



NEW HAVEN PUBLIC SCHOOLS

## Operations Memorandum

**To:** New Haven Board of Education Finance and Operations Committee

**From:** Gilda Herrera, Director of Information Technology

**Date:** 3/8/2023

**Re:** Purchase Order for Cloud Solution Licensing with Shi International Corp.

**Answer all questions** and have a representative ready to present the details of each question during the Finance & Operations meeting or this proposal may not be advanced for consideration by the full Board of Education.

Company Information		
Vendor Name:	SHI International Corp	
Doing Business as: (DBA)	Securly	
Vendor Address:	29 Maplewood Drive, Clinton CT 06413	
Vendor Contact Name:	Jeff Levin	
Vendor Contact Email:	Jeff_Levin@shi.com	
Is the contractor a minority or women owned small business?	No	
Agreement/Contract Information		
New or Renewal Agreement/Contract?	Renewal	
Effective Dates: (mm/dd/yy) <small>Multi-yr. require Board of Aldermen approval</small>	From 8/1/2022	To 7/31/2023
Total Amount: <small>If Multi-yr. include yr. to yr. breakdown</small>	\$18,250.00	
Funding Source Name: Acct. #:	ESSER Carryover 25536399 54413 0104	
Contract #: <small>(Local or State)</small>	State 18PSX0210	



NEW HAVEN PUBLIC SCHOOLS

**Key Questions:**

**1. What specific service will the contractor provide:**

Licensing subscription 3 years volume, quantity of 25,000@ \$0.73  
Alerts if student's content shows signs of bullying, self-harm or violence analyses content across email and DOCs using Longest-learning Artificial Intelligence. Covers all devices including Chromebooks, iPad, Mac and Windows. (Securly)

**2. How was the contractor selected?** *\*Attach appropriate supporting documents*

- ☐ **Quotes**
- ☐ **Sealed Bid #** \_\_\_\_\_
- ☐ **Sole Source #** \_\_\_\_\_
- ☐ **RFP#** \_\_\_\_\_
- ☒ **State Contract # 18PSX0210**
- ☐ **Exempt Professional**
  - ☐ Accountant
  - ☐ Actuary
  - ☐ Appraiser
  - ☐ Architect
  - ☐ Artist
  - ☐ Dentist
  - ☐ Engineer
  - ☐ Expert Professional Consultant
  - ☐ Land Surveyor
  - ☐ Lawyer
  - ☐ Physician/Medical Doctor

**3. If the vendor was selected through Solicitation (Bid/RFQ/RFP) process; answer the following:**

**a. Please explain how the vendor was chosen?** *\*Attach Vendor Proposal*

The vendor was selected via quote as an awarded vendor under the State Contract 18PSX0210.

**b. Who were the members of the selection committee?** *(Minimum 3 members required)*

N/A, under State Contract.



NEW HAVEN PUBLIC SCHOOLS

**Key Questions: - Continued**

**4. If this is a renewal with a current vendor, has the vendor has met all obligations under the existing agreement/contract?**

Yes, the vendor has provided this service for a number of years and has since met all obligations of the district needs.

**5. If this agreement/contract is a Renewal, has the cost increase? If yes, by how much? \*Attach Renewal Letters**

The increase for this purchase order is increased by <1% increase overall.

**6. If this new agreement/contract, has cost for service increased from previous years? If yes, by how much?**

N/A - Renewal.

**7. Is this a service that existing staff could provide? Why or why not?**

This is a service that is provided under a State Contract as a specialized service that existing staff cannot provide the district.



NEW HAVEN PUBLIC SCHOOLS

**Agreement/Contract Processing Checklist**

*To ensure timely processing of the submitted Agreement/Contract it is imperative to collect and provide all of the required documentation noted below and provide with submission to board.*

