



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES

BILL HASLAM
GOVERNOR

ROBERT E. OGLESBY, AIA
COMMISSIONER

MEMORANDUM

TO: Lucian Geise- Director
FROM: Mike Perry- Chief Procurement Officer *mp*
DATE: March 10, 2014
SUBJECT: Late Submission to CPO Statewide Consent Agenda

The Central Procurement Office requests the addition of statewide contract #3027 to the March consent calendar as a late addition. The State had a dispute with DLT, the contract holder, over the proper pricing formula for Oracle software maintenance and support. The CPO and the Attorney General's office worked together to reach a settlement agreement with DLT to resolve the pricing dispute. DLT agreed to pay the State \$115,000 and to fill software maintenance and support orders for the remainder of the Contract Period at the price that DLT itself pays Oracle for the software maintenance and support. The formal settlement agreement has been signed by the State and DLT and approved by the the Attorney General and the Governor.

This amendment is to modify the Contract for the remainder of the Contract Period, through May 31, 2014, to conform to the terms of the approved settlement agreement. The timely review and approval by all additional necessary bodies is important to the continued use of the the contract.

Thank you for your consideration of this request.

Mike F. Perry
Chief Procurement Officer

CENTRAL PROCUREMENT OFFICE

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SWC# 3027 – Oracle Software and Support – Edison # 20961

Contract Start Date: June 01, 2010
System Expiration Date: May 31, 2014
Original Number of Renewals: 3
Renewals Remaining: 0
Competitively Procured: Proprietary
of Invitations Sent: 118
of Responses Received: 1
Requested Action: Amend Pricing
Vendor Name and Location: DLT Solutions, LLC (“DLT”), 13861 Sunrise Valley Drive, # 400, Herndon, VA 20171
Main User Agencies: Finance & Administration, OIR, TennCare, Comptroller
Estimated Annual Volume: \$2,500,000.00
Spend to Date: \$ 22,812,092.82
Original Estimated Annual Cost Savings (if any): N/A

Background: The State had a dispute with DLT over the proper pricing formula for software maintenance and support. A settlement agreement was reached with DLT and received State approval requiring DLT to make a payment to the State of \$115,000 and to fill software maintenance and support orders for the remainder of the Contract Period at DLT’s cost. This amendment is to modify the Contract for the remainder of the Contract Period, through May 31, 2014, to conform to the terms of the settlement agreement. The original solicitation was proprietary and only eligible Oracle certified resellers were authorized to bid however, the solicitation was sent to all registered bidders within this particular NIGP code category. The number of eligible certified resellers at the time of bid is unknown. The State is currently in the process of re-procuring this contract.

Contract Line Items:

Type ID	Description
1000126576	CONSULTING SERVICES, ORACLE, SENIOR PRACTICE/TECHNICAL DIRECTOR; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126577	CONSULTING SERVICES, ORACLE, SENIOR PRACTICE/TECHNICAL DIRECTOR; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126578	CONSULTING SERVICES, ORACLE, SENIOR PRACTICE/TECHNICAL DIRECTOR; REMOTE HOURLY RATE FOR YEAR 4.
1000126579	CONSULTING SERVICES, ORACLE, SENIOR PRACTICE/TECHNICAL DIRECTOR; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126580	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL DIRECTOR; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126581	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL DIRECTOR; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126582	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL DIRECTOR; REMOTE HOURLY RATE FOR YEAR 4.

