

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX - ROOM 102
25 CAPITOL ST
CONCORD NH 03301-6398

DATE: July 2, 2020

8002727 & 8002728

CONTRACT #: 8002720 NIGP CODE: 208-0000

CONTRACT FOR: Computer Software Reseller

CONTRACTORS:

SHI International Corp.

VDR# 175141 P001
290 Davison Ave
Somerset, NJ 08873

Zones LLC

VDR# 222860 P001
1102 15TH Street SW. Suite 102
Auburn, WA 98001-6524

CDWG

VDR# 269442 P001
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

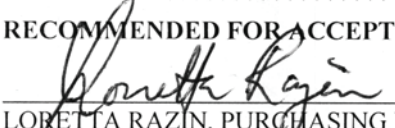
SUBMITTED FOR ACCEPTANCE BY:



JENNIFER JACK, PURCHASING AGENT
BUREAU OF PURCHASE AND PROPERTY

DATE 7/13/2020

RECOMMENDED FOR ACCEPTANCE BY:



LORETTA RAZIN, PURCHASING MANAGER
BUREAU OF PURCHASE AND PROPERTY

DATE 7/13/2020

APPROVED FOR ACCEPTANCE BY:



GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES

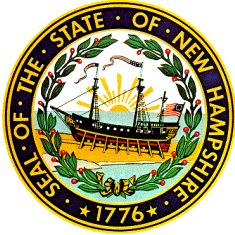
DATE 7/13/20

ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE REVISED STATUTES, ANNOTATED 21-I:14, XII.



CHARLES M. ARLINGHAUS, COMMISSIONER
DEPARTMENT OF ADMINISTRATIVE SERVICES

DATE 7/14/20



STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY

27 Hazen Dr., Concord, NH 03301
Fax: 603-271-1516 TDD Access: 1-800-735-2964
www.nh.gov/doit

Denis Goulet
Commissioner

July 28, 2020

Charles M. Arlinghaus
Commissioner
Department of Administrative Services
State of New Hampshire
25 Capitol Street
Concord, NH 03301

Dear Commissioner Arlinghaus:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into three (3) computer software reseller contracts 8002720, 8002727 and 8002728 with the vendors Software House International (SHI), Zones, and CDWG as described below and referenced as DoIT No. 2021-018.

This is a request for approval of three (3) computer software reseller contracts: Software House International (SHI), Zones, and CDWG. These statewide contracts will provide state agencies the opportunity to purchase software through multiple vendors and distribution partners at a competitive price.

These contracts shall become effective upon execution by Commissioner Arlinghaus through July 30, 2023.

A copy of this letter should accompany the Department of Administrative Services' contract documentation through the approval process.

Sincerely,

 for
Denis Goulet

DG/ik/ck
DoIT #2021-018

cc: Jennifer Jack, DAS



**State of New Hampshire
DEPARTMENT OF ADMINISTRATIVE SERVICES
BUREAU OF PROCUREMENT AND SUPPORT SERVICES**

State House Annex - Room 102
25 Capital Street
Concord, New Hampshire 03301

CHARLES M. ARLINGHAUS
(603) 271-3201

July 16, 2020

Denis Goulet
Commissioner
27 Hazen Drive
Concord, NH 03301

REQUESTED ACTION

The Department of Administrative Services is requesting the approval of three (3) computer software reseller contracts 8002720, 8002727 and 8002728 with the vendors Software House International (VDR #175141), Zones (VDR#222860), and CDWG (VDR#269442). These contracts will have a three (3) year term, from August 1, 2020 through July 31, 2023 and will allow agencies the ability to purchase Department of Information Technology (DoIT) approved software.

Prior Related Actions

The State awarded contract #8002065 to Software House International via RFB 1885-17 with a 3 year contract term August 1, 2016 through July 31, 2019. This contract allowed for two (2) one year extensions. Extension one was implemented August 1, 2019 ending January 31, 2020. Extension two, the current contract, was implemented February 1, 2020 and is expiring July 31, 2020. No extensions remain on this contract.

Alternatives and Benefits

RFB 2289-20 for the Computer Software reseller contract closed on 5/1/2020. After reviewing the bid responses a potential \$1,450,043.60 cost savings over the 3 year term has been identified. This savings has been identified through the additional resellers Zones and CDWG in conjunction with SHI offering lower price points for our current standard software. Vendors were required to be a Microsoft Government Large Account reseller (LAR) and must be able to manage volume-licensing agreements with several other software publishers as well as provide software pre sales assistance, documentation, and volume license agreement administration at no additional cost to the State.

