

State of Georgia Statewide Standard Contract Form

Solicitation Title Networking Equipment and Related Services	Solicitation Number 99999-SPD0000219	Contract Number 99999-SPD-SPD0000219-0008
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1. This Contract is entered into between the Agency and the Supplier named below:

Agency's Name
Department of Administrative Services (hereafter called Agency)

Supplier's Name
Juniper Networks (US), Inc. (hereafter called Supplier)

2. Contract to Begin: 11/18/2024	Date of Completion: 11/17/2026	Renewals: Five (5) one (1) year renewal option(s)
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3. Performance Bond, if any: N/A	Other Bonds, if any: N/A
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4. Authorized Person to Receive Contract Notices for Agency: McCall Ginsberg, Deputy General Counsel	Authorized Person to Receive Contract Notices for Supplier: Roxanne Bieniek, Sr. Mgr. Contracts Administration
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5. The parties agree to comply with the terms and conditions of the following attachments which are by this reference made a part of the Statewide Contract:

Attachment 1: Statewide Contract for Goods and Ancillary Services
Attachment 2: Solicitation (referenced above)
Attachment 3: Supplier's Final Response
Attachment 4: State of Georgia, DOAS, Data Security Terms & Conditions
Attachment 5: JUNIPER PURCHASE AND LICENSE AGREEMENT as modified by the parties and attached.

IN WITNESS WHEREOF, this Contract has been executed by the parties hereto.

6. **Juniper Networks (US), Inc.** **Supplier**

Supplier's Name (If other than an individual, state whether a corporation, partnership, etc.)

Signed by:  By (Authorized Signature) Tim Bunting	Date Signed 8/22/2024
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Printed Name and Title of Person Signing
Assoc. General Counsel Sr. Dir.

Address
2251 Corporate Park Drive, Herndon, VA 20171

Juniper Networks
Legal Department
Zachary Mills
Approved As To Form
Zachary Mills

7. **Agency**

Agency Name
Department of Administrative Services

By (Authorized Signature)  By (Authorized Signature) Jim Barnaby	Date Signed 9/24/2024
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Printed Name and Title of Person Signing
Jim Barnaby, Deputy Commissioner, DOAS SPD

Address
**200 Piedmont Avenue, S.E., Suite 1804W
Atlanta, GA 30334-9010**



Statewide Contract Information Sheet

Statewide Contract Number	99999-SPD-SPD0000219-0008	NIGP Code(s)	See Page 5
Name of Contract	Networking Equipment and Related Services		
Effective Date	11/18/2024	Expiration Date	11/17/2026
Contract Table of Contents			
Suppliers Awarded	9	Contract Information:	Mandatory
Contract Information for Supplier			
Supplier Name & Contract Information			Pg. 2
Price/Discount List Details			Pg.2
Contract term, Renewals, Extensions			Pg. 4
Ordering Instructions			Pg. 3
DOAS Contact Information			Pg. 4
NIGP Codes			Pg. 5



Contract Information	
Statewide Contract Number	99999-SPD-SPD0000219-0007
PeopleSoft Supplier Number	0000525788
Supplier Name & Address	
Juniper Networks (US), Inc. 1133 Innovation Way Sunnyvale, CA 94089	
Contract Administrator / Sales Representative	
Roxanne Bieniek Sr. Mgr. Contracts Administration Jacob Caffee SLED Sales Account Manager	
Contact Details rbieniek@juniper.net jcaffee@juniper.net	
Ordering Information	Please see list of authorized resellers.
Remitting Information	Payment is to be remitted to the authorized reseller.
Pricing/Discount	See Supplier Specific Discount Price Sheet
Payment Terms	Net 30 Days
Bid Offer includes	State and Local Government
Acceptable payment method	Supplier and/or its Authorized Servicing Partners will accept Purchase Orders and the Purchasing Card under this contract as permitted by current policies governing the Purchasing Card program.



General Contract Information:

This is a MANADATORY Statewide Contract available to all eligible State entities and political subdivisions. The contract is administered by the Department of Administrative Services (DOAS).

Item Schedule

Juniper Networks was awarded the following categories:

- **Category 1: Category 1: Core Networking & Infrastructure Product**
- **Category 2: Network Optimization & Management Products**
- **Category 3: Network Security Products & Security Solutions**

Supplier Website:

Please click [HERE](#) to access the list of Awarded Products and Services and Authorized Reseller List.

