

MA 18P 23070500000000000001  
MODIFICATION

**State of Maine**



**Master Agreement**

**Effective Date:** 07/05/23

**Expiration Date:** 04/30/26

**Master Agreement Description:** Technology Products, Solutions and Related Services

**Buyer Information**

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

**Issuer Information**

Nancy Tan 207-458-6050 ext. nancy.tan@maine.gov

**Requestor Information**

Nancy Tan 207-458-6050 ext. nancy.tan@maine.gov

**Agreement Reporting Categories**

**Reason For Modification:** To update vendor's contact information.

**Authorized Departments**

ALL

**Vendor Information**

**Vendor Line #:** 1

**Vendor ID**

VC1000037439

**Vendor Name**

INSIGHT PUBLIC SECTOR

**Alias/DBA**

**Vendor Address Information**

6820 S HARL AVE

TEMPE, AZ 85283

US





**RIDERS**

<input checked="" type="checkbox"/>	The following riders are hereby incorporated into this Contract and made part of it by reference: (check all that apply)
<input checked="" type="checkbox"/>	Rider A – Scope of Work and/or Specifications
<input type="checkbox"/>	Rider B – Terms and Conditions
<input type="checkbox"/>	Rider C - Exceptions
<input type="checkbox"/>	Bid Cover Page and Debarment Form
<input checked="" type="checkbox"/>	Debarment, Performance, and Non-Collusion Certification
<input checked="" type="checkbox"/>	Price sheet (attach excel spreadsheet to post on website)
<input checked="" type="checkbox"/>	Other – Omnia's official signed contract #23-6692-03 (Attachment A)

**RIDER A**  
**Scope of Work and/or Specifications**

The purpose of this master agreement is to order technology, products, solutions, and related services on an as-needed basis. This master agreement is subject to Omnia contract number 23-6692-03, which is hereby incorporated. Due to file size limits, please go to the Omnia website to view the official signed contract.

Link: <https://www.omniapartners.com/suppliers/insight-public-sector/public-sector/contract-documents?hsCtaTracking=479a42a4-41fb-4628-b452-20eb4ce20d29%7Cc1e4ae9b-fa33-4909-9128-9777b5da082d>

All state agencies may submit delivery orders including the agreed upon prices and discounts until the expiration date of the master agreement. All delivery orders and formal price quotations will be subject to the terms, conditions, discounts, and pricing of this master agreement.



## OMNIA Partners Technology Product Solutions & Related Services

Contract No. 23-6692-03

### Product Pricing Structure

Cisco Solutions			
Product Category	Discount off MSRP (Government)		Discount off MSRP (Education)
Hardware / Software (Cisco Core & Compute)	36%		36%
Cisco Market	10%		10%
Cisco Technical and Maintenance Services	8%		8%
Cisco Net / Learning Credits / Training / Advanced Services / Other Cisco Support & Services	0%		0%
SMARTnet	Incumbent	Non-Incumbent	All
	16%	8%	28%

AWS & GCP Solutions *	
Product Category	Discount off MSRP
All	1.0%

Microsoft Software	
Product Category	Cost Plus Percentage
Microsoft Software (including Cloud)	3.5%
Microsoft CSP	15.0%

All Other Products		
Product Category	Description	Discount off Insight List Price
Accessories	Desktop Accessories	5.0%
	Display Accessories	4.0%
	Handheld Accessories	5.0%
	Keyboards & Mice	4.5%
	Mobile Phone Accessories	1.5%
	Mobile Phones	0.5%
	Networking Accessories	4.5%
	Notebook Accessories	4.0%
	Notebook Batteries	3.5%
	POS Accessories	4.0%
	Power Accessories	4.5%
	Printer Accessories	4.0%
	Projector Accessories	4.0%
	Server Accessories	3.5%
	Wireless Accessories	4.0%
Wireless LAN Accessories	4.0%	
Boards	System Components	3.0%
Cables	Cables	7.0%
	Cables Custom	7.0%
	Cables Printer	7.0%
Consumables	Printer Consumables	4.0%