Based on the bid results the Department of Administrative services would like to move forward with awarding this contract to the three resellers SHI, Zones, and CDW. This would allow the vendors to bid against each other to assure that we have a competitive advantage and provide the potential to source software through multiple vendors and distribution partners.

- Agencies get multiple quotes (from the awarded resellers) for non-standard software items.
- Pricing for standard software would be updated monthly and posted to the DoIT standards webpage.

Impact on Other State Agencies and Municipalities

These contracts shall provide agencies, and any eligible participants, multiple sources for the purchase of various software licenses.

Supporting Documentation

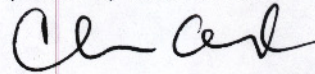
For your review, I have attached the draft notice of contract for each vendor as well as the award spreadsheet for RFB 2289-20.

CONTACT PERSON: Jennifer Jack
Purchasing Agent
25 Capitol Street, RM 102
Concord, NH 03301
Telephone: (603) 271-3146
Email: Jennifer.Jack@das.nh.Gov

CERTIFICATION

The undersigned hereby certify that the information provided in this document and any attachments is complete and accurate and that alternatives to the solution defined in this document have been appropriately considered.

Respectfully Submitted,



Charles M. Arlinghaus
Commissioner

Division of Procurement and Support Services
Bureau of Purchase and Property
25 Capitol Street, Room 102, State House Annex
Concord, NH 03301-6398

Date: 1/31/2020
Bid No.: 2289-20
Date of Bid Closing: 2/28/2020
Time of Bid Closing: 10:30 AM (EST)

PLEASE DIRECT ANY QUESTIONS REGARDING THIS BID TO JENNIFER JACK: E-mail JENNIFER.JACK@DAS.NH.Gov
EMAIL YOU'RE BID TO: NH.Purchasing@DAS.NH.Gov

BID INVITATION FOR CONTRACT: COMPUTER SOFTWARE RESELLER

[Insert name of signor] David Hutchins, on behalf of CDW Government LLC (CDW•G) [insert name of entity submitting bid (collectively referred to as "Vendor") hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID 2289-20 at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Closing date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RSA 21-I:11-c, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):
 - a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
 - b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
 - c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
 - d. Is currently debarred from performing work on any project of the federal government or the government of any state;
 - e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
 - f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
 - g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
 - h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
 - i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment;
 - j. Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

This document shall be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature David C Hutchins Authorized Signor's Title Vice President Strategic Programs

NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Cook STATE: IL ZIP: 60606

On the 30th day of April, 2020, personally appeared before me, the above named David Hutchins, in his/her capacity as authorized representative of CDW•G, known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.

In witness thereof, I hereunto set my hand and official seal.

Cailee Filkin
(Notary Public/Justice of the Peace)



My commission expires: July 20, 2022 (Date)

Unless specifically amended or deleted by the Division of Procurement and Support Services, the following General Terms and Conditions apply to this Bid and any resulting Purchase Order or Contract.

VENDOR CONTACT INFORMATION:

Please provide contact information below for a person knowledgeable of and who can answer questions regarding, this bid response.

Kevin Cotto

Contact Person

203.851.7252

Local Telephone Number

866.715.1412

Toll Free Telephone Number

kevicot@cdwg.com

E-mail Address

www.cdwg.com

Company Website

CDW Government LLC

Vendor Company Name

230 N. Milwaukee Ave., Vernon Hills, IL 60061

Vendor Address

ATTACHMENTS:

The following attachments are an integral part of this bid invitation:

Attachment A: Offer Sheet

Note: To be considered, bid shall be signed and notarized on front cover sheet in the space provided. In order for your bid to be found compliant, you must bid on 75% of items listed on the offer sheet (Attachment A)

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398

ADDENDUM # 1 TO BID INVITATION # 2289-20

Posted: 2/26/2020

DATE OF BID CLOSING: 02/28/20

TIME OF BID CLOSING: 10:30 AM (EST)

FOR: COMPUTER SOFTWARE RESELLER

DATE OF BID CLOSING:

Presently Reads: February 28, 2020 @ 10:30 AM (EST)

Amend to Read: March 28, 2020 @ 10:30 AM (EST)

CLARIFICATION:

This request for bid is to find our next software contract reseller(s), we will be awarding up to three vendors. We are looking to award to a Microsoft LAR / VAR Government account reseller. The award sheet is based on what we purchased in the last three-year contract term. We are not purchasing anything on this list at this time; therefore, I cannot provide serial numbers, account number- etc.

