How to Use the Network Services Statewide Contract

Contract #: ITT46  Contract Duration: 9/19/2012 to 09/30/2017
MMARS #: ITT46*  Options to renew: Two 1-year options
Contract Manager: Jeanne Pestana - 617-720-3105
jeanne.pestana@state.ma.us  Strategic Sourcing Services
This contract contains: Prompt Pay Discounts, Volume Discounts
Last change date: January 20, 2015

Contract Summary
This contract for Network Services provides a wide array of voice, data, and cellular services. This contract replaces the following statewide contracts: ITT09 – Communication Network Services, ITT18 – Centrex Services, ITT19 – VPN Services, ITT37 – Hosting and Internet Access Services.

Benefits and Cost Savings
Vendors on this contract offer competitive pricing, prompt pay discounts, volume discounts, and bundle discounts.

Who Can Use This Contract?
Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

The Massachusetts Higher Education Consortium (MHEC) is a participating member of the procurement and resulting Statewide Contract for Network Services, ITT46, conducted by the Operational Services Division (OSD) on behalf of the Commonwealth of Massachusetts. OSD and MHEC jointly and separately; 1) market the Statewide Contract to their constituents eligible to purchase under the Statewide Contract, and 2) support vendors and constituents participating in the Statewide Contract. Such constituents eligible to purchase under the Statewide Contract may also be referred to as “Eligible Entities” and “MHEC members”.

For the purposes of this Statewide Contract for Network Services, the Eligible Entities associated with each organization are as follows:

OSD Eligible Entities
- Cities, towns, districts, counties and other political subdivisions
- Executive, Legislative and Judicial Branches, including all Departments and elected offices therein
- Independent public authorities, commissions and quasi-public agencies
- Local public libraries, public school districts and charter schools
- Public hospitals owned by the Commonwealth
- Public purchasing cooperatives
- Non-profit, UFR-certified organizations that are doing business with the Commonwealth
- Other states and territories with no prior approval by the State Purchasing Agent required
- Other entities when designated in writing by the State Purchasing Agent

Entities seeking the approval of the State Purchasing Agent to utilize the Statewide Contract should submit a written request to purchasing.agent@state.ma.us with the subject line “Request for approval to utilize Statewide Contract ITT46”. The body of the email should include the name of the Entity requesting approval and the name and contact information of a person that can be contacted if OSD has questions regarding the request.

**MHEC J04 Eligible Entities within Massachusetts**
- Non-profit public and private institutions of higher education
- MHEC members not eligible under the OSD Eligible Entities list

**MHEC J04 Eligible Entities outside Massachusetts**
MHEC membership is available to the following organizations in the New England states. For the purposes of the statewide contract for Network Services, MHEC J04 Eligible Entities outside Massachusetts may include:
- Non-profit public and private institutions of higher education
- Non-profit technical, charter, and vocational schools
- Municipalities, elementary and secondary schools
- Non-profit preparatory schools
- Non-profit educational organizations

**MHEC Public College and University Purchasers within Massachusetts**
The following list was correct as of the revision date of this document. The current list may be viewed at the MHEC website at [http://private.mhec.net/ListMembersConsortium.asp](http://private.mhec.net/ListMembersConsortium.asp) under the section “State/University and Community Colleges”.

- Berkshire Community College
- Bristol Community College
- Bunker Hill Community College
- Cape Cod Community College
- Greenfield Community College
- Holyoke Community College
- Massachusetts Bay Community College
- Massasoit Community College
- Middlesex Community College

Updated: January 20, 2015
Contract Information
This contract contains four categories:

**Category 1: Voice Services** including Local Exchange Service, Long Distance Service, Incoming Toll Free Service, Centrex Service, Calling Cards and Voice over Internet Protocol (VoIP) Service.

**Category 2: Connectivity/Bandwidth Services** including T1 access lines, ISDN, xDSL, ATM, Frame Relay, Ethernet, Broadband Cable, Point-to-Point Wireless, Private Line, SONET, DWDM, and Fiber.

**Category 3: Mobile Communication Services** including cellular, PCS, and satellite services, cellphones, and other mobile devices that access cellular or satellite networks, and distributed antenna systems.

**Category 4: Managed Services** providing management of Eligible Entities’ site and/or enterprise voice and data LAN and WAN network services. Such services include Internet Access, Co-location, Virtual Private Networking (VPN), email, ftp, news groups, hosting services (web sites, network service applications and others), portal services, firewall, intrusion detection, data backup, Multi-Protocol Label Switching (MPLS), Audio & Web Conferencing, Video Conferencing, Interactive Voice Response (IVR), Broadcast Communications (TV via Cable, Satellite, IP), and Emergency Notification (reverse 911).