1000126583	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL DIRECTOR; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126584	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL MANAGER; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126585	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL MANAGER; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126586	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL MANAGER; REMOTE HOURLY RATE FOR YEAR 4.
1000126587	CONSULTING SERVICES, ORACLE, PRACTICE/TECHNICAL MANAGER; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126588	CONSULTING SERVICES, ORACLE, MANAGING PRINCIPLE; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126589	CONSULTING SERVICES, ORACLE, MANAGING PRINCIPLE; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126551	CONSULTING SERVICES, ORACLE, MANAGING PRINCIPLE; REMOTE HOURLY RATE FOR YEAR 4.
1000126552	CONSULTING SERVICES, ORACLE, MANAGING PRINCIPLE; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126553	CONSULTING SERVICES, ORACLE, SENIOR PRINCIPLE; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126554	CONSULTING SERVICES, ORACLE, SENIOR PRINCIPLE; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126555	CONSULTING SERVICES, ORACLE, SENIOR PRINCIPLE; REMOTE HOURLY RATE FOR YEAR 4.
1000126556	CONSULTING SERVICES, ORACLE, SENIOR PRINCIPLE; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126557	CONSULTING SERVICES, ORACLE, PRINCIPLE CONSULTANT; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126558	CONSULTING SERVICES, ORACLE, PRINCIPLE CONSULTANT; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126559	CONSULTING SERVICES, ORACLE, PRINCIPLE CONSULTANT; REMOTE HOURLY RATE FOR YEAR 4.
1000126560	CONSULTING SERVICES, ORACLE, PRINCIPLE CONSULTANT; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126561	CONSULTING SERVICES, ORACLE, SENIOR CONSULTANT; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126562	CONSULTING SERVICES, ORACLE SENIOR CONSULTANT; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126550	CONSULTING SERVICES, ORACLE SENIOR CONSULTANT; REMOTE HOURLY RATE FOR YEAR 4.
1000126563	CONSULTING SERVICES, ORACLE SOFTWARE SENIOR CONSULTANT; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126564	CONSULTING SERVICES, ORACLE, STAFF CONSULTANT; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126565	CONSULTING SERVICES, ORACLE, STAFF CONSULTANT; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126566	CONSULTING SERVICES, ORACLE, STAFF CONSULTANT; REMOTE HOURLY RATE FOR YEAR 4.
1000126567	CONSULTING SERVICES, ORACLE, STAFF CONSULTANT; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
1000126568	CONSULTING SERVICES, ORACLE, ASSOCIATE CONSULTANT; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126569	CONSULTING SERVICES, ORACLE, ASSOCIATE CONSULTANT; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.

1000126570	CONSULTING SERVICES, ORACLE, ASSOCIATE CONSULTANT; REMOTE HOURLY RATE FOR YEAR 4.
1000126571	CONSULTING SERVICES, ORACLE, ASSOCIATE CONSULTANT; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL
1000126572	CONSULTING SERVICES, ORACLE, PROJECT MANAGER; REMOTE HOURLY RATE FOR YEARS 1, 2, AND 3.
1000126573	CONSULTING SERVICES, ORACLE, PROJECT MANAGER; ON-SITE HOURLY RATE FOR YEARS 1, 2, AND 3. INCLUDING TRAVEL.
1000126574	CONSULTING SERVICES, ORACLE, PROJECT MANAGER; REMOTE HOURLY RATE FOR YEAR 4.
1000126575	CONSULTING SERVICES, ORACLE, PROJECT MANAGER; ON-SITE HOURLY RATE FOR YEAR 4. INCLUDING TRAVEL.
	ORACLE SOFTWARE TO INCLUDE ALL SOFTWARE OFFERINGS INCLUDED IN THE ORACLE SIEBLE CRM ENTERPRISE EDITION PRICE LIST. PERCENT DISCOUNT FROM CATALOG IS 43.45%.
	ORACLE SOFTWARE TO INCLUDE ALL SOFTWARE OFFERINGS INCLUDED IN THE ORACLE JD EDWARDS COMPONENT GLOBAL PRICE LIST. PERCENT DISCOUNT FROM CATALOG IS 43.45%.
	ORACLE SOFTWARE TO INCLUDE ALL SOFTWARE OFFERINGS INCLUDED IN THE ORACLE TECHNOLOGY GLOBAL PRICE LIST. PERCENT DISCOUNT FROM CATALOG IS 43.45%.
	ORACLE SOFTWARE TO INCLUDE ALL SOFTWARE OFFERINGS INCLUDED IN THE ORACLE E-BUSINESS SUITE APPLICATIONS PRICE LIST. PERCENT DISCOUNT FROM CATALOG IS 43.45%.
	ORACLE SOFTWARE INCL,BUT NOT LIMITED TO,FOLLOWING ORACLE PRODUCT LIC APPL:COMPONENT LIC,APPL LIC,CUSTOM APPL SUITE LIC,& ENTERPRISE LIC NOT OTHERWISE INCLUDED IN PRICE LISTS IDENTIFIED IN ITB PRICE SHEET LINES 1&4.%DISCOUNT FROM CATALOG IS 43.45%.
	ORACLE MAINTENANCE/TECHNICAL SUPPORT FOR NEW AND/OR EXISTING SOFTWARE BASE FOR YEAR 1. PERCENTAGE OF NET APPLIED TO YEAR 1 MAINTENANCE IS 78.00%.
	ORACLE MAINTENANCE/TECHNICAL SUPPORT FOR NEW AND/OR EXISTING SOFTWARE BASE FOR YEAR 2. PERCENTAGE OF NET APPLIED TO YEAR 2 MAINTENANCE IS 75.80%.
	ORACLE MAINTENANCE/TECHNICAL SUPPORT FOR NEW AND/OR EXISTING SOFTWARE BASE FOR YEAR 3. PERCENTAGE OF NET APPLIED TO YEAR 3 MANITENANCE IS 74.832%.
	ORACLE MAINTENANCE/TECHNICAL SUPPORT FOR NEW AND/OR EXISTING SOFTWARE BASE FOR YEAR 4. PERCENTAGE OF NET APPLIED TO YEAR 4 MAINTENANCE IS 73.8253%.
	ORACLE (ORACLE UNIVERSITY) TRAINING/EDUCATION. PERCENT DISCOUNT FROM CATALOG IS 20%.
1000158844	TennCare Only Oracle Database Full Use per processor
1000158837	TennCare Only Real Application Clusters Full Use per processor
1000158839	TennCare Only Diagnostics Pack Full Use per processor
1000158840	TennCare Only Tuning Pack Full Use per processor
1000158838	TennCare Only Advanced Compression Full Use per processor
1000158831	TennCare Only Partitioning Full Use per processor
1000158832	TennCare Only Lifecycle Mgmt Pack for Database Full Use per processor

