



Security Technology Services

2014 DES Training Conference & Trade Show

*Presented by Dale Colbert and Tommi Robison
September 10, 2014*

12:45-1:45

Introductions

Dale Colbert

Longtime state Master Contract writer,
currently at Department of Enterprise Services

Tommi Robison

Well known security consultant, currently at
ASG, a state contractor



Objectives today

- * Introduce you to the state security contract
 - o know what it is
 - o know where to find it
 - o know how to use it



What are we talking about ?

* What do you mean “security” ?

- o what it is not...
- o what it is
- o what else it is
- o and maybe its even...



What are we talking about ?

- * What do you mean “contract” ?
 - o what it is not...
 - o what it is
 - o what else it is
 - o and maybe its even...



What are we talking about ?

- * What do you mean “contract” ?
 - o how did it get here
 - o where is “here”
 - o what does it do
 - o who could it do “that” for



Where do I find it?

- * Where does information about the “contract” live ?
 - o where do I look
 - o what will I find
 - o how do I use it



HOME

welcome

SERVICES

what we do and provide

ABOUT

who we are

CONTACT

get in touch with us



Search

Go

for Business

for Government

for Public

for State Employees

News and Events

- Capitol Building repairs, cleaning begin Sept. 2 - 08/29/2014
- Changes in campus recycling begin Sept. 2 - 08/25/2014
- Attendee registration opens for the 2014 DES Trade Show
- Aug. 18 tree removal work to close section of 11th Avenue - 08/15/2014
- New Capitol Campus botanical tours now available - 08/12/2014
- Construction, closures to begin on west Capitol Campus - 08/01/2014
- Tree removal and roof work to begin at Natural Resources Building Saturday - 07/31/2014
- Annual festival to impact campus streets July 16 - 20 - 07/15/2014

Featured Article

IT efficiencies

Enterprise Technology Solutions (ETS), a division within Enterprise Services, has posted a portfolio of projects and efficiencies accomplished since the agency was formed in Oct. 2011. [More info ...](#)



Where do I find it?

- Small Agency Services
 - Available Master Contracts
 - Facility Services
 - IT Contracts
- * IT Access
 - * Printing and Mail
 - * Reserve a vehicle
 - * Surplus



Where do I find it?

The screenshot shows the website for the Washington State Department of Enterprise Services. The navigation bar includes links for HOME (Welcome), SERVICES, ABOUT (who we are), and CONTACT (get in touch with us). The logo for the Washington State Department of Enterprise Services is in the top right. A breadcrumb trail reads: home > services > it systems & solutions > it contracts & purchasing. A search bar is located in the top right with a 'Go' button. A left sidebar menu lists: IT Contracts & Purchasing (selected), Technology Master Contracts & Enterprise Agreements, Technology Consulting and Purchasing, Technology Leasing, System Access & Support, Enterprise Reporting, and IT Efficiency Facts. The main content area is titled 'IT Contracts & Purchasing' and contains three sections: 'Technology Master Contracts' (allowing agencies to purchase directly from the vendor), 'Technology Consulting and Purchasing Services' (providing a convenient source for IT products), and 'Technology Leasing' (helping reduce costs of desktop PCs, laptops, printers, or servers).

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Washington State Department of
Enterprise Services

home > services > it systems & solutions > it contracts & purchasing

Search Go

IT Contracts & Purchasing

- Technology Master Contracts & Enterprise Agreements
- Technology Consulting and Purchasing
- Technology Leasing
- System Access & Support
- Enterprise Reporting
- IT Efficiency Facts

IT Contracts & Purchasing

Technology Master Contracts allow agencies to purchase directly from the vendor. State government saves money through pre-negotiated volume pricing, and the avoidance of duplicated procurement efforts by multiple agencies for the same products.

Technology Consulting and Purchasing Services provides state and local government with a convenient source for regarding information technology products. You can achieve significant savings from our labor-saving support, technology recommendations, and collective purchasing power.

Technology Leasing helps state agencies reduce the costs of desktop PCs, laptops, printers, or servers. With the Lease Program, agencies have a cost-effective solution for replacing old or obsolete equipment. This technology replacement strategy helps agencies stay current and meet state technology standards, while reducing technology costs by 10 to 15 percent.

Featured Links

Resources

About Enterprise Services



Where do I find it?