Please note the offer sheet has been updated – please use the current version dated 2/26/2020.

Q1: We have been informed that SnagIt 2018 (SNAGG01-18-E) is end of life. To accurately complete Attachment A, are offers permitted to quote its replacement— SNAGG99-20?

A1: Yes, the offer sheet has been updated to reflect this.

Q2: Page 7 of the solicitation states, “The award shall be made to the Vendor(s) meeting the criteria established in this RFB and providing the lowest cost in section.” Will lowest cost be used to evaluate and award Sections 1 and 2 of Attachment separately, or will lowest cost be evaluated for Attachment A as a whole?

A2: Yes, bid will be awarded by section and up to three resellers. Section 1 is based on standard software and section 2 is based on various purchases made throughout the last contract term.

Q3: Will the quantities provided in Attachment A be spread over the life of the contract or are these quantities the State’s anticipated annual purchase?

A3: These quantities are based on the last contract term (3 years).

Q4: We have been informed that the State is currently working with Adobe to transition from a perpetual license model (which is requested in the solicitation) to a subscription-based model. Given this information, should we quote the Adobe products in Attachment A based on a perpetual license model, as noted in the solicitation, or a subscription-based model?

A4: Please quote based on what is listed in Attachment A, perpetual license model.

Q5: Attachment A requests pricing for “Dragon Professional Individual - (v. 15) - box pack - 1 user - local, state - DVD - Win - US English.” Nuance no longer provides boxed products for Dragon. The replacement is a downloadable version with no government pricing available. Will the State allow offers’ to quote this replacement product?

A5: Yes, quote for the downloadable version is acceptable. Attachment A Offer sheet has been updated to reflect this.

Q6: Please provide Red Hat contract numbers

A7: Red Hat has been removed from the Offer Sheet Attachment A

Q7: Please provide Bluebeam serial numbers

A7: This is not a renewal – please quote as new licenses.

Q8: Please provide Citrix NetScaler Org ID

A8: This is not a renewal – please quote as new license(s).

Q9:McAfee - Is this a new license or a renewal?

If it is a renewal, please provide the grant number.

A9: New license, however the grant number is 13852811-NA1

Q10: Citrix- What is the end user’s Org ID?

A10: This is not a renewal – please quote as new license(s).

Q11: Red Hat - Please provide the Red Hat acct#/ Login ID or contract number tied to these subscriptions.

Are these renewable subscriptions?

If so, what are the service dates?

A11: Red Hat has been removed from the Offer Sheet Attachment A

Q12: Adobe- Does the End User already have a VIP #?

Are these new licenses or renewals?

A12: We are looking for pricing for new licenses.

Q13: What is the grant number information for McAfee?

A13: 13852811-NA1

Q14: Is this a renewal for all software?

A14: The line items listed in Attachment A are new licenses. The renewals for Red Hat have been removed.

Q15: Please confirm can a vendor bid on some of the requested items or is it necessary to bid on all of them?

A15: Vendors must bid on 75% of the items listed in Attachment A

PURCHASING AGENT: Jennifer Jack
E: Mail: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

BIDDER CDW Government LLC **ADDRESS** 230 N. Milwaukee Avenue

BY David C Hutchins Vernon Hills, IL 60061

(this document must be signed)

David Hutchins **TEL. NO.** 312.705.0195

(please type or print name)

Please visit: <https://das.nh.gov/purchasing/purchasing.asp> (click on "Bid and Proposals") for complete bid and addendums.

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398

ADDENDUM # 2 TO BID INVITATION # 2289-20

Posted: 3/24/2020

DATE OF BID CLOSING: 02/27/2020

TIME OF BID CLOSING: 10:30 AM (EST)

FOR: COMPUTER SOFTWARE RESELLER

DATE OF BID CLOSING:

Presently Reads: March 27, 2020 @ 10:30 AM (EST)

Amend to Read: May 1, 2020 @ 10:30 AM (EST)

PURCHASING AGENT: Jennifer Jack

E: Mail: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

BIDDER [CDW Government LLC](#) **ADDRESS** [230 N. Milwaukee Avenue](#)

BY *David C Hutchins* [Vernon Hills, IL 60061](#)
(this document must be signed)

[David Hutchins](#) **TEL. NO.** [312.705.0195](#)
(please type or print name)

Please visit: <https://das.nh.gov/purchasing/purchasing.asp> (click on "Bid and Proposals") for complete bid and addendums.

