

**New York State Minority and Women-Owned Business Enterprise (MWBE) Program  
Waivers/Approved Utilization Plans: Fiscal Year 2023/2024**

**Agency Name:** Office of General Services

**Date:** 4/15/2024

**Agency Contact:**

**Name:** Tryphina J. Ramsey  
**Title:** Director  
**Email Address:** [tryphina.ramsey@ogs.ny.gov](mailto:tryphina.ramsey@ogs.ny.gov)

**(1) Description of Contract Scope Includes:**  
Construction  
Non Construction  
Commodities  
Services  
Services and Commodities

**(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

**(3) Description of Denied Waiver Includes:**  
Sub contracting opportunities available  
MWBE vendor availability  
Lack of good faith effort (GFE)  
Inadequate documentation

Contract Number	Prime Contractor Name	Contract Term Dates	Contract Amount	(1) Description of Contract Scope	MWBE Certified Subcontractor Name	(1) Description of Subcontract Scope	Waiver Requested	(2) Description of Approved Waiver	(3) Description of Denied Waiver
PM69871	Epson America, Inc.	4/28/2023 - 11/29/2025	\$20,000,000.00	Services	Maureen Data Systems Advanced Presentation Systems, Inc. DBA CS Presetation Systems Corporate Computer Solutions, Inc. National Sound Industries, Inc. DBA Advance Sound Solution Tony Baird Electronics, Inc.	Services Services Services Services Services	No		
PM70051	Periscope Holdings, Inc.	4/28/2023 - 11/29/2025	\$1,800,000.00	Services	Spruce Technology, Inc.	Services	No		
PM69844	Schneider Electric IT Corporation	5/3/2023 - 11/29/2025	\$8,913,670.00	Services	Agilant Solutions, Inc. Compulink Technologies, Inc. Corporate Computer Solutions, Inc. Derive Technologies, LLC JEM Computers, Inc. dba JEM Tech Group Nexus Consortium, Inc. PKA Technologies, Inc. World Wide Technology, LLC	Services Services Services Services Services Services Services Services	No		
PM69695	Armedia, LLC	5/18/2023 - 11/29/2025	\$1,800,000.00	Services	Vistrada, LLC Delviom, LLC	Services Services	No		
PM69804	Smart Technologies Corp.	5/18/2023 - 11/29/2025	\$24,800,000.00	Services	Compulink Technologies, Inc.	Services	No		
PM69808	Trend Micro Inc.	5/18/2023 - 11/29/2025	\$24,800,000.00	Services	Cloud and Things	Services	No		
PM70059	Formax A Division Of Bescorp, Inc.	6/13/2023 - 11/29/2025	\$20,000,000.00	Services	Mono Machines, LLC Repeat Business Systems, Inc.	Services Services	No		
T004761	Top Knotch Productions, Inc.	6/28/2023 - 12/7/2023	\$84,000.00	Services	Top Knotch Productions, Inc.	Services	No		
C004706	Metal Man Restoration	6/30/2023 - 6/29/2028	\$2,632,857.78	Services	Corr Distributors, Inc.	Services	No		
PM69828	111616 OPCO, Inc.	7/27/2023 - 11/29/2025	\$20,000,000.00	Services	Corporate Computer Solutions, Inc Garic, Inc. DRS Imaging Services, LLC Pioneer Business Systems, Inc. Repeat Business Systems Shi International Corp. Northeastern Offie Equipment	Services Services Services Services Services Services Services	No		
PM70063	NWN Corporation	7/27/2023 - 11/29/2025	\$1,800,000.00	Services	Wire Tek Communications, Inc. Critical Path Integrators, LLC Avarus Solutions, LLC	Services Services Services	No		
PM70084	Skedulo, Inc	8/24/2023 - 11/29/2025	\$1,800,000.00	Services	Quality and assurance Technolog Corporatio (DBE QnA)	Services	No		
PM70108	Bluum USA, Inc.	9/13/2023-11/29/2025	\$20,000,000.00	Services	Pierson Computing Connection	Services	No		

PM70065	INFOBLOX INC	10/26/2023-11/29/2025	\$25,800,000.00	Services	Blackhawk Data LLC	Services	No	
C004802	NEPV LLC	11/1/2023-10/31/2027	\$1,128,524.00	Services	Scheib Corporation dba Burt and Crane	Services	No	
PM69801	NUTANIX INC	11/7/2023-11/29/2025	\$24,000,000.00	Services	Derive Technologies, LLC	Services	No	
					Island Computer Products, Inc.	Services		
					Quality and Assurance Technology Corporation	Services		
PT70149	Open Systems Northeast, Inc.	12/12/2023 - 8/26/2024	\$800,000.00	Services	GSH Electric, Inc.	Services	No	
					Creative Cabling Solutions, Inc.	Services		
C004821	VIP Special Services	2/1/2024 - 1/31/2029	\$478,632.72	Services	Salsa Professional Apparel, LLC	Services	No	
					Snappy Solutions, Inc.	Services		
PM69705	Chainalysis, Inc.	8/24/2023-11/29/2025	\$1,800,000.00	Services	Waiver request granted on 10/04/2022	Services	Yes	Other