

Texas Department of Information Resources

Hyland Software, Inc. Enterprise Content Management (ECM) Bulk Purchase Initiative

Fiscal Year 2020

[Hyland Software, Inc.: DIR-TSO-4378](#)

DIR Bulk Purchase Initiative #BP2020-023

Table of Contents

Summary	2
Instructions for ordering	2
DIR Contact Information	2

Summary

The Department of Information Resources (DIR) is pleased to announce the bulk purchase for Enterprise Content Management (ECM) Software and Related Services. By tapping into our existing contractual vehicles through our Cooperative Contracts program, DIR anticipates a much-shortened procurement process for Customers. In addition, state agencies may participate in the ECM purchase initiative without being constrained by dollar thresholds.

DIR has concluded vendor negotiations and Texas state agencies may issue purchase orders for eligible products through September 30, 2020. Hyland has the ability to exercise an additional option period to extend bulk purchasing through December 31, 2020.

Instructions for ordering

This bulk purchase initiative is open to all eligible Texas state agencies. No entities outside of the State of Texas are eligible to participate. There is no minimum order quantity under the bulk purchase. Regardless of the number of items purchased, eligible products and services procured under this initiative will be at or below the negotiated bulk rates listed in the following sections.

To obtain a quote at bulk purchase prices contact [Lisa McNeeley](#) and the Hyland Government Contracts team at governmentcontracts@hyland.com. Please indicate that you are participating in DIR's ECM Bulk Purchase Initiative. The bulk purchase pricing is available both from Hyland Software directly as well as certain authorized resellers listed on Hyland's HUB Subcontracting Plan.

Once ready to order, agencies must include the DIR contract number ([DIR-TSO-4378](#)) on your purchase order (PO) as well as the following statement, "**DIR Bulk Purchase Initiative BP2020-023.**" Failure to do so may result in your purchase not being considered a Bulk Purchase and as such be subject to state competitive procurement laws. Please submit your PO directly to Hyland Software, Inc. (or authorized partner) and forward a copy of your PO to bulk.purchase@dir.texas.gov and governmentcontracts@hyland.com.

Please note: In accordance with Texas Government Code 2157.068, state agencies making purchases under DIR Bulk Purchase Agreements are not bound by competitive requirements or dollar thresholds otherwise required when making IT commodity purchases for hardware, software, and technology services. If the state agency is unable to utilize the options provided under a DIR Bulk Purchase Agreement, the state agency must follow dollar threshold and competitive requirements. For more information on threshold requirements please visit DIR's web page, [Procurement Thresholds](#).

DIR Contact Information

For questions regarding the DIR's Bulk Purchase Initiative, please contact:

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Product/ Service/ Solution	Description	DIR Contract Discount	Bulk Buy Discount
Software - Perpetual	All Software listed for sale on current DIR pricelist	20.00%	22.00%
Software - Subscription	All Software listed for sale on current DIR pricelist	20.00%	22.00%
Hosting	All Hosting listed for sale on current DIR pricelist	20.00%	22.00%
Technical Services	All Hyland professional services offered for sale on current DIR pricelist	5.00%	7.00%
Training Classes	All training courses offered for sale on current DIR pricelist	10.00%	12.00%
Maintenance	For net new orders only; does not apply to maintenance renewals. 3% annual uptick applies.	20.00%	22.00%

Notes:

For any software items that currently receive 0% discount on DIR (because they are heavily discounted already) - these items will receive a 2% discount above current DIR list price. Maintenance discounts only apply to add-on or net new software orders. No bulk buy discounts are provided on existing maintenance renewals. As shown, discounts are not inclusive of the DIR administrative fee, which is charged and remitted as a portion of each order.