Attachment A -Standard Licensing Offer Sheet

Please note, quantity is based on current contract spend (3-year term)

The State of New Hampshire's current Microsoft Select Plus Agreement is number 54266132.

Section 1- Software Standards

Qty	Unit	Manufacturer	Part #	Description	Unit Price*	Extended Price
83	EA	McAfee	CDBCDE-AA-AI	McAfee Complete Data Protection- License + 1 Year Gold Business Support - 1 node or 1 VDI server/ clients- GHE- Protect Plus, Associate- level A (11-25)- English	\$64.92	\$5,388.36
11,018	EA	Microsoft	79P-05746	Microsoft Office Professional Plus 2019 - License - 1 PC - Select Plus -Win- Single Language	\$370.10	\$4,077,761.80
1,350	EA	Microsoft	021-10626	Microsoft Office Standard 2019- License- 1 PC- Select Plus- Win- Single Language	\$271.46	\$366,471.00
119	EA	Microsoft	076-05846	Microsoft Project Standard 2019-License -1 PC-Select Plus - Win -Single Language	\$409.85	\$48,772.15
1,289	EA	Microsoft	381-04518	Microsoft Exchange Server 2019 Standard CAL- License- 1 User CAL- Volume - Win -Single Language	\$64.20	\$82,753.80
1,556	EA	Microsoft	PGI-00904	Microsoft Exchange Server 2019 Enterprise CAL- License- 1 Device CAL- OLP- Government- without services-Win- Single Language	\$30.50	\$47,458.00
122	EA	Acro	C201	Cute PDF Pro 3.X (Plus From Filler)	NO BID	NO BID
95	EA	Microsoft	D86-05885	Microsoft Visio Standard 2019 - License-1 PC-Select Plus- Win- Single Language	\$182.93	\$17,378.35
195	EA	Microsoft	D87-07516	Microsoft Visio Professional 2019- License - 1 PC- Select Plus- Win- Single Language	\$351.27	\$68,497.65
1,298	EA	Microsoft	R18-00129	Microsoft Windows Server- License & Software Assurance- 1 Device CAL- Select Plus -Single Language - Coverage through 8/31/22 (32 Months)	\$38.31	\$49,726.38
7,523	EA	Microsoft	R18-00130	Microsoft Windows Server- License & Software Assurance -1 User CAL-Select- Select Plus -Single Language Coverage through 8/31/22 (32 Months)	\$48.46	\$364,564.58
12	EA	Microsoft	9EM-00681	Microsoft Windows Server 2019 Standard License 2 Cores Software ESD	\$81.82	\$981.84
245	EA	Adobe	65301106AF01A00	Adobe Acrobat Pro 2019- License- 1 User - GOV- TLP- Level 1 (1+)- Win, Mac- Universal English	\$400.85	\$98,208.25
31	EA	Adobe	65301088AF01A00	Adobe Acrobat Standard 2017-License- 1 User- Gov- TLP-Level 1 (1+)- Win- Universal- English	\$266.53	\$8,262.43
Total Section 1						\$5,236,224.59
Section 2- Miscellaneous Software						
79	EA	Adobe	65291080BC01A12	Adobe Creative Cloud for teams - All Apps - Team Licensing Subscription New (monthly) - 1 user - GOV - Value Incentive Plan - level 1 (1-9) - Win, Mac - Multi North American Language	\$978.60	\$77,309.40
64	EA	Red Hat	RH00002RN	Red Hat Enterprise Linux for Virtual Datacenters - Standard subscription (renewal) (1 year)	\$2,089.81	\$133,747.84
95	EA	Red Hat	RH00004RN	Red Hat Enterprise Linux Server - Standard subscription (renewal) (1 year) - 2 sockets, 1 physical/2 virtual nodes	\$674.60	\$64,087.00