**Forms/Documents are available in: Drive G:\F&O Agenda Minutes\Agreement Contract Checklist\2022-2023**

<b>1. Has this vendor performed service(s) in prior fiscal years?</b>	
If Yes,	Vendor # <b><u>52190</u></b>
If No or New,	Vendor must provide completed W9
<b>2. A quote or proposal submitting regarding the agreement/contract.</b>	
If RFP	Attach Vendor Submitted
Other	Copy of State Contract, Quotes, etc.
<b>3. <u>Certificates of Liability Insurance (COI) are required for ALL agreements/contracts, read the following and select the applicable Rider.</u></b>  <b>It is the submitters responsibility to request the COI from the vendor and attach with submission; the COI from the Vendor <u>must match rider specifications outlined.</u></b> <b>Failure to obtain or incorrect COIs will be returned for revision and will delay its processing.</b>	
Rider 300	Professional Services – Onsite Umbrella; w/ Auto; w/ Workers Compensation
Rider 305	Professional Services – Onsite Umbrella; No Auto; No Workers Compensation
Rider 310	Professional Services – Onsite Umbrella; w/ Auto; No Workers Compensation
Rider 315	Professional Services – Onsite Umbrella; w/ Youth under 21
Rider 320	Professional Services – Offsite; No Auto; No Workers Compensation
Rider 325	Professional Services – Offsite; No Auto; No Workers Compensation; w/ Youth under 21
Rider 330	Professional Services – Offsite Attorney; No Auto; No Workers Compensation
Rider 335	Professional Services – Onsite; Physician/Dentist; No Auto
Rider 340	Professional Services – Onsite Physician/Dentist w/ Youth under 21
Rider 345	Professional Services – Onsite Temp Nurses
Rider 350	Professional Services – Cyber – Onsite
Rider 355	Professional Services – Cyber – Offsite
<b>4. The City of New Haven requires the information requested in the <u>Disclosure Affidavit</u> before any City agency, department, or city official seeking agreement/contract shall obtain them, notarized.</b>	
Emailed Disclosures are acceptable.	



Pricing Proposal  
Quotation #: 23184288  
Created On: 3/7/2023  
Valid Until: 3/31/2023

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## CT-City of New Haven Public Schools

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### Gilda Herrera

54 Meadow Street  
New Haven, CT 06519  
United States  
Phone: 475-220-1694  
Fax:  
Email: Gildemar.Herrera@new-haven.k12.ct.us

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## Inside Account Manager - New England EDU

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### Matthew Gilbert

290 Davidson Ave  
Somerset, NJ 08873  
Phone: 800-527-6389  
Fax:  
Email: matthew\_gilbert@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Aware Premium 20000-39999 Securly - Part#: AUDPREM-20000-39999-1Y Contract Name: NASPO Software VAR Contract #: ADSPO16-130651 Subcontract #: 17PSX0129 Coverage Term: 8/1/2022 – 7/31/2023	25000	\$0.73	\$18,250.00
			<hr/>
			Subtotal \$18,250.00
			Total \$18,250.00

### Additional Comments

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Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*

**Contract #: 18PSX0210**  
**Client Agency Contract Instructions**

This multiple award Contract is facilitated by NASPO (“National Association of State Procurement Officials”) ValuePoint and led by the State of Utah. The following link will direct you to the NASPO Valuepoint Master Agreement: [Click here.](#)

Please be advised that pricing listed under this Contract is not best and final pricing. Agencies using this Contract must get negotiated price quotes and should expect to receive additional discounts when purchasing through this Contract.

This Contract **DOES NOT INCLUDE** Information Technology Vendor Managed Service Providers, which should be obtained through [Contract 14PSX0338](#).

Please note: System Integrator (“SI”) Services are available under [Contract 19PSX0046](#). Please refer to the *Client Agency Contract Instructions* for information about how to use Contract 19PSX0046.

The NASPO ValuePoint Master Agreement includes additional Contractors that may be added for the State of Connecticut’s use via a signed and fully executed Participating Addendum between the selected Contractor and the State of Connecticut. For assistance with this process, contact the DAS Contract Specialist identified below.

**A. USAGE INSTRUCTIONS:**

To use this Contract, Agencies are to complete the following:

1. Notify and include the Agency IT BITS representative at the time a need for a cloud solution has been identified.
2. Complete the **DAS-BEST Cloud Questionnaire and obtain BITS approval.**
3. Prepare a **Statement of Work (“SOW”)** for each cloud solution project.
4. Obtain a **minimum of three (3) quotes** from the awarded Contractors as applicable to the scope of work.
5. **Issue a Purchase Order (“PO”) to the most advantageous Contractor** based on specification, requirements, pricing and timelines. All purchases under this Contract must have **Chief Information Officer (“CIO”) approval.**
  - a. If a third party product/service provider has an End User License Agreement (“EULA”) or similar, please contact the DAS Contract Specialist for assistance. A EULA or similar between the third party product/service provider and the State of Connecticut will need to be executed before a PO is issued to the most advantageous Contractor.

Agencies may review the Price Catalog for the Awarded Contractors on the [NASPO ValuePoint Master Agreement website](#) when researching what cloud-based products or solutions each Awarded Contractor has available. If the Agency is unsure if a cloud-based product or solution is offered by the Awarded Contractors, the Agency may contact the Awarded Contractors via phone or email to confirm that they offer the specific cloud-based product or solution the Agency is interested in obtaining.