**Customer Premise Equipment (CPE)** required for the provisioning and operation of the service is allowed. All network services must be capable of being installed without requiring the acquisition
of termination equipment. Wireless devices that are cellular-capable and that are bundled with cellular service sold by cellular providers in Category 3 are also allowed, i.e. tablets, iPads, etc…

This contract does not provide for the purchase of the following equipment: PCs, servers, switches, PBX equipment, or any other significant network equipment systems not directly related to this contract.

**NOTE RELATIVE TO CONSTRUCTION**

This contract does NOT include construction-related services. The installation of conduit or the coring of walls or floors in a public building constitutes construction.

**NOTE RELATIVE TO E-RATE**

Public schools and libraries within the Commonwealth may utilize the services offered under this contract. It is incumbent upon each Eligible Entity to file their respective Form 471’s and other necessary forms to participate in this program independent of the provisions offered under this contract. The E-rate reference number for FCC form 470 is 110350000864310. A copy of the original Form 470 Application is published on COMMBUY5S under the Attachments tab. We suggest Eligible Entities verify the Form 470 with the Schools and Libraries Division before use.

**How to Use This Contract**

The Strategic Sourcing Team recommends that before deciding on any Network Services, the user solicit at least three estimates from contractors on this Statewide Contract. Users are encouraged to negotiate downward on all quotes to obtain best value.

Users should request a written quote from any of the listed contractors for the proposed services. Posting the RFQ as a COMMBUY5S solicitation is a recommended Best Practice. Reference the Statewide Contract Number ITT46 on all requests for quotes, Statements of Work, and Purchase Orders. The contractor will respond with an itemized quote that will reflect the actual configuration along with installation and any other non-recurring costs, and early termination costs, if applicable.

Most of the vendors on this contract offer On-Line portals. Users are encouraged to utilize the on-line services for billing and usage reports and account management.

**Statement of Work (SoW)**

A Statement of Work template is published on the Attachments tab for Users to adapt to their needs for larger projects. Sections, such as that addressing intellectual property, that do not apply to a particular project may be removed. Unless otherwise negotiated, Contractor invoicing may not commence before 30 days after final acceptance. Contractors must obtain written acceptance of the installed Network Service(s) from the contracting Eligible Entity.
Service Level Agreements

Service Level Agreements (SLAs) are published in the Attachment section of COMMBUYS for each vendor. Users are encouraged to review the SLA for the service(s) you are seeking when assessing vendor performance capabilities and when creating your Statement of Work (SoW) for your request for quotes.

Eligible Entity Employee Discounts for Cellular Services

All cellular telephone services contractors in Category 3 offer employee discounts for the employee’s personal cellular service. Eligible Entities are encouraged to make their employees aware of these programs.

Summary of Where to Obtain Contract Information

To access the vendor contracts, including the RFR, related documents, and required forms, please go to the COMMBUYS (www.commbuys.com) website, click on “Contract & Bid Search”, then select the “Contracts/Blankets” radio button.

- Enter “ITT46” in the Contract/Blanket Description field
- Select “Statewide Contract” from the Type Code pull-down menu
- Click “Find It”

There are 24 vendors on this contract and each vendor contract has been assigned a unique Master Blanket Purchase Order (MBPO) number. Vendor cost tables (price lists) are located in the attachments tab on each MBPO. The RFR and historical documents are located in the attachments tab of the MBPO: C134160-vCurrent

Pricing

Pricing is published separately on COMMBUYS. Early termination charges, stranded investment charges, and special engineering and extension costs related to extending the network service from the contractor’s nearest access point to the Eligible Entity’s network interface point (DMARC) are allowed, provided these costs are specified in the Master Blanker Purchase Order cost tables attached in COMMBUYS and in the Statement of Work agreed to by the Eligible Entity.