1000158833	TennCare Only Database Vault Full Use per processor
1000158834	TennCare Only Goldengate (includes Active Dataguard) Full Use per processor
1000158835	TennCare Only Audit Vault & DB Firewall Full Use per processor
1000158836	TennCare Only Advanced Security Full Use per processor
1000158842	TennCare Only Data Masking Full Use per processor
1000158841	TennCare Only Goldengate Mgmt Pack Full Use per processor
1000158843	TennCare Only Oracle Database Limited Use (non-production) per processor
1000158845	TennCare Only Real Application Clusters Limited Use (non-production) per processor
1000158846	TennCare Only Diagnostics Pack Limited Use per processor
1000158847	TennCare Only Tuning Pack Limited Use (non-production) per processor
1000158848	TennCare Only Advanced Compression Limited Use (non-production) per processor
1000158849	TennCare Only Partitioning Limited Use (non-production) per processor
1000158850	TennCare Only Lifecycle Mgmt Pack for Database Limited Use (non-production) per processor
1000158851	TennCare Only Database Vault Limited Use (non-production) per processor
1000158852	TennCare Only Goldengate (includes Active Dataguard Limited Use (non-production) per processor
1000158853	TennCare Only Audit Vault & DB Firewall Limited Use (non-production) per processor
1000158862	TennCare Only Advanced Security Limited Use (non-production) per processor
1000158863	TennCare Only Data Masking Limited Use (non-production) per processor
1000158864	TennCare Only Goldengate Mgmt Pack Limited Use per processor
1000158865	TennCare Only Identity and Access Management Suite Plus - Employee User
1000158866	TennCare Only Identity and Access Management Suite Plus - Non-Employee User
1000158854	TennCare Only Identity Manager Connector - BMC Remedy User Management - per Enterprise

