





**Software Value-Added Reseller (SVAR) – Master Contract No. 06016**

**Ordering Instructions**

1. Use Resellers' websites or contact information below to request quotes.
2. Utilize your own appropriate purchasing procedure and documentation.

All orders, at a minimum, should include:

- NASPO ValuePoint Master Agreement No.:
  - ADSP016-138244 for Insight Public Sector
  - ADSP016-130651 for SHI International Corp.
  - ADSP016-130652 for CDW Government LLC
- Washington State Master Contract No. 06016
- Products being ordered and delivery address
- Billing address and purchaser's contact information

Reseller	Representative	Website
	<p><a href="#">Brian Stephenson</a> (505) 318-3138</p> <p><a href="#">Bob Duncan</a> (480) 111-5995</p>	<p><a href="http://ips.insight.com">ips.insight.com</a></p> <p><a href="#">Pricing and Ordering</a></p>
	<p><a href="mailto:TeamWashington@shi.com">TeamWashington@shi.com</a> Tel: (888) 711-2613</p>	<p><a href="#">Request login account from SHI</a> <a href="mailto:TeamWashington@shi.com">TeamWashington@shi.com</a></p>
	<p align="center"><a href="#">En Pointe Notice</a></p>	
	<p>Dan Ferner, Account Manager Telephone: 866.465.9919   Direct: 312.705.6257 Email: <a href="mailto:danfern@cdw.com">danfern@cdw.com</a> requests including quotes and pricing questions.</p> <p>Sean McLellan, Account Executive Telephone: 206-218-3956 Email: <a href="mailto:seanmcl@cdw.com">seanmcl@cdw.com</a> advanced technology solutions and onsite resources.</p>	<p><a href="http://www.cdwg.com/wasvar">http://www.cdwg.com/wasvar</a></p>

**Ordering Tips:**

- Purchasers can negotiate better pricing for volume purchases.
- Purchasers can request quotes from all Resellers to compare pricing.

### Microsoft Information

Agreement	Authorized Resellers
<a href="#">Microsoft Enterprise Agreement</a>	Insight, SHI and CDWG
Microsot Select Plus	Insight, SHI and CDWG

### Adobe Information

[VIP License Program](#)

[LGA License Program](#)

[FAQ](#)

[Adobe Enrollment](#)

[Available Products](#)

### Contract Scope Summary

	IN SCOPE		OUT OF SCOPE
<b>SOFTWARE &amp; LICENSING TYPE</b>	COTS	Volume Licensing	Custom/Customized
<b>LICENSING PERIOD</b>	Perpetual	Subscription	Not Applicable
<b>Delivery</b>	Shrink-Wrap	Download	Not Applicable
<b>Hosting as part of delivery &amp; use</b>	On-Premise	Off-Premise	Managed Services
<b>SERVICES</b>	Basic Installation, Training and Maintenance <i>Means that activity which <u>does not require</u> Consulting, Configuration, Engineering, Design or any other type of service specific to a Purchasing Entity requiring description of tasks and deliverables and agreement by the parties (Statement of Work).</i>		Consulting, configuration, engineering, design, etc., any type of service specific to a Purchasing Entity requiring description of tasks and deliverables and agreement by the parties

This contract includes all major software publishers and other miscellaneous COTS software. In addition to offering software licenses, Resellers will:

- Honor existing Volume or Enterprise license agreements
- Offer maintenance and support packages on licenses already owned
- Provide tracking, management, usage monitoring and reporting of licenses
- Create Washington State specific website and catalog that will be searchable by Purchasing Entity, software publisher, product name and software description and will have the capability to generate online reports.

## Software Value-Added Reseller (SVAR) Services

For additional information, please review NASPO ValuePoint Master Agreements, Price Lists and Washington State Participating Addendums: [SHI International](#), [Insight](#) and [CDWG](#)

### **Washington State Exclusions**

The following publishers are excluded from Washington State Participating Addendums:

- SAS