

**New York State Minority and Women-Owned Business Enterprise (MWBE) Program  
Approved Utilization Plans: Fiscal Year 2020/2021**

**Agency Name:** Office of General Services

**Date:** 4/15/2021

**Agency Contact:**

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**Title:** Director  
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**(1) Description of Contract Scope Includes:**  
 Construction  
 Non Construction  
 Services  
 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   |
|-----------------|---|-------------------------|------------------|-----------------------------------|---|--|--|
| PN205A1         | NYS Technology Enterprise Corp.                         | 9/1/2020 - 4/21/2022    | \$356,799.25     | Services                          | SVAM International<br>Documentation Strategies<br>Genesys Consulting Services<br>Total Quality Associates   | Services<br>Services<br>Services<br>Services                                     | No MWBE waiver requested   |
| PN69178         | NYS Technology Enterprise Corp.                         | 9/12/2020 - 9/12/2025   | \$132,000,000.00 | Services                          | Genesys Consulting Services<br>MVP Consulting Plus Inc.   | Services<br>Services   | No MWBE waiver requested   |
| PT68803         | Graybar Electric Company, Inc.                          | 9/29/2020 - 8/26/2024   | \$1,000,000.00   | Services                          | Professional Tradesmen, Inc.<br>Right Price Companies Inc   | Services<br>Services   | No MWBE waiver requested   |
| PM69215         | Plantronics, Inc.                                       | 11/18/2020 - 11/29/2020 | \$31,250,000.00  | Services                          | Corporate Computer Solutions, Inc.<br>DiRAD Technologies  | Services<br>Services   | No MWBE waiver requested   |
| PM69224         | Hitachi Vantara LLC                                     | 11/29/2020 - 11/29/2022 | \$14,865,057.00  | Services                          | CS Business Systems Inc.<br>Source IT Technologies, LLC<br>Universal Technologies LLC<br>Affinity Enterprises LLC<br>AMR Networks LLC<br>Island Computers Products, Inc. dba ICP, Inc.<br>Q.E.D., Inc. dba QED National | Services<br>Services<br>Services<br>Services<br>Services<br>Services<br>Services | No MWBE waiver requested   |
| PT68833         | Motorola Solutions                                      | 12/16/2020 - 8/26/2024  | \$10,000,000.00  | Services                          | Falcon Engineered Security Systems<br>Stilsing Electric   | Services<br>Services   | No MWBE waiver requested   |
| PT66949         | Nfrastructure Technologies, LLC                         | 1/6/2017-8/26/2019      | \$5,859,000      | Services                          | Waiver Granted 6/23/2020  |  | Specialized work/knowledge/equipment required  |
| PT67042         | Energy Management Technologies, LLC                     | 12/30/2015 - 8/26/2020  | \$400,000.00     | Services                          | Waiver Granted 7/1/2020   |  | Specialized work/knowledge/equipment required  |
| PT66773         | L-TRON Corporation                                      | 6/1/2016 - 8/26/2020    | \$3,500,000.00   | Services                          | Waiver Granted 9/2/2020   |  | MWBE firms were non responsive to solicitations  |
| PT67069         | United Radio Inc  | 6/15/2016 - 8/26/2020   | \$400,000.00     | Services                          | Waiver Granted 9/2/2020   |  | Specialized work/knowledge/equipment required  |
| PT67040         | Eastern Communications LTD.                             | 1/6/2017 - 8/26/2019    | \$3,547,000.00   | Services                          | Waiver Granted 11/2/2020  |  | Other: Auth. Users elected to purchase direct from Prime   |
| PT67038         | Davis-Ulmer Sprinkler Co Inc                            | 12/29/2015 - 8/26/2020  | \$400,000.00     | Services                          | Waiver Granted 12/1/2020  |  | Insufficient subcontracting opportunities  |
| PT67059         | Philip M Casciano Assoc. Inc.                           | 1/4/2016 - 8/26/2019    | \$11,230,000.00  | Services                          | Waiver Granted 12/16/2020   |  | Insufficient subcontracting opportunities  |
| PT66920         | Great Lakes Building Systems                            | 12/30/2015 - 8/26/2019  | \$696,001.00     | Services                          | Waiver Granted 12/16/2020   |  | Specialized work/knowledge/equipment required  |
| PT66926         | Suffolk Lock & Security Professionals Inc.              | 3/8/2016 - 8/26/2020    | \$971,000.00     | Services                          | Waiver Granted 12/16/2020   |  | Insufficient subcontracting opportunities  |
| PT67056         | New England Mechanical Services, Inc. (NEMSI aka Emcor) |                         |                  | Services                          | Waiver Granted 1/26/2021  |  | The authorized dealer of Delta Controls systems, was unable to utilize resellers to sell products. |