1000158855	TennCare Only Identity Manager Connector - BMC Remedy Ticketing - per Enterprise
1000158856	TennCare Only Identity Manager Connector - Database Application Table - per Enterprise
1000158857	TennCare Only Identity Manager Connector - Database User Management - per Enterprise
1000158858	TennCare Only Identity Manager Connector - Microsoft Active Directory - per Enterprise
1000158859	TennCare Only Identity Manager Connector - Microsoft Exchange - per Enterprise
1000158860	TennCare Only Identity Manager Connector - Peoplesoft Enterprise Applications - per Enterprise
1000158861	TennCare Only Identity Manager Connector - Siebel enterprise Applications - per Enterprise
1000158867	TennCare Only Management Pack Plus for Identity Manager - Non-Employee User
1000158868	TennCare Only Management Pack Plus for Identity Manager - Employee User
1000158869	TennCare Only Enterprise Single Sign On per User
1000158870	TennCare Only Oracle Database Full Use per processor Technical Support
1000158871	TennCare Only Real Application Clusters Full Use per processor Technical Support
1000158872	TennCare Only Diagnostics Pack Full Use per processor Technical Support
1000158888	TennCare Only Tuning Pack Full Use per processor Technical Support
1000158882	TennCare Only Advanced Compression Full Use per processor Technical Support
1000158883	TennCare Only Partitioning Full Use per processor Technical Support
1000158884	TennCare Only Lifecycle Mgmt Pack for Database Full Use per processor Technical Support
1000158880	TennCare Only Database Vault Full Use per processor Technical Support
1000158873	TennCare Only Goldengate (includes Active Dataguard) Full Use per processor Technical Support
1000158881	TennCare Only Audit Vault & DB Firewall Full Use per processor Technical Support
1000158874	TennCare Only Advanced Security Full Use per processor Technical Support

1000158875	TennCare Only Data Masking Full Use per processor Technical Support
1000158876	TennCare Only Goldengate Mgmt Pack Full Use per processor Technical Support
1000158877	TennCare Only Oracle Database Limited Use (non-production) per processor Technical Support
1000158878	TennCare Only Real Application Clusters Limited Use (non-production) per processor Technical Support
1000158879	TennCare Only Diagnostics Pack Limited Use per processor Technical Support
1000158885	TennCare Only Tuning Pack Limited Use (non-production) per processor Technical Support
1000158886	TennCare Only Advanced Compression Limited Use (non-production) per processor Technical Support
1000158887	TennCare Only Partitioning Limited Use (non-production) per processor Technical Support
1000158889	TennCare Only Lifecycle Mgmt Pack for Database Limited Use (non-production) per processor Technical Support
1000158890	TennCare Only Database Vault Limited Use (non-production) per processor Technical Support
1000158891	TennCare Only Goldengate (includes Active Dataguard Limited Use (non-production) per processor Technical Support
1000158892	TennCare Only Audit Vault & DB Firewall Limited Use (non-production) per processor Technical Support
1000158893	TennCare Only Advanced Security Limited Use (non-production) per processor Technical Support
1000158894	TennCare Only Data Masking Limited Use (non-production) per processor Technical Support
1000158895	TennCare Only Goldengate Mgmt Pack Limited Use per processor Technical Support
1000158896	TennCare Only Identity and Access Management Suite Plus - Employee User Technical Support
1000158897	TennCare Only Identity and Access Management Suite Plus - Non-Employee User Technical Support

1000158898	TennCare Only Identity Manager Connector - BMC Remedy User Management - per Enterprise Technical Support
1000158899	TennCare Only Identity Manager Connector - BMC Remedy Ticketing - per Enterprise Technical Support
1000158900	TennCare Only Identity Manager Connector - Database Application Table - per Enterprise Technical Support
1000158901	TennCare Only Identity Manager Connector - Database User Management - per Enterprise Technical Support
1000158902	TennCare Only Identity Manager Connector - Microsoft Active Directory - per Enterprise Technical Support
1000158903	TennCare Only Identity Manager Connector - Microsoft Exchange - per Enterprise Technical Support
1000158904	TennCare Only Identity Manager Connector - Peoplesoft Enterprise Applications - per Enterprise Technical Support
1000158905	TennCare Only Identity Manager Connector - Siebel enterprise Applications - per Enterprise Technical Support
1000158906	TennCare Only Management Pack Plus for Identity Manager - Non-Employee User Technical Support
1000158907	TennCare Only Management Pack Plus for Identity Manager - Employee User Technical Support
1000158908	TennCare Only Enterprise Single Sign On per User Technical Support
1000158999	Primavera P6 Enterprise Project Portfolio Management
1000159000	Primavera P6 Enterprise Project Portfolio Management License and Support
1000159001	Primavera P6 Progress Reporter
1000159002	Primavera P6 Progress Reporter License and Support
1000159003	Primavera P6 Analytics
1000158998	Primavera P6 Analytics License and Support