The screenshot shows the Washington State Department of Enterprise Services website. The navigation menu includes HOME (Welcome), SERVICES, ABOUT (Who We Are), and CONTACT (Get in touch with us). The breadcrumb trail is: home > services > it systems & solutions > it contracts & purchasing > technology master contracts & enterprise agreements. The page title is "Technology Master Contracts & Enterprise Agreements".

Technology Master Contracts & Enterprise Agreements

- Are mandatory-use contracts.
- Are administered by Enterprise Services.
- Are used by governmental entities to purchase products and services directly from the contractors.
- Purchasers must have completed a [Master Contracts Usage Agreement \(MCUA\)](#).
- Contact the [Solutions Center](#) with questions.

Contract List:

- [Cabling](#)
- [Cell phones and service plans](#)
- [Cloud Services](#)
- [Computer equipment](#)
- [Data communication](#)
- [Data encryption](#)
- [Digital Communication Services](#)
- [Information Technology Professional Services \(ITPS\)](#)
- [Information Technology Service Management \(ITSM\) Software as a Service \(SaaS\)](#)
- [Long Distance Calling Card](#)
- [Maintenance](#)
- [Media storage \(off-site\)](#)
- [Mobile Computing Solutions \(for in-vehicle use\)](#)
- [Printers](#)
- [Research](#)
- [Security Management](#)
- [Servers](#)



Information Portal

HOME
welcome

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home > services > it systems & solutions > it contracts & purchasing > technology master contracts & enterprise agreements > security management

Technology Master Contracts & Enterprise Agreements

- Cabling
- Cell Phones and Service Plans
- Cloud Services
- Computer Equipment
- Data Communication
- Data Encryption
- Information Technology Professional Services
- Information Technology Services Management (ITSM) Software as a Service (SaaS)
- Long Distance Calling Card
- Maintenance
- Master Contract FAQs
- Media Storage (off site)
- Mobile Computing Solutions
- Research
- Security Management
- Small Phone Systems

Security Management

Master Contract

- Immediately available to cities, counties, and other non-state agency entities with a [Master Contracts Usage Agreement \(MCUA\)](#) in place.
- May be used by state agencies only with written permission from the contract administrator.
- Users purchase directly from contractor.

Contractor	Contract and Information	Contractor Representative
 <small>aronsonsecuritygroup</small> Your Trusted Security Advisor	<p>Contract Document: #04814</p> <p>Expires: 06/01/2016</p> <p>Pricing</p> <p>Contractor Website</p> <p>DES Contract Administrator Dale Colbert (360) 407-9425 Dale.Colbert@des.wa.gov</p>	<p>ASG Client Manager State and Local Government: John Holland</p> <p>Ph: (206) 245-1479 Cell: (206) 852-8428</p> <p>Strategic Development Manager: Tommi Robison</p> <p>Ph: (206) 245-1461 Cell: (206) 225-7596</p>



What is it?

PARTICIPATING ADDENDUM
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION, LLC
Security & Protection [NV RFP 3047) Contracts
Administered by the State of Nevada (hereinafter "Lead State")

MASTER AGREEMENT by and between
ARONSON SECURITY GROUP, INC
(hereinafter "Contractor")

And

Washington State Department of Enterprise Services
(hereinafter "Participating State")
Participating State Contract #04814

Page I of 47

I. Scope: This is an addendum to WSCA NASPO Contract 3047 administered by the state of Nevada. It encompasses Security & Protection products, services, and maintenance in the categories identified below, which were bid and awarded by the State of Nevada for use by state agencies and other entities located in Participating states. Language contained here supersedes and is in addition to the language of that parent contract. The State of Washington authorizes other publicly funded entities to use this contract noting the restrictions in Section 2 and 3 below.



What is it?

Referenced Contract and Category Awards:

Nevada RFP 3047 - Security & Protection Services

Security a. Protection Category 1 – Access Control

Security a. Protection Category 3 – Closed Circuit TV

2. Participation: Use of specific WSCA cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state/entity contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official. The resulting contract will also be available for use by all members of the State's Master Contract Usage Agreement (MCUA) which replaced the Washington State Purchasing Cooperative (WSPC). Qualified users include, where applicable: institutions of higher education, political subdivisions, and non-profit corporations.



Who could it do that for?

