

## Software Licensing Program SLP Frequently Asked Questions

VIP has extensive expertise in government procurement processes and holds a number of specific vehicles that accelerate procurement for government agencies and educational institutions. SLP agreements reduce the need for individual departments to conduct repetitive acquisitions for proprietary software licenses and upgrades. They also allow organizations to take advantage of large volume discounts offered by technology vendors to achieve cost savings.

### Are SLPs competitively bid?

SLPs are not bid, they are negotiated.

### How do departments use SLPs?

Departments solicit a minimum of three (3) contractors; obtain offers and award purchase orders based upon lowest cost or best value. Visit Cal eProcure for a copy of a specific SLP agreement.

### What if a Request for Offer only elicits one response?

You may issue a purchase order to the responding vendor and document why the other resellers did not respond in your file.

### What products & services are available under the SLP?

Software, Maintenance & Support, Implementation, Training, Installation, SaaS.

### Can implementation services be purchased as standalone?

They can be, when they are in support of software purchased under the SLP.

### What is the maximum order limit under the SLP?

The limit is \$2 million and you must follow your department's purchasing accreditation tier.

### Are there exemptions to exceed the maximum order limit?

Exemptions may be available with prior Department of General Services approval. Complete the SLP exemption request form and submit to the SLP team.

### Can state and local governments use SLP?

Entities that expend public funds may use the SLP. Local governments set their own order limits.

## CA SLP Contracts

VIP has a number of California Software Licensing Programs (SLPs) available in order to serve a wide variety of project needs. Options include:

- Accela Software
- Infor Public Sector
- Mark43
- Micro Focus Government Solutions
- MicroPact Entellitrak
- Okta
- OpenText
- SAP Software
- SimpliGov

These diverse offerings put innovative solutions from leading technology providers within easy reach.

## Visionary Integration Professionals (VIP)

### A strategic approach to drive results

We offer a diverse solution portfolio that allows organizations to better align strategy with execution. The most effective path to achieving success requires dedicated teams, proven methods, and adaptability to tailor our solution offerings to meet the unique needs of our clients. Our management consulting and technology solution capabilities provide the visibility, proven execution, and agility to accelerate strategic change. VIP has partnered with 1,200+ clients to deliver **results that matter.**