**Contract #: 18PSX0210**  
**Client Agency Contract Instructions**

Once a cloud-based product or solution is identified, Agencies must undergo the evaluation and competitive negotiation process described above when selecting the most advantageous Contractor. If a specific cloud-based product or solution is known, the SOW should include a definition of the desired cloud-based product or solution and the process above should still be followed.

If a cloud-based product or solution is unavailable under the Cloud Solutions Contract, Agencies should follow their internal procurement processes and procedures for a new solicitation.

**B. SOW DEVELOPMENT GUIDANCE:**

The SOW must not identify a specific solution that only a single vendor can provide. DAS recommends that all SOWs be reviewed by Agency internal counsel. The finalized, negotiated SOW should contain at a minimum, and as applicable, the following information below. Please reference the **Statement of Work Template document** as needed.

1. The Deliverables to be performed, including requirements, specifications and responsibilities of the parties.
2. Applicable requirements capabilities if not addressed in the Specification.
3. Deliverable, Milestones and Implementation Schedule identifying specific tasks and deliverable timelines.
4. Specify any mandatory skills or experience required of Contractor Personnel.
5. Identify any licensed software, proprietary tools or material, including intellectual property of the Contractor and other goods to be supplied in connection with the SOW.
6. Acceptance Criteria for each Deliverable or Milestone Deliverable.
7. Use of remote resources by Contractor.
8. Service Level Agreement/Maintenance Agreement.
9. Termination Conditions including return of state data at the end of the cloud agreement term.

Some considerations for cloud solution service levels include disaster recovery and data restoration responsibilities and timelines (RTO/RPO), system availability and uptime, support response times, and issue and incident resolution timelines. Most cloud service providers have established service levels, which can either be found on their website, or requested from the provider, but agencies should ensure that established service levels meet their needs and provide adequate penalties for failure to meet expectations.

	<b>Supplier Name</b>	<b>Core Contract Number</b>	<b>Core Supplier ID</b>
1	Carahsoft Technology Corp	18PSX0210AG	0000070743
2	CSRA State and Local Solutions LLC	18PSX0210AF	0000190615
3	DLT Solutions LLC	18PSX0210AB	0000023663
4	SHI International Corp	18PSX0210AA	0000010136
5	Smartronix, Inc.	18PSX0210AC	0000188936
6	Strategic Communications Consulting, LLC	18PSX0210AD	0000188871
7	The Consultants Consortium	18PSX0210AE	0000188927

CONTRACT SUPPLEMENT  
RFP-37 Rev. 11/14/19  
Prev. Rev. 10/24/19

Gregory Mooney  
Contract Specialist

860-713-5755  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

18PSX0210

Contract Award Date:

24 September 2018

Proposal Due Date:

10 March 2016

SUPPLEMENT DATE:

31 January 2020

## CONTRACT AWARD SUPPLEMENT #2

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: Cloud Solutions

FOR:  
All Using State Agencies

TERM OF CONTRACT:  
24 September 2018 through 15 September 2026

AGENCY REQUISITION NUMBER:

CHANGE TO IN STATE (NON-SB) CONTRACT VALUE	CHANGE TO DAS-CERTIFIED SMALL BUSINESS CONTRACT VALUE	CHANGE TO OUT OF STATE CONTRACT VALUE	CHANGE TO TOTAL CONTRACT AWARD VALUE
		0	0

NOTICE TO CONTRACTORS: This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

DISCLAIMER OF VALUE: The total Contract Award amount stated is intended solely as an estimate, and does not constitute a representation of the actual value of the Contract.

CASH DISCOUNTS: Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

PRICE BASIS: Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

### CONTRACTOR INFORMATION:

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

### PLEASE NOTE:

**Supplement #2 awards Carahsoft Technologies to Contract 18PSX0210**

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

APPROVED \_\_\_\_\_

**GREGORY MOONEY**

Contract Specialist

(Original Signature on Document in Procurement Files)

Gregory Mooney  
Contract Specialist

860-713-5755  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

18PSX0210

Contract Award Date:

24 September 2018

Proposal Due Date:

10 March 2016

SUPPLEMENT DATE:

7 May 2019

## CONTRACT AWARD SUPPLEMENT #1

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Cloud Solutions**

**FOR:**  
**All Using State Agencies**

**TERM OF CONTRACT:**  
**24 September 2018 through 15 September 2026**

**AGENCY REQUISITION NUMBER:**

CHANGE TO IN STATE (NON-SB) CONTRACT VALUE	CHANGE TO DAS-CERTIFIED SMALL BUSINESS CONTRACT VALUE	CHANGE TO OUT OF STATE CONTRACT VALUE	CHANGE TO TOTAL CONTRACT AWARD VALUE
		0	0

