



WSCA
WIRELESS VOICE SERVICES,
WIRELESS DATA SERVICES,
ACCESSORIES, EQUIPMENT &
DEVICES

State of Nevada Contract Number 1907



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Webinar Participation Tips....

Please enter your **Attendee ID** – you will not receive a verbal ‘prompt’ to do so.

- Open the Meeting Info tab/box
- Enter your Attendee ID into your phone.

This will synch your phone and name to help identify you.

After the initial welcome and attendee introductions, please consider muting your phones until the question and answer period.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Success!!!

The WSCA Wireless Contracts have been very successful thanks to it's widespread use by States, Political Subdivisions and Employees. In 2009 the contracts generated \$2.1 Billion in sales. In 2010, \$2.8 Billion. For calendar year 2011, the four contracts generated \$3.4 Billion in sales and it is still growing!



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Our Sourcing Team Members:

- Camber Thompson ~ Arkansas
- Debbie Gunderson ~ Utah
- Gerrie Becker ~ New Mexico
- Jason Soza ~ Alaska
- John Bright ~ Nevada
- Pam Johnson ~ Oregon
- Laura Bybee ~ Oklahoma
- Marie Langhorn ~ Colorado
- Mike Callahan ~ Washington

A huge THANK YOU to all!



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Getting Started

A Pre-Procurement Concept Meeting was held prior to the release of the RFP, and a Pre-Proposal Conference was held after the release of the RFP. There were ten vendors and several Sourcing Team members in attendance at both events.

It was decided during the Concept meeting that we would add two new separate bands to the contract. The solicitation went out for Wireless Voice Service, Wireless Data Service, and Accessories, Equipment and Devices. Vendors could opt to propose on one, two or all three bands.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Procurement Process

- A competitive solicitation was done in compliance with State of Nevada Statutes
- Release Date – February 3, 2011
- Proposal Opening Date – April 4, 2011
- Scoring meetings were held – May 2011
- Negotiations began May 24, 2011



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Evaluation Process & Scoring

The proposals were consistently scored on the following criteria and each “band” was scored separately:

- Reasonableness of cost (35%)
- Demonstrated competence (30%)
- Experience in performance of comparable engagements (20%)
- Conformance with the terms of this RFP(10%)
- Expertise and availability of key personnel (5%)

Note: Financial stability was scored on a pass/fail basis



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES ACCESSORIES, EQUIPMENT & DEVICES

Proposals were received from the following vendors:

AT&T Mobility – Proposing all bands

Cellco Partnership dba Verizon Wireless – Proposing all bands

DiscountCell, Inc. – Proposing Accessories, Equipment, and Devices only

LG Ericsson USA, Inc. – Proposing Accessories, Equipment, and Devices only

MTPCS, LLC dba Cellular One (Montana Only) – Proposing all bands

One Source Mobile - Proposing Accessories, Equipment, and Devices only

Ruckus Wireless, Inc. –Proposing Wireless Data only

Sprint Solutions, Inc. – Proposing all bands

TESSCO Incorporated - Proposing Accessories, Equipment, and Devices only

T-Mobile USA, Inc. – Proposing all bands

V's Accessories, dba Yes of Course - Proposing Accessories, Equipment, and Devices only



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Final awards were issued to:

- AT&T Mobility – All bands
- Cellco Partnership dba Verizon Wireless – All bands
- DiscountCell, Inc. - Accessories, Equipment & Devices
- MTPCS, LLC dba Cellular One (Montana Only) All bands
- Sprint Solutions, Inc. – All bands
- TESSCO Incorporated – Accessories, Equipment & Devices
- T-Mobile USA, Inc. – All bands



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Pricing

Although there are many more details involved in the pricing of these contracts, generally speaking, the discounts offered off of published pricing are as follows:



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Corporate Liable Accounts

- AT&T Mobility – 25% (past contract was 20% amended to 22%)
- Sprint Solutions, Inc. – 25% (past contract was 25%)
- T-Mobile USA, Inc. – 16% (past contract was 15%)
- Verizon Wireless – 23% (past contract was 18%)
- DiscountCell – 5 - 20% (off of Commercial pricing)**
- TESSCO – 1-35% (off of MSRP pricing)

**Discount is off of Commercial pricing, which is already 10-60% below MSRP.

**Please note discount may be reduced by the amount of any State/Entity Administrative Fees



**WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES**

Individual Liable Accounts

(where allowed)

- AT&T Mobility – 17% (past contract was 15%)
- Sprint Solutions, Inc. – 18% (past contract was 15%)
- T-Mobile USA, Inc. – 15% (past contract was 15%)
- Verizon Wireless – 18% (past contract was 18%)
- DiscountCell – 5-20% (off of Commercial pricing)**
- TESSCO – 1-35% (off of MSRP pricing)

**Discount is off of Commercial pricing, which is already 10-60% below MSRP.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Other Pricing

In addition to percent off of published pricing, vendors provided plan pricing for certain bundled or pooled plans and have provided discount pricing on accessories. Please see individual proposals for details.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Who Can Use

- All Participating WSCA States
- All Participating NASPO States
- Any Political Sub-Division with permission from the Chief Procurement Official for that State.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Next Steps

Each Participating State/Entity must execute Participating Addendum(s) as desired with selected vendor(s). Each vendor's Contract documents and Participating Addendum can be found on either of the websites listed below:

➤ Nevada State Purchasing Website

<http://purchasing.state.nv.us>

And

➤ WSCA Website

www.aboutwsca.org or www.wsca.info



WCSA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Through the Participating Addendums, States may:

- Select Contractors
- Include their own State Administrative Fee
- Include (unique) required Terms and Conditions
- Identify options for Political Subdivisions



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Eligibility Process

- In all cases the STATE CHIEF PROCUREMENT OFFICIAL will have the final say on who can and cannot participate within a state
- The WSCA/NASPO Cooperative Development Team (WNCDDT) will contact State Chief Procurement Officials directly to start process and will then forward approval or denial to the entity and to the vendor
- All 50 states, the District of Columbia and Puerto Rico have executed the NASPO Cooperative Memorandum of Agreement (MOA), so are eligible to use any WSCA or NASPO cooperative contract, at their choice



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Participation at several different levels

- State signs a Participating Addendum for the entire state and its cooperative purchasing venture.
 - Every legally eligible entity in the state can use
- State signs a Participating Addendum ONLY for non-state entities
 - Every legally eligible entity that is not a STATE agency can use
- State does not sign a Participating Addendum
 - Every political subdivision Participating Addendum within that state must be approved by the state Chief Procurement Official
 - Sometimes Individually
 - Sometimes by entity



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Participation Process

- In case you determine that you will not enter into a state-level participating addendum, the WNCDDT would like to understand how you want to proceed if other governmental or potentially eligible entities might want to participate
- The WNCDDT will process questions from potentially eligible entities for you, unless you specifically tell them to do something else.



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

For assistance please contact:

Kathryn Offerdahl, WSCA/NASPO
Cooperative Development Analyst

or

Paul Stembler, WSCA/NASPO
Cooperative Development Coordinator

wncoopdt@gmail.com



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

WSCA Wireless Contract Administrator

Teri Becker-Smith

State of Nevada Purchasing Division

515 East Musser Street, Suite 300

Carson City, NV 89701

tlsmith@admin.nv.gov

Phone: 775-684-0178

Fax: 775-684-0188



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

An additional note:

The State of Utah has executed contracts for Wireless Management and Contract Compliance Services. You can access that contract information at the WSCA Website at <http://www.aboutwsca.org/contract.cfm/contract/w39-2011>



WSCA WIRELESS, VOICE SERVICES, DATA SERVICES
ACCESSORIES, EQUIPMENT & DEVICES

Questions?

Thank you!