Please clearly indicate “Statewide Contract ITT46” on all requests for quotes, statements of work and purchase orders to ensure ITT46 pricing is quoted and billed.
## Vendor Information

### 382 Communications Corporation
Contact: Leah Barton  
Phone: 617-639-9008  
Email: leah@382com.com  
**Prompt Pay Discount:** None  
PO-14-1080-OSD01-OSD10-00000001473  
Vendor ID:  
Vendor Code 1: VC0000728164  
Vendor Code 2: 32

### AT&T Corp.
Contact: Elaine DeCastro  
Phone: 857-383-4663  
Email: edecastro@att.com  
**Prompt Pay Discount:** None  
PO-14-1080-OSD01-OSD10-0000000248  
Vendor ID: 210046  
Vendor Code 1: VC6000216033  
Vendor Code 2: 11

### AT&T Mobility National Accounts
Contact: Rick Gronneberg  
Phone: 781-956-5989  
Email: richard.gronneberg@att.com  
**Prompt Pay Discount:** None  
PO-14-1080-OSD01-OSD10-0000000249  
Vendor ID: 300276  
Vendor Code 1: VC6000264059  
Vendor Code 2: 27

### AT&T Mobility
Contact: Rick Gronneberg  
Phone: 781-956-5989  
Email: richard.gronneberg@att.com  
**Prompt Pay Discount:** None  
PO-14-1080-OSD01-OSD10-0000000250  
Vendor ID: 300276  
Vendor Code 1: VC6000264059  
Vendor Code 2: 27

### Broadview Network Inc.
Contact: Peter Parrinello  
Phone: 914-922-7759  
Email: pparrinello@broadviewnet.com  
**Prompt Pay Discount:** 2% 10, 1.5% 15, 1.25% 20, 1% 30  
PO-14-1080-OSD01-OSD10-00000001454  
Vendor ID: 00002386  
Vendor Code 1: VC6000221430  
Vendor Code 2: 30
Cellco Partnership, d/b/a Verizon Wireless  
Contact: Carolyn Jussuame  
Phone: 617-699-3900  
Email: carolyn.jussaume@verizonwireless.com  
**Prompt Pay Discount:** None  
**PO:** PO-14-1080-OSD01-OSD10-00000001204  
**Vendor ID:** 300203  
**Vendor Code 1:** VC6000227932  
**Vendor Code 2:** 1  

CELT Corporation  
Contact: Antonio Pagan  
Phone: 508-486-4516  
Email: apagan@celtcorp.com  
**Prompt Pay Discount:** 2% 10, 1.5% 15, 1% 20  
**PO:** PO-14-1080-OSD01-OSD10-0000000251  
**Vendor ID:** 300031  
**Vendor Code 1:** VC0000411034  
**Vendor Code 2:** 3  

Qwest Communications Company, LLC d/b/a CenturyLink  
Contact: Catherine Pauling  
Phone: 617-233-0238  
Email: commofma@centurylink.com  
**Prompt Pay Discount:** None  
**PO:** PO-14-1080-OSD01-OSD10-00000001203  
**Vendor ID:** 214077  
**Vendor Code 1:** VC6000192600  
**Vendor Code 2:** 22  

Comcast Cable Communication Inc.  
Contact: Stephen Walsh  
Phone: 978-825-2109  
Email: Stephen_walsh@cable.comcast  
**Prompt Pay Discount:** None  
**PO:** PO-14-1080-OSD01-OSD10-0000000252  
**Vendor ID:** 300041  
**Vendor Code 1:** VC0000220053  
**Vendor Code 2:** 23  

Crocker Telecommunications, LLC  
Contact: Matthew Crocker  
Phone: 800-413-5463  
Email: matthew@crocker.com  
**Prompt Pay Discount:** 2% 10, 1% 30  
**PO:** PO-14-1080-OSD01-OSD10-0000000253  
**Vendor ID:** 208003  
**Vendor Code 1:** VC0000633477  
**Vendor Code 2:** 28
DSCI, LLC
Contact: Jeff Kubick
Phone: 866-438-3724
Email: jkubick@dscicorp.com
**Prompt Pay Discount:** 1.5% 10
**PO-14-1080-OSD01-OSD10-00000001439**
Vendor ID: 00003517
Vendor Code 1: VC0000726748
Vendor Code 2: 31

**Level 3**
Contact: Larry Klein
Phone: (518) 640-0933
Email: lawrence.klein@level3.com
**Prompt Pay Discount:** None
**PO-14-1080-OSD01-OSD10-00000001438**
Vendor ID: 00000416
Vendor Code 1: VC7000085769
Vendor Code 2: 29

Light Tower Fiber, LLC
Contact: Michelle Kavey
Phone: 617-848-3026
Email: mkavey@lightower.com
**Prompt Pay Discount:** 2% 10
**PO-14-1080-OSD01-OSD10-00000000255**
Vendor ID: 233259
Vendor Code 1: VC0000495443
Vendor Code 2: 20

