

**JANUARY STATEWIDE
CONTRACT #3
RSWC # 381
Edison # 25648**

**Department of General Services
Central Procurement Office
(CPO)**

**VENDOR:
Paradigm Solutions
International, Inc.**



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES

BILL HASLAM
GOVERNOR

ROBERT E. OGLESBY, AIA
COMMISSIONER

MEMORANDUM

TO: Fiscal Review Committee

FROM: Sharon Pope, Category Specialist

SUBJECT: Amendment to Extend Restricted Statewide Contract #381, Edison Contract #25648, OpsPlanner Disaster Recovery Software & Maintenance

DATE: December 16, 2014

The Category Specialist recommends approving an amendment for a two (2) year extension on the OpsPlanner Disaster Recovery Software & Maintenance contract. This will allow the Office for Information Resources to continue the purchase of product and maintenance. This will make the new expiration date 03/31/17.

This contract was awarded April 1, 2011 as a one year contract with a State option for three (3) one-year renewals. This contract is a sole source restricted for the Office for Information Resources. This software has been established by the Office for Information Resources as a state standard for an integrated business continuity tool that creates disaster recovery plans, maintains incident management, and will automatically notify those involved of a disruption or crisis.

Since this contract is a sole source and the contractor is offering the State an additional 2% discount, it would be in the best interest of the State to extend the current contract instead of re-soliciting for a new contract.

CENTRAL PROCUREMENT OFFICE

312 ROSA L. PARKS AVENUE, 3RD FLOOR • NASHVILLE, TENNESSEE 37243
(615) 741-1035 • FAX: (615) 741-0684 • WWW.TN.GOV/GENERALSERV/

Supplemental Documentation Required for
Fiscal Review Committee

*Contact Name:	Sharon Pope	*Contact Phone:	615-741-9588		
*Presenter's name(s):	Paul Krivacka / Sharon Pope				
Edison Contract Number: <i>(if applicable)</i>	25648	RFS Number: <i>(if applicable)</i>			
*Original or Proposed Contract Begin Date:	04/01/2011	*Current or Proposed End Date:	03/31/2017		
Current Request Amendment Number: <i>(if applicable)</i>	One				
Proposed Amendment Effective Date: <i>(if applicable)</i>	04/01/2015				
*Department Submitting:	General Services				
*Division:	Central Procurement Office				
*Date Submitted:	12/16/2014				
*Submitted Within Sixty (60) days:	Yes				
<i>If not, explain:</i>					
*Contract Vendor Name:	Paradigm Solutions International				
*Current or Proposed Maximum Liability:	\$0				
*Estimated Total Spend for Commodities:	\$800,000				
*Current or Proposed Contract Allocation by Fiscal Year: <i>(as Shown on Most Current Fully Executed Contract Summary Sheet)</i>					
FY: 2011	FY: 2012	FY: 2013	FY: 2014	FY: 2015	FY: 2016
\$ 85,000	\$ 105,000	\$ 130,000	\$ 160,000	\$ 160,000	\$ 160,000
*Current Total Expenditures by Fiscal Year of Contract: <i>(attach backup documentation from Edison)</i>					
FY: 2011	FY: 2012	FY: 2013	FY: 2014	FY: 2015	FY
\$ 32,495	\$ 32,920	\$ 39,370	\$ 31,450	\$ 8,667	\$
IF Contract Allocation has been greater than Contract Expenditures, please give the reasons and explain where surplus funds were spent:			N/A		
IF surplus funds have been carried forward, please give the reasons and provide the authority for the carry forward provision:					
IF Contract Expenditures exceeded Contract Allocation, please give the reasons and explain how funding was acquired to pay the overage:					
*Contract Funding Source/Amount:					
		100%	Federal:		

Supplemental Documentation Required for
Fiscal Review Committee

State:			
<i>Interdepartmental:</i>		<i>Other:</i>	
If “ <i>other</i> ” please define:			
If “ <i>interdepartmental</i> ” please define:			
Dates of All Previous Amendments or Revisions: <i>(if applicable)</i>		Brief Description of Actions in Previous Amendments or Revisions: <i>(if applicable)</i>	
Method of Original Award: <i>(if applicable)</i>			
<p style="text-align: center;">*What were the projected costs of the service for the entire term of the contract prior to contract award? How was this cost determined?</p>		<p>\$800,000. The administrator at the time along with the Office for Information Resources could only estimate the proposed contract spend, as there was not history of past spend.</p>	
<p>*List number of other potential vendors who could provide this good or service; efforts to identify other competitive procurement alternatives; and the reason(s) a sole-source contract is in the best interest of the State.</p>		<p>Paradigm Solutions International is the only vendor able to provide services for the State based on the Disaster Recovery Software that the Office of Information Resources has identified as a State standard.</p>	

