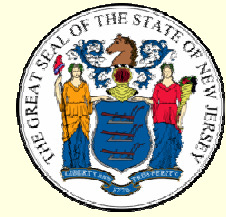
Line #	MAJOR CATEGORY	MINOR (SUB) CATEGORY
11	Education & Reference	Data
12		Education
13		Reference
14		Other: Education & Reference

MACS-E Contract Line Items - SW



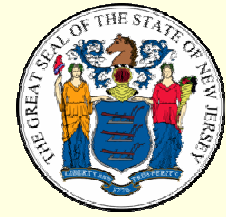
Line #	MAJOR CATEGORY	MINOR (SUB) CATEGORY
15	Content and Communications	Browsers
16		Content Management
17		Document Publishing and Authoring
18		E-mail and Collaboration
19		Instant Messaging and Conferencing
20		Internet Services
21		Internet Utilities and Applications
22		Multimedia and File Viewer
23		Multimedia Publishing and Authoring
24		Office Suites and Productivity
25		Team Collaborative Applications
26		Telephony Applications (no VOIP)
27		Translation and Globalization
28		Web Design and Development
29		Other: Content and communications

MACS-E Contract Line Items - SW



Line #	MAJOR CATEGORY	MINOR (SUB) CATEGORY
30	Operations and Professional	Business Equipment
31		Customer Service
32		Development Resources
33		Development Tools
34		Facilities and Security
35		Finance and Accounting
36		Human Resources and Administration
37		Information Access and Delivery (Reporting)
38		Information and Data Management
39		Legal
40		Management
41		Purchasing
42		Records Management
43		Sales and Marketing
44		Services and Manufacturing Management
45		Supply Chain Management
46		Technical and Science Software
47		Technical Equipment
48		Other: Operations and Professional

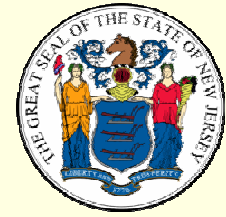
Software License Type



When creating a purchase order (PO) in MACS-E, you must enter the type of license being purchased using the OMOD screen.

Client Access License (CAL)
Commercial Off the Shelf (COTS); End User License Agreement (EULA), "Shrink-wrap" or "Click-wrap"
Concurrent or Metered (floating or network)
Financial Metric
Hardware
Network
Open Source; General Public License (GPL); or License-Free
Perpetual
Processor
Processor Core
Restricted
Seat; Named User
Seat; per Machine (desktop PC, notebook PC) or per Server
Site
Term, Lease or Subscription
Trial or Limited Time Evaluation
Unrestricted
Usage Metric

Pricing

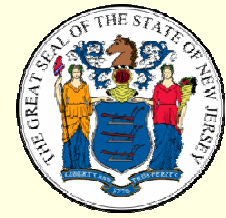


Fixed Markup by Software Publishers

Name	% Markup	Name	% Markup
Microsoft	0.00%	Employon	1.00%
Quest	0.25%	Hummingbird	1.00%
Symantec	0.25%	IBM/Lotus	1.00%
Corel	0.40%	Internet Security Systems	1.00%
Adobe	0.50%	Novell (on State Contract #T1421)	1.00%
Business Objects	0.50%	SAS Institute	1.00%
McAfee/Network Associates	0.50%	Strohl Systems	1.00%
WRQ/Attachmate	0.50%	VMware	1.00%
Citrix	1.00%	WinZip	1.00%
DataMetrix	1.00%	All other publishers	2.00%

Services (Training, Installation, Implementation, Support) – 2.00% markup.

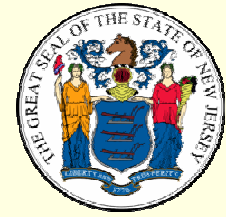
This contract includes a \$2,500.00 cap on the markup of a single invoice for service.



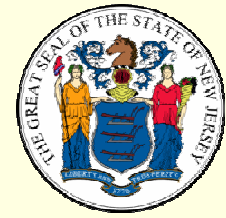
Limitations & Exceptions

- An agency obtaining an individual software application or license totaling \$150,000 or more must publish an RFP or RFQ unless one or more of the following conditions are met:
 - Proprietary software
 - Agency's installed base of the software is expansive, and agency is obtaining additional licenses or modules to expand its use
 - Acquisition is for maintenance and/or support only
 - Software publisher's installed base status at this time is extensive within its domain for the specific software to be acquired
 - CTO, Office of Information Technology and the Director, Division of Purchase and Property consider it to be in the best interests of the State.
- An agency obtaining services totaling \$250,000 or more must seek prior approval from OIT.

Limitations & Exceptions Continued



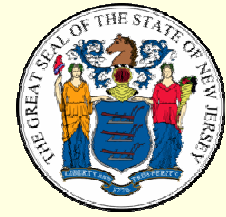
- Hewlett-Packard (HP) software must be purchased via WSCA (M0483) contract, RFQ or RFP
- Novell purchases must be purchased through T#1421
- Citrix software license maybe purchased through #M0003, but Citrix Subscription Advantage is no longer available from any reseller and must be obtained directly from Citrix via waiver
- This contract may **NOT** be used for hardware, appliance, On Demand, Utility Computing, Software as a Service (SaaS), consulting, staff augmentation, hosting or managed services



Volume License Agreements

- Microsoft Corporation – Enterprise
- Microsoft Corporation – Select
- Microsoft Corporation – Academic
- Corel Corporation
- Additional to follow...

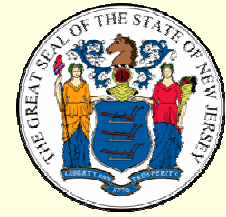
Contact Info – State of New Jersey



- DPP is the primary point of contact with ASAP for contract-related issues
 - Buyer: Marianne Bixler
 - Office: 609 292 2194
 - Email: Marianne.bixler@treas.state.nj.us

- OIT is the primary point of contact for technology-related questions
 - State Contract Manager: John P. Sedlak
 - Office: 609 633 9052
 - Email: john.sedlak@oit.state.nj.us

Contact Info – Dell/ASAP Software



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Bill Fink
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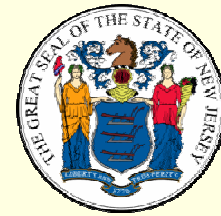
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ASAP Presentation & Portal Demo

- Randy Lee, ASAP Software

<https://shop.asap.com/>

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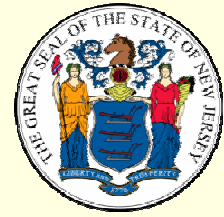
Collaboration Software
Communicate and collaborate more easily and securely with Adobe PDF.

LANDesk Management Suite
Automate and simplify the management of desktops, servers, and mobile devices.

LANDesk
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Q&A



- John P. Varghese, Assistant Director, DPP
- Marianne Bixler, Buyer, DPP
- Randy Lee, Senior Group Sales Manager, Public Sector, ASAP Software
- Bill Kluth, Global Account Executive, ASAP Software