



Ohio Office of Information Technology
Ted Strickland, *Governor*
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Investment and Governance Division

State of Ohio Cooperative Purchasing Program and SafeBoot Acquisition - Frequently Asked Questions

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Question 1: Who is eligible for the SafeBoot program?

Answer 1: Any public-sector entity enrolled in the State of Ohio Cooperative Purchasing Program may purchase from SafeBoot / Spectrum Systems Master License Agreement 0023.

Question 2: Who is eligible to enroll in the State of Ohio Cooperative Purchasing Program? Who do I contact to enroll?

Answer 2: Ohio counties, townships, municipalities, educational institutions, public libraries, regional transit authorities, park districts and other authorities and instrumentalities may participate.

Please contact Cooperative Purchasing Coordinator Mary Singleton at Mary.Singleton@das.state.oh.us or (614) 466-6530, or the Manager of the Cooperative Purchasing Program Roger Grime at Roger.Grime@das.state.oh.us or (614) 644-8495.

Question 3: How does the Cooperative Purchasing Program work?

Answer 3: The Cooperative Purchasing Program allows participants to buy supplies and services through state government contracts. Participants must pass a resolution authorizing participation in the program, pay a nominal administrative fee to enroll, and issue a quarterly summary report on the program once they have signed up. Participants in the program may then obtain products and services through bulk rate pricing.

For more information on the Cooperative Purchasing Program, please visit <http://das.ohio.gov/gsd/procurement/coop/ods.htm>. A flyer on the program is also available here: <http://privacy.ohio.gov/Resources/SafeBoot/DASCPFlyer.pdf>.

Question 4: How much do SafeBoot licenses cost under the Cooperative Purchasing Program?

Answer 4: For SafeBoot licenses purchased prior to October 29, 2008, pricing per license is \$11.56 in quantities of 1,000 or \$19.99 in quantities of 50.

Current pricing represents a discount of 91-94% from single quantity pricing. In other words, between 11 and 17 end-user licenses can be purchased until October 29, 2008 at the cost of a **single** license today.

Question 5: What is included in the purchase of a SafeBoot license?

Answer 5: The SafeBoot license bundle includes endpoint encryption software for personal computers and handheld devices, including port control, and management consoles. Maintenance in year one is also included. For more information, see the "[SafeBoot Seat License Overview](#)." For licenses purchased off of the master license agreement through cooperative purchasing, maintenance and support is included in the seat bundle. After the first year, to maintain the license, additional maintenance and support beginning in year two would have to be purchased in the amount of \$2.89 per seat. Pricing for maintenance and support in years three through six is \$2.98, \$3.07, \$3.16 and \$3.25, respectively.

Question 6: My organization has enrolled in the Cooperative Purchasing Program. How do I submit a purchase order for SafeBoot licenses?

Answer 6: Participants are responsible for ordering from and directly paying SafeBoot reseller Spectrum Systems, Inc.. Submit purchase orders to:

Spectrum Systems, Inc.
Cheryl Mahoney, Director of Sales
11320 Random Hills Road, Suite 630
Fairfax, VA 22030-6001
Tel: (703) 591-7400 ext. 210
Fax: (703) 591- 9780

Question 7: Is the SafeBoot Management Center a separate cost?

Answer 7: No, the SafeBoot Management Center is included in the end-user license bundle at no additional cost.

Question 8: How do I figure out how many SafeBoot licenses our organization needs?

Answer 8: The state of Ohio has established a licensing model with SafeBoot based on the number of users. For each end-user, one SafeBoot license covers up to five devices, including desktops, laptops, smart and PDAs. Storage media such as USB thumb drives and CDs do not count as a device for the purposes of the OIT SafeBoot license.

Those organizations that prefer to use a licensing model based on number of devices rather than end-users will need to work with SafeBoot directly.

Question 9: Are devices used by state contractors to hold or process state data covered by the SafeBoot license provided by OIT?

Answer 9: Yes, state agencies can use SafeBoot to secure state contractor devices. However, because SafeBoot is a perpetual license, you will need to retrieve the license from the contractor once they are no longer performing a government function.

Question 10: How long do I have to sign up for the SafeBoot program?

Answer 10: Current pricing for SafeBoot licenses will expire on October 29, 2008.

Question 11: Where can I find out more information about SafeBoot products?

Answer 11: Please see the document "[SafeBoot Fact Sheet](#)" contained inside the SafeBoot Product Guide.

Question 12: Is there someone at SafeBoot I can contact to find out more about the SafeBoot product?

Answer 12: Yes. Please contact:
SafeBoot Mobile Data Security
Ryan Williamson
2640 Golden Gate Parkway, Suite 101
Naples, FL 34105
Ryan.Williamson@safeboot.com
Tel: (248) 548-1060
Fax: (239) 384-5096
Mobile: (248) 225 1194

Question 13: Does the use of SafeBoot or participation in the Cooperative Purchasing Program also require compliance with state of Ohio IT policies on encryption?



Answer 13: No, participation in the SafeBoot procurement by non-state government public entities does not trigger a requirement that those agencies follow the state of Ohio IT security policies. However, those entities will need to review whether the use of SafeBoot is sufficient for compliance with any information security policies, laws and regulations that affect them.

State agencies under the authority of the Ohio Office of Information Technology (OIT) as stated in section 125.18 of the Ohio Revised Code must comply with state of Ohio IT security policies and standards. Broadly and properly implementing SafeBoot is a significant step towards compliance with Ohio IT security policies and standards.

Question 14: I would like more information on the OIT SafeBoot / Spectrum Systems Master License Agreement. Who can I contact?

Answer 14: Please contact State IT Standards Manager, Sam Orth, at State.ITStandards.Manager@oit.ohio.gov or call (614) 995-9928.