Amendment Request

Route a completed request, as one file in PDF format, via e-mail attachment sent to: Agsprs.Agsprs@tn.gov

APPROVED	
	
CHIEF PROCUREMENT OFFICER	DATE

Request Tracking #	
1. Procuring Agency	32110
2. Contractor	Paradigm Solutions International
3. Contract #	25648
4. Proposed Amendment #	1
5. Edison ID #	
6. Contract Begin Date	04/01/2011
7. Current Contract End Date – with ALL options to extend exercised	03/31/2015
8. Proposed Contract End Date – with ALL options to extend exercised	03/31/2017
9. Current Maximum Contract Cost – with ALL options to extend exercised	\$ 0
10. Proposed Maximum Contract Cost – with ALL options to extend exercised	\$ 0
11. Office for Information Resources Pre-Approval Endorsement Request – information technology service (N/A to THDA)	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Attached
12. eHealth Pre-Approval Endorsement Request – health-related professional, pharmaceutical, laboratory, or imaging	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Attached
13. Human Resources Pre-Approval Endorsement Request – state employee training service	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Attached
14. Explanation Need for the Proposed Amendment To extend the contract for a period of two years.	
15. Name & Address of the Contractor's Principal Owner(s) – NOT required for a TN state education institution Paradigm Solutions International	
16. Evidence Contractor's Experience & Length Of Experience Providing the Goods or Services	

Request Tracking #	
17. Efforts to Identify Reasonable, Competitive, Procurement Alternatives	
<p>This is a sole source and the contract is offering the State an additional 2% discount, it would not benefit the State to re-bid this contract.</p>	
18. Justification	
<p>This contract is a sole source restricted Office for Information Resources statewide for OpsPlanner Software and Maintenance that as a state standard for for an integrated business continuity tool that creates Disaster recovery plans, maintains incident management, and will automatically notify those involved of a disruption or crisis.</p>	
<p>Agency Head Signature and Date – <i>MUST be signed by the ACTUAL agency head as detailed on the current Signature Certification. Signature by an authorized signatory is acceptable only in documented circumstances</i></p> <p><i>Paul D. Kwialka</i> <i>Director of Category Management and Legal Team</i> <i>12/22/14</i></p>	

Renewal or Extension Request

Route a completed request, as one file in PDF format, via e-mail attachment to: AgSprs.Agsprs@tn.gov. This request should ONLY be used for renewals or extensions of contracts. ANY other change to a contract requires an Amendment Request.

APPROVED

Michael F. Perry 

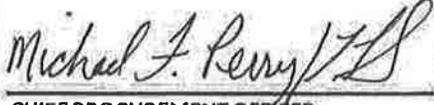
CHIEF PROCUREMENT OFFICER

DATE

Edison Contract Number #	# 25648
1. Procuring State Agency Name and five-digit Business Unit #	CPO/OIR # 32110
2. Contractor Legal Name	Paradigm Solutions Internamntional
3. Edison Vendor ID Number #	119133
4. Contract Begin Date	04/01/2011
5. Current Contract End Date	03/31/2015
6. Proposed Contract End Date – Provide the new contract end date if this Renewal or Extension Request is granted	03/31/2017
7. Proposed Term of Contract Including all extensions and renewals	6
8. Confirm that there is a valid renewal or extension option remaining in the contract and confirm that there has been no other change to the contract's term and conditions – If there is not a valid renewal or extension option remaining in the contract, submit an Amendment Request instead. (Note: a contract cannot exceed sixty (60) months without an approved Rule Exception Request and Contract Amendment.)	YES <input checked="" type="checkbox"/>
9. Confirm this renewal or extension does not require an increase to the Contract's Maximum Liability or Estimated Liability. – If additional funds are required, submit an Amendment Request instead.	YES <input checked="" type="checkbox"/>
10. Confirm that all necessary due diligence has been performed and it is in the State's best interest to renew or extend the contract. – Considering such items as contractor performance, pricing, etc.	YES <input checked="" type="checkbox"/>
Authorized Procuring State Agency Signature and Date	
	

Rule Exception Request

Route completed request, as one file in PDF format, via e-mail attachment sent to: AgSprs.Agsprs@tn.gov