Merrimack Education Center
Contact: Kate Roddy
Phone: 978-275-1613
Email: contracts@mecnet.net
**Prompt Pay Discount:** 2% 10, 1.5% 15, 1% 20, 1% 30
**PO-14-1080-OSD01-OSD10-00000000256**
Vendor ID: 4494
Vendor Code 1: VC6000164531
Vendor Code 2: 13

NWN Corporation
Contact: Scott Parrish
Phone: 919-653-4417
Email: sparrish@nwnit.com
**Prompt Pay Discount:** 1% 10, 0.75% 15, 0.5% 20
**PO-14-1080-OSD01-OSD10-00000001357**
Vendor ID: 0001090
Vendor Code 1: VC0000414845
Vendor Code 2: 21
Paetec Communications  
Contact: William Reed  
Phone: 617-532-3259  
Email: william.m.reed@windstream.com  
Prompt Pay Discount: None  
PO-14-1080-OSD01-OSD10-00000000257  
Vendor ID: 211866  
Vendor Code 1: VC6000221533  
Vendor Code 2: 14

Presidio Networked Solutions, Inc.  
Contact: Paul Melvin  
Phone: 781-638-2230  
Email: pmelvin@presidio.com  
Prompt Pay Discount: 0.5% 10  
PO-14-1080-OSD01-OSD10-00000001476  
Vendor ID: 300198  
Vendor Code 1: VC0000350925  
Vendor Code 2: 33

Sprint Solutions, Inc.  
Contact: Mark Zurcher  
Phone: 781-883-7447  
Email: mark.zurcher@sprint.com  
Prompt Pay Discount: None  
PO-14-1080-OSD01-OSD10-00000000258  
Vendor ID: 236740  
Vendor Code 1: VC0000475741  
Vendor Code 2: 7

T-Mobile USA, Inc  
Contact: Donna Monahan  
Phone: 508-505-1375  
Email: donna.monahan@t-mobile.com  
Prompt Pay Discount: None  
PO-14-1080-OSD01-OSD10-00000001202  
Vendor ID: 00000064  
Vendor Code 1: VC6000264183  
Vendor Code 2: 2

Thinking Phone Networks, LLC  
Contact: Carl Moore  
Phone: 617-453-2167  
Email: carl@thinkingphones.com  
Prompt Pay Discount: 5% 10, 3% 20, 1% 30  
PO-14-1080-OSD01-OSD10-0000000260  
Vendor ID: 300184  
Vendor Code 1: VC0000637820  
Vendor Code 2: 12
**Contact:** Diana Kresien  
**Phone:** 617-535-0530  
**Email:** ITT46PMO@verizon.com  
**Prompt Pay Discount:** None  
**PO:** 14-1080-OSD01-OSD10-00000000261  
**Vendor ID:** 300307  
**Vendor Code 1:** VC6000156101  
**Vendor Code 2:** 17

MCI Communications Services, Inc. d/b/a Verizon Business Network Services, Inc.  
**PO:** 14-1080-OSD01-OSD10-00000001528  
**Vendor ID:** 300311  
**Vendor Code 1:** VC6000246445  
**Vendor Code 2:** 16

Verizon Network Integration Services Corp. d/b/a Verizon Business Network Services, Inc.  
**PO:** 14-1080-OSD01-OSD10-00000001538  
**Vendor ID:** 300161  
**Vendor Code 1:** VC6000229599  
**Vendor Code 2:** 18

Terremark North America Inc. d/b/a Verizon Business Network Services, Inc.  
**PO:** 14-1080-OSD01-OSD10-00000001540  
**Vendor ID:** 00002517  
**Vendor Code 1:** VC0000651830  
**Vendor Code 2:** 24

Categories 1, and 2

Category 1, 2 and 4

Category 4

Category 4
Strategic Sourcing Services Team Members

Laurie Allen  
MWRA

Ann Roper-Quinn  
City of Boston

Brad Steele  
ITD

Brian Helman  
Salem State University

Dan Doucette  
City of Peabody

David Sheafer  
EOE

Jeff Rogato  
MSLC

Jim Girardi  
ITD

Ed Maher  
ITD

Jim Morrison  
UMB

Joan Miller  
MHEC

John Megnia  
MCCA

Julie Chockrek  
MSLC

Michael Chandrankunnel  
HRD

Michael Janielis  
EOPPS

Ray Fortier  
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Tim Kennedy  
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