## OMNIA Partners Technology Product Solutions & Related Services

Contract No. 23-6692-03

### Product Pricing Structure

Product Category	Description	Discount off Insight List Price
Devices	Desktops	0.5%
	Handhelds	0.5%
	Notebooks	0.5%
Digital Imaging	Imaging Accessories	5.0%
	Imaging Camcorders	3.5%
	Imaging Digital Cameras	3.5%
	Imaging Scanners	3.5%
	Network Video	3.5%
Displays	Displays	1.5%
	Projectors	4.0%
Licensing & Software	Cloud *	1.0%
	Licensing Backup	2.0%
	Licensing Business Application	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Cloning	2.0%
	Licensing Collaboration	2.0%
	Licensing Computer Security	2.0%
	Licensing Database	2.0%
	Licensing Development	2.0%
	Licensing Financial	2.0%
	Licensing Flow Chart	2.0%
	Licensing Graphic Design	2.0%
	Licensing Handheld	2.0%
	Licensing Network OS	2.0%
	Licensing OS	2.0%
	Licensing Personal Organization	2.0%
	Licensing Reference	2.0%
	Licensing Report Analysis	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Utilities	2.0%
	Licensing Virtualization	2.0%
	Licensing Web Development	2.0%
	Licensing Word Processing	2.0%
	Software Backup	2.0%
	Software Barcode/OCR	2.0%
	Software Business Application	2.0%
	Software CAD/CAM	2.0%
	Software Cloning	2.0%
	Software Collaboration	2.0%
	Software Computer Security	2.0%
	Software Database	2.0%
	Software Development	2.0%
	Software Financial	2.0%
Software Flow Chart	2.0%	
Software Graphic Design	2.0%	
Software Handheld	2.0%	
Software Network OS	2.0%	
Software OS	2.0%	



## OMNIA Partners Technology Product Solutions & Related Services

**Contract No. 23-6692-03**

### Product Pricing Structure

Product Category	Description	Discount off Insight List Price
<b>Licensing &amp; Software (continued)</b>	Software Personal Organization	2.0%
	Software Reference	2.0%
	Software Report Analysis	2.0%
	Software Spreadsheet	2.0%
	Software Utilities	2.0%
	Software Virtualization	2.0%
	Software Web Development	2.0%
	Software Word Processing	2.0%
<b>Media</b>	Media 4mm Tape	4.5%
	Media AIT Tape	4.5%
	Media DAT Tape	5.0%
	Media DLT Tape	4.5%
	Media LTO/Ultrium Tape	4.0%
	Media Magneto-Optical	4.5%
	Media Optical	4.5%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
	Media VXA Tape	4.0%
	Media Zip	4.0%
<b>Memory</b>	Memory Desktop	4.5%
	Memory Flash	4.5%
	Memory Networking	4.0%
	Memory Notebook	4.5%
	Memory Printer/Fax	4.0%
	Memory Server	4.0%
<b>Networking</b>	10/100 Hubs & Switches	2.5%
	Bridges & Routers	2.5%
	Gigabit Hubs & Switches	2.5%
	Hardware Firewalls	3.0%
	Intrusion Detection	3.5%
	KVM	4.0%
	Modems	4.0%
	Network Adapters	3.5%
	Network Testing Equipment	2.0%
	Networking Communications	3.5%
	Repeaters & Transceivers	3.0%
	Telephony	4.0%
<b>POS</b>	POS Displays	4.0%
	POS Scanners	4.0%
	Printers Label	4.0%
<b>Power</b>	Power Data Center	4.0%
	Power Surge Protector	4.5%
	Power UPS	1.5%
<b>Printers</b>	Fax Machine	2.5%
	Multi-Function	2.5%
	Printers Dot Matrix	2.0%
	Printers Inkjet	2.0%