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

### NOTE:

**Supplement #1 awards CSRA State and Local Solution LLC to Contract 18PSX0210**

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

APPROVED \_\_\_\_\_

**GREGORY MOONEY**

Contract Specialist

(Original Signature on Document in Procurement Files)

CONTRACT AWARD  
RFP-38 Rev. 11/18/16  
Prev. Rev. 3/12/14

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

Gregory Mooney  
Contract Specialist

PROCUREMENT DIVISION  
450 Columbus Boulevard, Hartford, CT 06103

860-713-5755  
Telephone Number

CONTRACT AWARD NO.:

18PSX0210

Contract Award Date:

24 September 2018

RFP Due Date:

10 March 2016

## PARTIAL CONTRACT AWARD

IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.

DESCRIPTION: Cloud Solutions

FOR: All Using State Agencies		TERM OF CONTRACT: 24 September 2018 through 15 September 2026	
		AGENCY REQUISITION NUMBER:	
IN STATE (NON-SB) CONTRACT VALUE	DAS CERTIFIED SMALL BUSINESS CONTRACT VALUE	OUT OF STATE CONTRACT VALUE	TOTAL CONTRACT AWARD VALUE
0	0	Est. \$25,000,000	Est. 25,000,000

NOTICE TO CONTRACTORS: This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

NOTICE TO AGENCIES: A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

CASH DISCOUNTS: Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

PRICE BASIS: Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

APPROVED \_\_\_\_\_

**GREGORY MOONEY**

Contract Specialist

(Original Signature on Document in Procurement Files)

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Carahsoft Technology Corporation**

Company Address: **11493 Sunset Hills Road, Suite 100, Reston VA 20190**

Tel. No.: **703-230-7435**

Contract Value: **est. \$5,000,000**

Contact Person: **Bethany Blackwell**

Contact Person Address: **NASPO@carahsoft.com**

Company E-mail Address and/or Company Web Site: **www.carahsoft.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **CSRA State and Local Solutions LLC**

Company Address: **3170 Fairview Park Drive, Falls Church, VA 22042**

Tel. No.: **202-360-2055**

Contract Value: **est. \$5,000,000**

Contact Person: **Tracy Archer**

Contact Person Address: **tracy.archer@csra.com**

Company E-mail Address and/or Company Web Site: **www.gdit.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

-REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **DLT Solutions, LLC**

Company Address: **2411 Dulles Corner Park, Suite 800, Herndon VA 20171**

Tel. No.: **703-709-7172**

Contact Person: **Michael Bekampis**

Contact Person Address: **Michael.Bekampis@dlt.com**

Company E-mail Address and/or Company Web Site: **www.dlt.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

**CONTRACTOR INFORMATION:**

-REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **SHI International Corp.**

Company Address: **290 Davidson Avenue, Somerset, NJ 08873**

Tel. No.: **888-764-8888**

Contract Value: **est. \$5,000,000**

Contact Person: **Nick Grappone**

Contact Person Address: **nick\_grappone@shi.com**

Company E-mail Address and/or Company Web Site: **www.shi.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

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**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Smartronix Inc.**

Company Address: **44150 Smartronix Way, Hollywood MD 20636**

Tel. No.: **317-485-5134**

Contract Value: **est. \$5,000,000**

Contact Person: **Joel Parris**

Contact Person Address: **jmparris@smartronix.com**

Company E-mail Address and/or Company Web Site: **www.smartronix.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

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**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Strategic Communications LLC**

Company Address: **310 Evergreen Road, Louisville, KY 40243**

Tel. No.: **502-493-7234**

Contract Value: **est. \$5,000,000**

Contact Person: **Chris Mills**

Contact Person Address: **naspo@yourstrategic.com**

Company E-mail Address and/or Company Web Site: **www.yourstrategic.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

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**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **The Consultants Consortium d/b/a TCC Software Solutions**

Company Address: **1022 East 52<sup>nd</sup> Street, Indianapolis IN 46205**

Tel. No.: **317-625-2547**

Contract Value: **est. \$5,000,000**

Contact Person: **Mike Boyle**

Contact Person Address: **mike.boyle@e-tcc.com**

Company E-mail Address and/or Company Web Site: **www.e-tcc.com**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **yes**

Prompt Payment Terms: **0% 00 Net 45**

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