

**New York State Minority and Women-Owned Business Enterprise (MWBE) Program  
Approved Utilization Plans: Fiscal Year 2018/2019**

**Agency Name:** Office of General Services

**Date:** 4/15/2019

**Agency Contact:**  
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**Title:** Director  
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**(1) Description of Contract Scope Includes:**  
 Construction  
 Non Construction  
 Commodities  
 Services

**(2) Description of Approved Waiver Includes:**  
 Lack of MWBE firms available  
 MWBE firms were non responsive to solicitations  
 Insufficient subcontracting opportunities  
 Specialized work/knowledge/equipment required  
 Location impacted availability  
 MWBE firms responded to solicitation but declined to bid  
 Change in budget and/or project phasing limited the scope for subcontracting  
 Change in timeline affected MWBE utilization and availability  
 MWBE bid(s) were too high compared to non-MWBE  
 No MWBE waiver requested  
 Other

Contract Number	Prime Contractor Name	Contract Term Dates	Contract Amount	(1) Description of Contract Scope	MWBE Certified Subcontractor Name	(1) Description of Subcontract Scope	(2) Description of Approved Waiver
PM67987 Lot 1 & 4	Open Text, Inc.	4/23/2018-11/29/2020	\$4,500,000.00	Services	Stellar Services, Inc.	Services	No MWBE waiver requested
PM67989 Lot 1 & 2	Alcatel-Lucent	4/30/2018-11/29/2020	\$18,750,000.00	Services	High Point Solutions Inc Argent Associates, Inc.	Services Services	No MWBE waiver requested
PM67989 Lot 4	Alcatel-Lucent	4/30/2018-11/29/2020	\$18,750,000.00	Services	High Point Solutions Inc Argent Associates, Inc. Tucker Technology	Services Services Services	No MWBE waiver requested
PM67992 Lot 1	AgileAssets Inc.	4/23/2018-11/29/2020	\$1,500,000.00	Services	Briljent, LLC. Halcyone Ltd.	Services Services	No MWBE waiver requested
PM67994 Lot 1	Compuware Corporation	4/23/2018-11/29/2020	\$3,000,000.00	Services	Creative Leasing Solutions, Inc.	Services	No MWBE waiver requested
PM67995 Lot 4	Info Tech, Inc.	4/23/2018-11/29/2020	\$750,000.00	Services	Compulink Technologies, Inc.	Services	No MWBE waiver requested
PM68020 Lot 1, 2 & 4	Extreme Networks Inc	4/23/2018-11/29/2020	\$19,500,000.00	Services	ATS Consulting Group Corp Harpdata LLC Vandis, Inc.	Services Services Services	No MWBE waiver requested
PM68095 Lot 1 & 2	Fortinet Inc	4/23/2018-11/29/2020	\$18,000,000.00	Services	The Ergonomic Group, Inc. iSecure, LLC Quality & Assurance Technology, Inc.	Services Services Services	No MWBE waiver requested
PM68107 Lot 2	Pure Storage, Inc.	4/23/2018-11/29/2020	\$15,000,000.00	Services	Gcom Software, Inc. Currier, Mccabe And Associates, Inc.	Services Services	No MWBE waiver requested
PM68123 Lot 1, 2 & 4	Forescout Technologies Inc.	5/21/2018-11/29/2020	\$18,750,000.00	Services	High Point Solutons New York Inc Protek Information Technology Services Source IT Technologies, LLC	Services Services Services	No MWBE waiver requested
PM68126 Lot 2 & 4	Aviat US Inc	5/21/2018-11/29/2020	\$15,750,000.00	Services	Airosmith Inc Mid-State Communications & Electronics, Inc. UTC Associates, Inc.	Services Services Services	No MWBE waiver requested