## OMNIA Partners Technology Product Solutions & Related Services

Contract No. 23-6692-03

### Product Pricing Structure

Product Category	Description	Discount off Insight List Price
<b>Printers (continued)</b>	Printers Laser	1.5%
	Printers Wide Format	0.5%
<b>Servers</b>	Servers 1 Processor	4.0%
	Servers 2 Processor	2.0%
	Servers 4+ Processor	2.5%
	Servers Blade	3.5%
	Servers Tower	2.0%
	Servers Unix	2.0%
<b>Services (SKU-based)</b>	Advanced Integration	1.0%
	Asset Disposal	1.0%
	Asset Management	1.0%
	Electronic Services	1.0%
	Internal Lab Service	1.0%
	Lab Fees	1.0%
	Managed Services	1.0%
	Miscellaneous Solutions	1.0%
	PC Lab Order Service	1.0%
	Service Charge	1.0%
Service Parts	1.0%	
<b>Storage</b>	Adapters Fibre Channel	3.0%
	Adapters FireWire/US	4.0%
	Adapters IDE/ATA/SAT	4.0%
	Adapters RAID	2.5%
	Adapters SCSI	3.0%
	Disk Arrays	3.5%
	Disk Arrays JBOD	3.5%
	Drives Magneto-Optical	3.0%
	Drives Removable Disk	4.0%
	Hard Disks External	3.0%
	Hard Disks Fibre Channel	3.0%
	Hard Disks IDE/ATA/SAT	4.0%
	Hard Disks Notebook	3.5%
	Hard Disks SCSI	3.0%
	Optical Drives CD-ROM	3.0%
	Optical Drives CD-RW	3.5%
	Optical Drives DVD/CD	2.0%
	Optical Drives DVD-ROM	4.0%
	Optical Drives DVD-RW	3.5%
	Storage Accessories	4.0%
	Storage NAS	2.0%
	Storage SAN	3.0%
	Tape Autoloaders AIT	3.5%
	Tape Autoloaders DAT	3.5%
	Tape Autoloaders DLT	2.0%
	Tape Autoloaders LTO	2.0%
	Tape Drives 4mm	3.5%
	Tape Drives 8mm/VXA	3.5%
	Tape Drives AIT	2.5%



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Contract No. 23-6692-03

### Product Pricing Structure

Product Category	Description	Discount off Insight List Price
<b>Storage (continued)</b>	Tape Drives DAT	3.5%
	Tape Drives DLT	3.5%
	Tape Drives LTO/Ultra	3.5%
	Tape Drives SDLT	3.5%
	Tape Drives Travan	3.5%
<b>Training</b>	Training Courses	1.0%
	Training Reference Material	1.0%
<b>Warranties</b>	Complex Warranties	2.5%
	Licensing Warranties	2.0%
	Networking Warranties	2.5%
	Software Warranties	2.0%
	Warranties Electronic	2.5%
	Warranties Physical	2.5%

\* Purchases made on marketplace platforms (or other platforms where providers make third party solutions available for purchase) are not eligible for discounts.



## OMNIA Partners Technology Product Solutions & Related Services

Contract No. 23-6692-03

### Services Pricing Structure

Service Category	Discount off Insight List Price
Consulting Services	10%
Consulting services drive value across the entire enterprise through strategy, design, technology, and industry expertise—from guiding Agile and Scrum methodologies to leading OCM and transformation.	
Managed Services	10%
Managed services integrate with a client's operations and provide a full breadth of services ranging from reactive technical support to comprehensive 24/7 monitoring, management, and reporting as well as services designed to cover infrastructure security.	
Professional and Lifecycle Services	10%
Professional services provide support to optimize IT environments across public, private, and hybrid infrastructure, enabling organizations to expand and evolve to meet the demands of application workloads, accelerating business transformation, and achieving strategic objectives.	
Other Services Not Listed Above	1%
As may be offered by Insight from time to time.	