104	EA	Red Hat	RH00009RN	Red Hat Enterprise Linux Server with Smart Management - Standard subscription (renewal) (1 year) - 2 sockets, 1 physical/2 virtual nodes	\$970.10	\$100,890.40
6	EA	Allround Automations	8994.1	PL/SQL DEVELOPER	NO BID	NO BID
50	EA	Bluebeam Software	893645001217 50-99	Bluebeam Revu Standard Edition - License - 1 seat - volume - 50-99 licenses - ESD - Win	\$328.62	\$16,431.00
2	EA	Citrix	3013076-EZ	Citrix NetScaler VPX 10 Platinum Edition - License - 1 virtual machine - Easy License	\$6,583.21	\$13,166.42
5	EA	Nuance Communications	K809A-S00-15.0	Dragon Professional Individual - (v. 15) - box pack - 1 user - local, state - DVD - Win - US English	\$241.06	\$1,205.30
29	EA	TechSmith	SNAGG01-18-E	Snagit 2018 - License - 1 user - GOV, non-profit - ESD - Win, Mac	\$29.76	\$863.04
5	EA	SAP America Inc.	7018789-1T2	SAP Crystal Reports 2016 Win Named User Licence (1-2)	\$444.34	\$2,221.70
Total Section 2						\$409,922.10

Software publishers added during the life of the contract will be priced at 5% off

In order for your bid to be found compliant, you must bid on 75% of items listed on the offer sheet (Attachment A)

SNAGG01-18-E new part # is SNAGG99-20

*To comply with the State's requirements and the format of the pricing document, CDW•G has provided dollar amounts in the Unit Price and Extended Price columns, However, these dollar amounts are based on a % off discount from CDW•G's Nationally Advertised Price (NAP). It is our belief that providing a % off—rather than a fixed dollar amount—will mutually benefit the State and CDW•G.

CDW•G publishes, maintains, and provides access to the Nationally Advertised Price (NAP) at www.cdwg.com, as we do for other large-scale contracts. While we recognize that the State requested a fixed dollar amount for the products listed in Attachment A, the discount off NAP provides cost savings reflecting market conditions and public-sector pricing trends. We believe by providing a discount % off NAP, the State will benefit from:

1. CDW•G's NAP is a published, verifiable, market-based price point for individual items. Our NAP incorporates the added value of additional resources, such as access to our technical specialists, account teams, and program managers, at no additional cost.
2. The added benefit of discount off NAP is 24/7 availability, that is up-to-date and competitive. CDW•G's NAP tracks and adjusts the advertised prices on a large set of its products on a weekly basis. This dynamic price structure updates automatically as our advertised price updates to market conditions and benchmarking. This ensures that we aren't leaving additional savings on the table.
3. Discount off NAP offers additional unique factors which set a competitive price point for the State:
 - a. **Volume:** CDW•G processes one order transaction almost every three seconds with over \$250+ million in average inventory and 26 inventory turns per year. This volume gives us economies of scale with our internal purchasing team utilizing the broadest look at market trends. We utilize this information to adjust our pricing to remain competitive, and any changes are reflected in the NAP instantaneously.
 - b. **Sales Data:** Our access to large data sets gives us advance foresight into ordering trends by product, indicating slowdowns that may require a price adjustment based on inventory positions or other factors that require us to evaluate our prices. Our tracking systems allow us to "see" inventory levels on a real-time basis throughout the distribution channel, and our 1,000,000 square feet of warehouse space to monitor supply issues that may impact prices. We utilize special seasonal trends and stocking positions to minimize costs and long lead times.
 - c. **OEM Relationships:** CDW•G's strong supplier relationships (with most of our 1300+ OEMs holding top-tier partnerships with CDW•G) provide aggressive pricing and forward-looking analysis. These relationships and our national distribution partner network give us a distinct advantage of a real-time look at 'alternate path' pricing.
 - d. **Experience with Other Public Entities:** We utilize discount off NAP contract pricing for multiple state contracts, as these entities have determined this approach to be a more consistent and competitive pricing structure.

Benchmarking & Competitive Analyses: A number of unique factors contribute to CDW•G's ability in setting a competitive price point. In general, there is a downward trend in IT hardware and software costs over time, and CDW•G's NAP is benchmarked against live pricing on our competitor's websites and adjusted frequently to remain competitive in the marketplace. To ensure our competitiveness, CDW•G conducts a quarterly analysis of our advertised price compared to advertised pricing available from our competitors on a random market basket of over 20,000 products to ensure that we meet or beat the competition on average. We benchmark against this comparative data and make necessary efficiency adjustments to the price. These functions are supported and led at CDW•G by seasoned procurement, program management, and pricing teams. Fixed dollar amounts are often not providing the best value for customers, as they are fixed throughout the life of the contract, while CDW•G's NAP is dynamic, changing with market conditions and allowing us to pass on additional savings when we receive them.