Ordering Instructions

Ordering Instructions for Juniper Networks (US), Inc.:

1. The cost structure for this contract is Percentage Discount off the Supplier's (Original Equipment Manufacturer) MSRP (i.e., manufacturer Catalog/Manufactured Suggested Retail Price, Private Label Catalog, Commercial Price Book, etc.) and Hourly Rate per Job Title for Professional Services. The discount includes all cost (i.e. profit, overhead, operating & administrative expenses, commissions, transaction charges, delivery charges, administrative fees, etc.)
2. Each Suppliers' discount price list is available via a link to Supplier' Virtual Product Catalog under Supplier's profile in Team Georgia Marketplace together with Supplier contact information, eVerify, certificate of insurance, and executed contract.
3. To obtain product and pricing information and receive a quote, please contact the Authorized Resellers and Suppliers directly. Orders will be placed and processed outside of Team Georgia Marketplace due to the nature of this contract.
 - a. NOTE: All pricing or charges related to travel and/or lodging must be itemized in a quote at the point of sale. In addition, if the Supplier is charging for travel and/or related expenses it must be aligned with the state's current travel policy or as it may be amended from time to time. Suppliers can review the State's travel policy at <https://sao.georgia.gov/travel/state-travel-policy>.
4. Supplier's quotes should list awarded Supplier's assigned Statewide Contract number and must include a detailed breakdown of cost for equipment and/or services (model numbers, specific versions of equipment, misc. materials, etc.)
 - a. It is best practice to seek quotes from multiple suppliers.
 - b. All Networking projects, integrations, and/or installations should be detailed and outlined using a comprehensive Scope/Statement of Work document (SOW). The comprehensive SOW should clearly state all necessary steps, goals, objectives, deliverables, requirements, constraints, and assumptions of the project and the process to fully achieve the Authorized User's project goals. The SOW should include, but not be limited to all deliverables, services, and written specifications that define the overall quality expectations, timeline, bill of materials or equipment listings, acceptance criteria, and any applicable drawings or diagrams specific to the project necessary for approval of payment.
 - c. The SOW should be fully agreed upon by both the Authorized User and Supplier before the project can commence.
 - c. Each phase/milestone of the project should also clearly indicate the line-item price of each component



included in each phase. Milestone payments are allowed for Networking Projects but should be fully agreed upon by both Authorized User and Supplier before the project can commence. Authorized User and Supplier shall both sign off on the acceptance of the project for each milestone phase before any payment is made.

Special Note regarding Category 5: Unified Communications Products

Effective November 18, 2024, customers may purchase **Unified Communications Products (Category 5)** via Statewide Contract 99999-SPD-T20120501-0006 (Cisco Systems) and 99999-SPD-T20120501-0004 (Avaya) (through September 30, 2025).



Contract Terms

Renewals & Extensions

Base Term: 2 years (11/18/2024 – 11/17/2026) with 5 one-year renewals

Renewal 1:

Renewal 2:

Renewal 3:

Renewal 4:

Renewal 5:

DOAS Contact Information

Duane Tomlinson

Contract Management Specialist

duane.tomlinson@doas.ga.gov

(404) 850-4075

For Team Georgia Marketplace questions

Procurement Help Desk

(404) 657-6000

procurementhelp@doas.ga.gov

NIGP Codes

Code	Description
20464	Network Components: Adapter Cards, Bridges, Connectors, Expansion Modules/Ports, Firewall Devices, Hubs, Line Drivers, MSAUs, Routers, Switches, Transceivers, etc.
20620	Communication Boards: Fax, Modem, Internal, Network Cards, Ethernet, etc.
20623	Communication Processors and Protocol Converters: Front-End Processor, Network Interface Module, Protocol Interchange, Switching Controls, etc.
20664	Network Components: Adapter Cards, Bridges, Connectors, Expansion Modules and Ports, Hubs, Line Drivers, MSAUs, Routers, Switches, Transceivers, etc.
20827	Communications: Networking, Linking, etc. (Includes Clustering Software), Microcomputer
20890	Utilities: Back-up, Batch File, Firewall, Menus, Operating System, Network Operating System, Network Management, Recovery, Screen, Security, Virus Protection, etc., Microcomputer
20928	Communications: Networking, Linking, etc., Mainframes and Servers
20991	Utilities: Back-up, Batch File, Menus, Network Management, Operating System, Recovery, Screen, Security, Virus Protection, etc., Mainframes and Servers
83833	Communications: Networking, Linking, Fiber Modems, Power Over Ethernet, Wireless
83883	Telecommunication, Internet Protocol, Network Monitoring, Surveillance, Intrusion Detection Systems and Networking Products
92037	Networking Services, Including Installation, Security, and Maintenance
92066	System, Network, Database, DBA Administration Services