Functional Role	Insight List Price Hourly Rate	Discount	Contract Hourly Rate
Material Handler	\$55.00	10%	\$49.50
Service Desk Representative	\$60.50	10%	\$54.45
Services Technician – Cabling	\$60.50	10%	\$54.45
Deployment Coordinator	\$66.00	10%	\$59.40
Services Operations Specialist	\$66.00	10%	\$59.40
Services Technician Sr. – Cabling	\$66.00	10%	\$59.40
Service Desk Representative Sr.	\$77.00	10%	\$69.30
Systems Administrator	\$88.00	10%	\$79.20
Associate Consultant I	\$104.50	10%	\$94.05
Ops Business Analyst 2	\$104.50	10%	\$94.05
Supervisor Services	\$104.50	10%	\$94.05
Deployment Manager	\$110.00	10%	\$99.00
Billing Associate	\$115.50	10%	\$103.95
Infrastructure Technician II	\$115.50	10%	\$103.95
Project Coordinator	\$115.50	10%	\$103.95
Project Coordinator Sr.	\$121.00	10%	\$108.90
Business Analyst I	\$132.00	10%	\$118.80
Sr. Supervisor Services	\$137.50	10%	\$123.75
Infrastructure Technician Sr.	\$143.00	10%	\$128.70
Service Delivery Manager	\$143.00	10%	\$128.70
Associate Engineer	\$154.00	10%	\$138.60
Transition Manager	\$159.50	10%	\$143.55
Business Analyst II	\$165.00	10%	\$148.50
Cabling Project Manager	\$170.50	10%	\$153.45
Associate Consultant II	\$176.00	10%	\$158.40
Consultant I	\$187.00	10%	\$168.30
Services Technician	\$187.00	10%	\$168.30



**OMNIA Partners Technology Product Solutions & Related Services**  
**Contract No. 23-6692-03**  
**Services Pricing Structure**

<b>Functional Role</b>	<b>Insight List Price Hourly Rate</b>	<b>Discount</b>	<b>Contract Hourly Rate</b>
Services Technician Sr.	\$187.00	10%	\$168.30
Sr. Cabling Project Manager	\$203.50	10%	\$183.15
Client Services Manager I	\$220.00	10%	\$198.00
Consultant II	\$220.00	10%	\$198.00
Consultant	\$225.50	10%	\$202.95
Business Analyst Sr.	\$231.00	10%	\$207.90
Project Manager	\$236.50	10%	\$212.85
Consultant Sr.	\$253.00	10%	\$227.70
Engineer	\$253.00	10%	\$227.70
Project Manager Sr.	\$269.50	10%	\$242.55
Transition Manager Sr.	\$269.50	10%	\$242.55
Manager Programs	\$275.00	10%	\$247.50
Sr. Consultant	\$275.00	10%	\$247.50
Client Services Manager II	\$286.00	10%	\$257.40
Manager Services	\$291.50	10%	\$262.35
Engineer Sr.	\$297.00	10%	\$267.30
Delivery Engineer II	\$302.50	10%	\$272.25
Managing Consultant	\$302.50	10%	\$272.25
Architect I	\$330.00	10%	\$297.00
Sr. Managing Consultant	\$335.50	10%	\$301.95
Delivery Engineer III	\$341.00	10%	\$306.90
Principal Consultant	\$363.00	10%	\$326.70
Architect II	\$390.50	10%	\$351.45
Solutions Architect	\$401.50	10%	\$361.35
Sr. Principal Consultant	\$423.50	10%	\$381.15
Architect Sr.	\$451.00	10%	\$405.90
Sr. Manager Services	\$605.00	10%	\$544.50
Specialty	\$660.00	10%	\$594.00

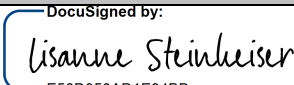
### Debarment, Performance, and Non-Collusion Certification

*By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:*

- a. *Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. *Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
  - i. *fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
  - ii. *violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;*
  - iii. *are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*
  - iv. *have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*
- c. *Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- **Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

*To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.*

Name: Lisanne Steinheiser	Title: Global Compliance Officer
Authorized Signature: 	Date: 7/10/2023