

Cloud Solutions & Software VAR Contracts

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Overview



Cloud Solutions



Software Value-Added Reseller
(Software VAR or SVAR)

Cloud Solutions Contracts

[505ENT-018-NASPOCLOUD-00](#)

PeopleSoft Contract Numbers

- Unisys: 505ENT-018-NASPOCLOUD-01
- VMware: 505ENT-018-NASPOCLOUD-02
- Carahsoft: 505ENT-018-NASPOCLOUD-03

Cloud Solutions: Background

- In 2016, NASPO issued an RFP for cloud services inclusive of SaaS, IaaS, PaaS (Utah was the lead state)
- Wisconsin actively participated on the solicitation team in order to add as many of our requirements as possible, including state standard terms and conditions
- 31 vendors were awarded contracts initially
 - An additional 32 were awarded during the 2018 refresh
- The 63 vendors with current awards cover the spectrum of cloud solutions, from Call Centers to Background Checks
 - View the complete [Cloud Solution portfolio](#)

Cloud Solutions: Current State Contracts

The State of Wisconsin currently has 3 Participating Addenda for statewide use in place with:

carahsoft[®]

Carahsoft Technology
Corporation

UNISYS

Unisys Corporation

vmware[®]

VMware, Inc.

Cloud Solutions: Current State Contracts

Carahsoft and Unisys act as a reseller for numerous XaaS solutions in the marketplace. Listed below are some of the agreements with each vendor:

carahsoft[®]

- Salesforce
- Adobe
- DocuSign
- Google

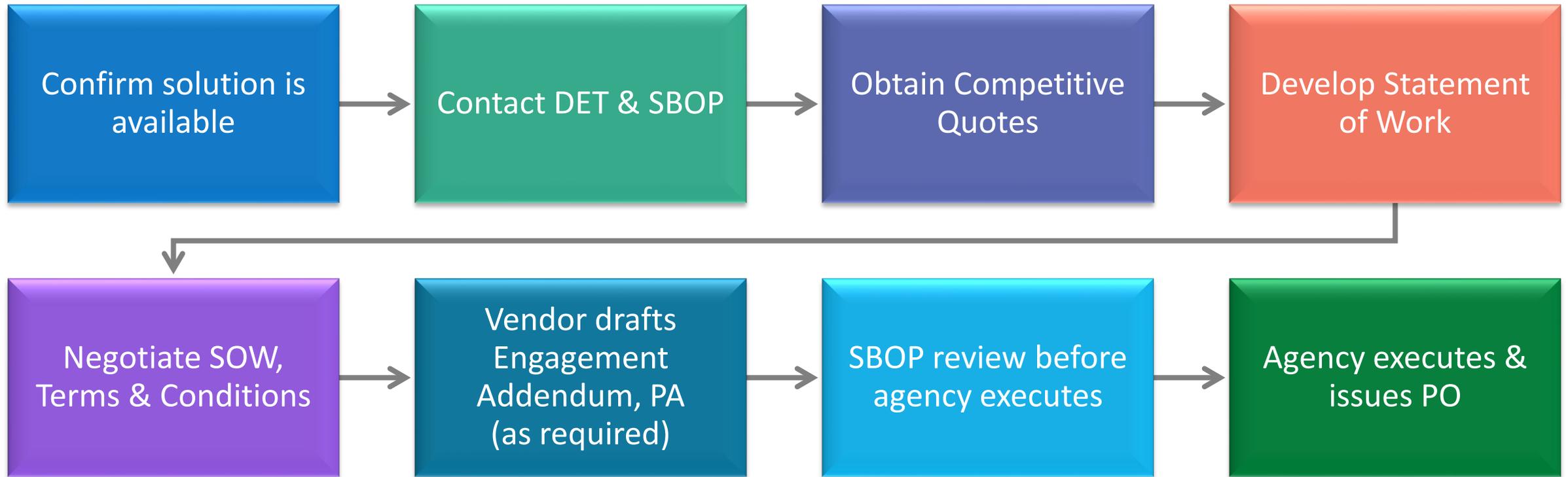
UNISYS

- Innotas
- Amazon AWS

Cloud Solutions: What Can Be Purchased?

- **These contracts can be used to purchase both software solutions and services**
- Carahsoft and Unisys have a price catalog on the NASPO site to serve as a reference guide to products and pricing
- Can't find the solution you're looking for? You can email the vendor directly and ask them to provide a solution for you:
 - NASPO@carahsoft.com & Duncan.Ingraham@unisys.com

Cloud Solutions: Procurement Process



Cloud Solutions: Procurement Process

- User Guide, additional information available for the NASPO Cloud Contract on VendorNet:
 - [505ENT-O18-NASPOCLOUD-00](#)
- Each of these contracts expire 9/15/2026

Software Value Added Reseller (VAR) Contracts

[505ENT-M21-NASPOSVAR-00](#)

PeopleSoft Contract Numbers

- CDW-G: 505ENT-M21-NASPOSVAR-01
- Insight: 505ENT-M21-NASPOSVAR-02
- SHI: 505ENT-M21-NASPOSVAR-03

Software VAR: Background

- NASPO's Software VAR contracts were executed in September 2020, replacing the State Reseller contracts awarded to SHI, Insight, and CDW
- NASPO Software VAR contracts operate similarly to the previous contracts, with resellers facilitating the procurement of software licensing and related software support
- View the complete [Software VAR portfolio](#)

Software VAR: Current State Contracts

The State of Wisconsin currently has 3 Participating Addenda for statewide use in place with:



CDW-G



Insight Public Sector



SHI International Corp.

Software VAR: What Can Be Purchased?

- **These contracts can be used to purchase software licensing and software maintenance, including SaaS and Subscription Services**
- CDW-G, Insight, and SHI have price agreements on NASPO site that will provide a reference to publishers and the reseller markup applied
- Typical method to inquire about available software or software maintenance is to email each of the vendors to request a quote:
 - WisconsinTeam@shi.com
 - TeamWisconsin@insight.com
 - CDWG-PremiumPages@cdw.com

Software VAR: What Can Be Purchased?

Important Note

While the NASPO Master Agreement allows these resellers to provide Professional and Consulting services, **the State of Wisconsin does not allow the resellers to provide services.**

Software VAR: Procurement Process

Confirmation the solution is available



Obtain competitive quotes



Negotiate software licenses, support T's & C's



Agency executes & issues PO

Software VAR: Procurement Process

Did you know...

- You can buy software maintenance or renew your software maintenance
- You can request the reseller markup if it is not presented on the quote
- You can ask a reseller to meet the price of another reseller
- You can ask a reseller for a recommendation of a product based on your requirements
- If you experience any issues with the service you receive, you may escalate your concerns to the contract manager

Software VAR: Procurement Process

- User Guide, additional information available for the NASPO Software VAR on VendorNet:
 - [505ENT-M21-NASPOSVAR-00](#)
- Each of these contracts expire 1/7/2022



Questions?