APPROVED

CHIEF PROCUREMENT OFFICER
 (Required for all Rule Exception Requests)

APPROVED

COMPTROLLER OF THE TREASURY
 (ONLY for applicable statutorily required approvals e.g., records, annual report and audit, or monitoring provisions)

Request Tracking #	
1. Contract #	25648
2. Goods or Services Caption	OpsPlanner Disaster Recovery Software & Maintenance
3. Contractor	Paradigm Solutions International
4. Contract Period (with ALL options to extend exercised)	72 months
5. Contract Maximum Liability (with ALL options to extend exercised)	\$ 800,000
6. Rule(s) (for which the exception is requested) Please include citation and written explanation of Rule(s) to be excepted.	<p>(1) 0690-03-01-.19(c) If any change to the Base Contract results in a change to the scope of work, extends the contract term (of a contract that did not provide for a term extension), or increases the maximum liability of a contract, the Procuring Agency must memorialize these changes in a contract amendment and shall justify the contract amendment in writing. The amendment and justification is subject to the approval of the Chief Procurement Officer.</p> <p>(2) 0690-03-01-.14(2)(c) The requirement of a multi-year contract shall be stated in the solicitation, and any multi-year contract shall be awarded pursuant to these Rules and shall not be for a period longer than sixty (60) months unless approved by the Chief Procurement Officer as being in the best interests of the State. The justification for the contract term exceeding sixty (60) months shall be maintained in the records of the Central Procurement Office. A report of all contracts awarded for a period longer than sixty (60) Months in such format and at such interval determined requested shall be provided to the Comptroller of the Treasury.</p>
7. Explanation of Rule Exception Requested	<p>(1) This request is to extend the contract for a period of two years. The current contract was one (1) year with three (3) options to renew. It will now be one (1) with five (5) options to renew.</p> <p>(2) To permit Central Procurement Office to go past the five (5) year contract term and establish a 72 month contract.</p>

<p>8. Justification</p>	<p>This contract is a sole source restricted Office for Information Resources statewide for OpsPlanner Software and Maintenance that has been established by the Office for Information Resources as a state standard for an integrated business continuity tool that creates Disaster Recovery plans, maintains incident management, and will automatically notify those involved of a disruption or crisis.</p> <p>Since this contract is a sole source and the contractor is offering the State an additional 2% discount, it would not benefit the State to re-bid this contract.</p> <p>This new contract pricing will begin April 1, 2015.</p>
<p>Agency Head Signature and Date (contracting agency head or authorized signatory)</p> <p><i>Paul A. Trinella</i> Director of Category Management and Legal Team 12/18/14</p>	



CONTRACT AMENDMENT COVER SHEET

Agency Tracking # -	Edison ID	Contract # 25648	Amendment # 1		
Contractor Legal Entity Name Paradigm Solutions International			Edison Vendor ID 119133		
Amendment Purpose & Effect(s) To extend the State's contract #25648 for a period of two (2) years. With this extension the vendor offered the State an additional 2% discount.					
Amendment Changes Contract End Date: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO		End Date: 03/31/2017			
TOTAL Contract Amount INCREASE or DECREASE per this Amendment (zero if N/A):			\$0		
Funding —					
FY	State	Federal	Interdepartmental	Other	TOTAL Contract Amount
TOTAL:					
American Recovery and Reinvestment Act (ARRA) Funding: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO					
Budget Officer Confirmation: There is a balance in the appropriation from which obligations hereunder are required to be paid that is not already encumbered to pay other obligations.				<i>CPO USE</i>	
Speed Chart (optional)		Account Code (optional)			

**AMENDMENT ONE
OF CONTRACT 25648**

This Amendment is made and entered by and between the State of Tennessee, Department of General Services, Central Procurement Office, hereinafter referred to as the "State" and Paradigm Solutions International, hereinafter referred to as the "Contractor." For good and valuable consideration, the sufficiency of which is hereby acknowledged, it is mutually understood and agreed by and between said, undersigned contracting parties that the subject contract is hereby amended as follows:

Contract section Term of Contract – Multi Year is deleted in its entirety and replaced with the following:
Term of Contract – Multi Year

Total Number of Years if all Options are Exercised: 6

Initial Contract Term With 5 Renewals

Start Date: April 1, 2011

Initial End Date: March 31, 2014

Final End Date: March 31, 2017

The anticipated effective (start) date and expiration (end) dates of the contract are shown above. If award has not been made by the anticipated effective date, then the contract shall become effective upon the date the bid is accepted and contract awarded by the State, as indicated by the purchasing agent's signature on the contract notice of award (note: the change of effective date may not result in a change of the anticipated expiration date.)