3. Participating State Modifications and Additions to Master Agreement:

Use of this contract in Washington State is limited in the following instances:

- a. Political and non-profit entities within the State of Washington may use this contract without further process provided they have completed, filed and been accepted in the Washington State's Master Contract Usage Agreement (MCUA) process. No use by others is a valid use. Use of the contract in conflict with its' language is not binding on any party and does not satisfy statutory requirements.
- b. Washington State Agencies may use this contract with the prior written approval of the state's Contract Administrator.



Finding Pricing

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[home](#) > [services](#) > [it systems & solutions](#) > [it contracts & purchasing](#) > [technology master contracts & enterprise agreements](#) > [security management](#)

Technology Master Contracts & Enterprise Agreements

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 <small>aronsongroup</small> Your Trusted Security Advisor	Contract Document: #04814 Expires: 06/01/2016 Pricing Contractor Website DES Contract Administrator Dale Colbert (360) 407-9425 Dale.Colbert@des.wa.gov	ASG Client Manager State and Local Government: John Holland Ph: (206) 245-1479 Cell: (206) 852-8428 Strategic Development Manager: Tommi Robison Ph: (206) 245-1461 Cell: (206) 225-7596



How do I find pricing?

04814 Security Pricing

Item	Aronson Security Group (ASG)
Consulting	
Normal Hours*	\$200
Premium Hours	\$300
System Design Engineering - CAD	
Normal Hours*	\$ 90
Premium Hours	\$135
Project Manager	
Normal Hours*	\$120
Premium Hours	\$180
System Hardware - Field Tech	
Normal Hours*	



Finding the contractor?

- * Who is on contract and what can they do?
 - o Where am I in the journey
 - o what are my next steps



...about the contractor

Washington State Dept
Enterprise

HOME welcome | SERVICES | ABOUT who we are | CONTACT get in touch with us

home > services > it systems & solutions > it contracts & purchasing > technology master contracts & enterprise agreements > security management

Search

Security Management

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....the contractor

asg
aronsonsecuritygroup

Your Trusted Security Advisor

Home Solutions Markets Customer Care Partners About ASG Blog

Your Market. Your Mission. Your Value. Your Security.
Aronson Security Group

Commerce

Your market and your mission should be secured and enabled by security. ASG is not just an advisor; we reduce costs and drive innovation so you can compete at a different level.

ASG is known as the premier independent provider of risk, resilience, and security solutions. We help you mitigate risk, ensure organizational resilience, increase the level of innovation while decreasing costs, and at the same time, accelerate the value of your organization. We strive to understand the mission of our customers and the duration of our relationship and work to ensure that we are providing the most effective and efficient solutions to their needs.

News & Updates

THE GREAT CONVERSATION™
October 27 & 28
Charlottesville, Virginia

ASG Announced as the co-host for The Great Conversation on the east coast in October 2014
[Click here for full article](#)

ASG Announces Organization Move Around Business Optimization Center Services
[Click here to read full press release](#)

Seattle Business
WASHINGTON'S



....the contractor

Your Trusted Security Adv

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Blog

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- Leadership
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About ASG

ASG is the premier independent provider of risk, resilience, and security solutions. Through a Global Security Network of partners, ASG delivers end-to-end security program services that drive value and mitigate risk. For over 50 years, ASG has been providing engineering excellence, world class service, and security expertise to premier regional, national, and global organizations.

ASG's Path to Value: *Our Disciplined Approach to Security Solutions*

Connect with ASG

THE GREAT CONVERSATION
October 2011
Chantilly, Vir

ASG and Kratos w
hosting a *leading se*
industry event thi
called The
Conversation
Technology Show
Learn more and re
today!

ASG has organized every employee in the company around the client. From account executives to project managers to engineers, our staff is focused on surpassing our clients' expectations and facing every job with the professionalism and attention to detail necessary for success.



Who will I find?

Lets visit



Questions

- Speaker: Dale Colbert
 - Speaker Agency: Department of Enterprise Services
 - Speaker Email . Dale.Colbert@des.wa.gov
 - Speaker Phone 360-47-9425
-
- Speaker: Tommi Robison
 - Speaker Agency: ASG Aronson Security Group
 - Speaker Email . Tommi.Robison@AronsonSecurity.com>
 - Speaker Phone 206-284-7716