PM68127 Lot 4	Imagework Technologies Corporation	5/14/2018-11/29/2020	\$1,500,000.00	Services	Alternative Micrographics, Inc. ImageWork USA , LLC	Services	No MWBE waiver requested
PM68128 Lot 1 & 2	Kova Corporation	5/14/2018-11/29/2020	\$15,000,000.00	Services	Levest Electric Corporation	Services	No MWBE waiver requested
PM68129	Socrata, Inc.	7/10/2018-10/29/2020	\$1,500,000.00	Services	Trilogy Technical Services Genesys Consulting Services	Services	No MWBE waiver requested
PM68132 Lot 1 & 4	Infor Global Solutions, Inc.	5/21/2018-11/29/2020	\$4,500,000.00	Services	21TECH LLC Sygma Technology Solutions, Inc.	Services	No MWBE waiver requested
PM68133 Lot 2	Lexmark International, Inc.	6/12/2018-11/29/2020	\$15,000,000.00	Services	Garic Inc Stellar Services, Inc. Corporate Computer Solutions, Inc Photikon Corporation Affinity Enterprises, LLC	Services	No MWBE waiver requested
PM68134 Lot 1, 2 & 4	RICOH USA, INC.	7/18/2018-11/29/2020	\$18,750,000.00	Services	Repeat Business Systems Inc	Services	No MWBE waiver requested
PM68135 Lot 1 & 2	Toshiba American Business Solutions Inc	9/10/2018-11/29/2020	\$18,000,000.00	Services	Corporate Computer Solutions, Inc.	Services	No MWBE waiver requested
PM68136 Lot 4	Eccentex Corporation	5/14/2018-1/29/2020	\$1,500,000.00	Services	Sanghi Consulting, Inc.	Services	No MWBE waiver requested
PM68141	Kyocera Document Solutions America, Inc.	6/6/2018-11/29/2020	\$15,000,000.00	Services	Pioneer Business Systems Right Click, Inc.	Services	No MWBE waiver requested
PM68145 Lot 1	Nice Systems, Inc.	9/10/2018-11/29/2020	\$3,000,000.00	Services	Aeon Nexus Corporation	Services	No MWBE waiver requested
PM68148 Lot 2	Getac Inc	6/20/2018-11/29/2020	\$15,750,000.00	Services	Affinity Enterprises, LLC Compulink Technologies, Inc.	Services	No MWBE waiver requested
PM68149 Lot 1, 2, & 4	Konica Minolta Business Solutions U.S.A. Inc.	5/25/2018-11/29/2020	\$18,750,000.00	Services	Snappy Solutions, Inc. Tam Business Systems, Inc. Wats International Inc	Services	No MWBE waiver requested
PM68151 Lot 2 & 4	Canon U.S.A., Inc.	6/12/2018-11/29/2020	\$15,750,000.00	Services	New York Business Syaytems Accelerted Information System, INC. KOS Inc.	Services	No MWBE waiver requested
PM68157 Lot 4	OKTA INC	6/28/2018-11/19/2020	\$4,500,000.00	Services	A&P Technologies LLC Albany Information Technology Group, LLC	Services	No MWBE waiver requested
PM68162 Lot 2	Panasonic System Solutions Company of North America	6/14/2018-11/29/2020	\$15,000,000.00	Services	Derive Technologies LLC Telrepc, Inc.	Services	No MWBE waiver requested
PM68198 Lot 1	Sailpoint Technologies Inc.	8/30/2018-11/29/2020	\$3,750,000.00	Services	Protek Information Technology Services	Services	No MWBE waiver requested
PM68201 Lot 1, 2 & 4	Teradata Government Systems, LLC	8/30/2018-11/29/2020	\$18,750,000.00	Services	Stellar Services Inc. MVP Consulting Plus, Inc. Tech Valley Talent, LLC	Services	No MWBE waiver requested
PM68232 Lot 2	Sharp Electronics Corporation	9/5/2018-11/29/2020	\$15,000,000.00	Services	Delaware Business Systems, Inc. Eastern Office Supply of Upstate New York, INC Universal Business Solutions Inc.	Services	No MWBE waiver requested
C003890	Cool Insuring Agency, Inc.	12/24/2018-12/23/2023	\$87,250,000.00	Services	HMS Agency, Inc. Calhoun Unsurance Agency, Inc.	Services	No MWBE waiver requested

PM68239 Lot 4	Team Dynamix	11/1/2018-11/29/2020	\$1,500,000.00	Services	Waiver granted 4/2/2018		Specialized work/knowledge/equipment required
PM20930	Nimble Storage	1/15/2016-9/15/2017	\$31,250,000.00	Services	Waiver granted 3/21/2019		Change in budget and/or project phasing limited the scope for subcontracting