RENEWAL OPTIONS: This contract may be renewed upon satisfactory completion of the initial contract term. The State reserves the right to execute up to the number of renewal options listed above annually under the same terms and conditions for a period not to exceed 12 months each by the State. It is mutually understood and agreed that the State's commitment is limited to a base term contract, not to exceed twelve (12) months, which is subject to renewal annually at the State's sole option. Notwithstanding the above, the 5th renewal is for a period of two (2) years for a total of 72 months.

It is understood and agreed that the State reserves the right to extend the term contract period resulting from this solicitation an additional period of time, not to exceed 180 days beyond the normal expiration date of such contract, upon mutual written agreement by both parties, under the same terms and conditions. Provided, however, in no event shall the maximum term of a contract exceed a total of sixty (60) months.

Contract section Volume, Multi-Year is deleted in its entirety and replaced with the following:
Volume, Multi-Year

The total purchases of any individual item on the contract are not known. The Central Procurement Office has attempted to give an accurate estimate of probable purchases of each item from the current contract period and projected estimates for the new contract period. The Central Procurement Office does not guarantee that the state will buy any or all estimated amounts of any specified item or any total amount.

Estimated Funding New Contract Period

1st	12 MONTHS	\$ 85,000.00
2nd	12 MONTHS	\$ 105,000.00
3rd	12 MONTHS	\$ 130,000.00
4 th	12 MONTHS	\$ 160,000.00
5 th	12 MONTHS	\$ 160,000.00
6 th	12 MONTHS	\$ 160,000.00

The vendor/contractor will only be paid for products or services rendered hereunder pursuant to purchase order releases issued to vendor/contractor from the state. The vendor/contractor is not entitled to be paid

the maximum liability for any one year under the contract or any extensions of the contract for product or service not requested by the state. Maximum liability represents available funds for payment to vendor/contractor and does not guarantee payment of any such funds to the vendor/contractor per year under this contract unless the state requests product or service and vendor/contractor provides said product or service. The state is under no obligation to request product or service from vendor/contractor in any specific dollar amounts per year under this contract and the state may not request any product or service at all from vendor/contractor during the contract period.

Required Approvals. The State is not bound by this Amendment until it is signed by the contract parties and approved by appropriate officials in accordance with applicable Tennessee laws and regulations (depending upon the specifics of this contract, said officials may include, but are not limited to, the Commissioner of Finance and Administration, the Commissioner of Human Resources, and the Comptroller of the Treasury).

Amendment Effective Date. The revisions set forth herein shall be effective April 1, 2015. All other terms and conditions of this Contract not expressly amended herein shall remain in full force and effect.

IN WITNESS WHEREOF,

CONTRACTOR LEGAL ENTITY NAME:

SIGNATURE

DATE

PRINTED NAME AND TITLE OF SIGNATORY (above)

STATE AGENCY NAME:

AGENCY HEAD NAME & TITLE

DATE



STATE OF TENNESSEE, DEPARTMENT OF GENERAL SERVICES
CENTRAL PROCUREMENT OFFICE

Statewide Multi-Year Contract Issued to:

Paradigm Solutions International Inc
Ste 9 & 10
3900 Industrial Park Dr
Altoona, PA 16602

Vendor ID: 0000119133

Contract Number: 000000000000000000025648

Title: RSW 381 OpsPlanner Disaster Rc

Start Date : April 01, 2011

End Date: March 31, 2015

Is this contract available to local government agencies in addition to State agencies?: No

Purchases by Local Government and Authorized Non-Profit Agencies (SWC) - T500

The purpose of this Invitation to Bid is to establish a source or sources of supply for all state agencies, local governmental agencies within the geographic limits of the State of Tennessee, any private nonprofit institution of higher education chartered in Tennessee, and any corporation which is exempted from taxation under 26 U.S.C. Section 501(c) (3) as amended and which contracts with the Department of Mental Health and Mental Retardation to provide services to the public (T.C.A. 33-2-401). Purchases by local governmental agencies, private institutions of higher education, and authorized corporations are optional with those agencies, private institutions of higher education, and corporations and offers to sell to local governmental agencies are optional with the bidder.

Contract Contact Information:

State of Tennessee
Department of General Services, Purchasing Division
Contract Administrator: Sharon L. Pope
312 Rosa L. Parks Ave.
TN Tower, 3rd Floor
Nashville, TN 37243
Phone: 615/741-9588
Fax: 615-741-0684

Line Information

Line 1

Item ID: 1000133102

Paradigm Solutions OpsPlanner: One-Time Installation/Set-up as Specified in Specification Section 2.3 and its Subsections

Unit of Measure: EA

Unit Price: \$ 1600

Line 2

Item ID: 1000133108

Paradigm Solutions: Annual Fee Per 1 GB of Additional Storage

Unit of Measure: EA

Unit Price: \$ 2500

Line 3

Item ID: 1000133109

Paradigm Solutions OpsPlanner: Web Based Administrator/End-User Training Daily Rate as Specified in Specification Section 3.0 and its Subsections

Unit of Measure: DA

Unit Price: \$ 1200

Line 4

Item ID: 1000133103

Paradigm Solutions OpsPlanner: Annual Subscription Fee Per Named User

Unit of Measure: EA

Unit Price: \$ 32

Line 5

Item ID: 1000133104

Paradigm Solutions OpsPlanner: Annual Subscription Fee Per Concurrent User

Unit of Measure: EA

Unit Price: \$ 800

Line 6

Item ID: 1000133106

Paradigm Solutions OpsPlanner: Annual Burstable Option Fee Per Named User as Specified in Specification Section 2.5

Unit of Measure: EA

Unit Price: \$ 4.8

Line 7

Item ID: 1000133107

Paradigm Solutions OpsPlanner: Annual Business Impact Analysis

Unit of Measure: EA

Unit Price: \$ 3200

Line 8

Item ID: 1000134265

Paradigm Solutions OpsPlanner BIA Expert: Annual Technical Support/Maintenance Fee as Specified in Specification Section 2.4 and its Subsections

Unit of Measure: EA

Unit Price: \$ 480

Line 9

Item ID: 1000135671

Paradigm Solutions OpsPlanner: Annual Technical Support/Maintenance Fee Per Concurrent User as Specified in Specification Section 2.4 and its Subsections

Unit of Measure: EA

Unit Price: \$ 100

Line 10

Item ID: 1000133105

Paradigm Solutions OpsPlanner: Annual Technical Support/Maintenance Fee Per Named User as Specified in Specification Section 2.4 and its Subsections

Unit of Measure: EA

Unit Price: \$ 4

Line 11

Item ID: 1000135672

Paradigm Solutions OpsPlanner: Annual Burstable Option Fee Per Concurrent User

Unit of Measure: EA

Unit Price: \$ 160

Line 12

Item ID: 1000142130

Paradigm Solutions OpsPlanner: Annual Fee for Emergency Notification Messaging for 1000 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 11640

Line 13

Item ID: 1000142131

Paradigm Solutions OpsPlanner: Annual Fee for Emergency Notification Messaging for Each Additional 1000 Recipients over 1000 Recipients and up to 9,999 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 6000

Line 14

Item ID: 1000142132

Paradigm Solutions OpsPlanner: Annual Fee for Emergency Notification Messaging for 10,000 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 48500

Line 15

Item ID: 1000142133

Paradigm Solutions OpsPlanner: Annual Fee for Emergency Notification Messaging for Each Additional 10,000 Recipients for more than 10,000 Recipients, Unlimited Messages

Unit of Measure: EA

Vendor Item/Part #:

Manufacturer Item #:

Unit Price: \$ 4850

Line 16

Item ID: 1000142134

Paradigm Solutions OpsPlanner: Annual Support Fee for Emergency Notification Messaging for 1000 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 1450

Line 17

Item ID: 1000142135

Paradigm Solutions OpsPlanner: Annual Support Fee for Emergency Notification Messaging for Each Additional 1000 Recipients over 1000 Recipients and up to 9,999 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 750

Line 18

Item ID: 1000142136

Paradigm Solutions OpsPlanner: Annual Support Fee for Emergency Notification Messaging for 10,000 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 6100

Line 19

Item ID: 1000142137

Paradigm Solutions OpsPlanner: Annual Support Fee for Emergency Notification Messaging for Each Additional 10,000 Recipients for more than 10,000 Recipients, Unlimited Messages

Unit of Measure: EA

Unit Price: \$ 600

APPROVED: Michael F. Perry BY: Shane Rose 3-31-14
CHIEF PROCUREMENT OFFICER PURCHASING AGENT DATE