

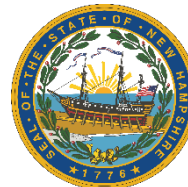


STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY

27 Hazen Drive | Concord, NH | 03301
Fax: (603) 271-1516 | TDD: (800) 753-2964
doit.nh.gov

Denis Goulet, Commissioner

21 - 9/16/26



August 25 ,2026

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Authorize the Department of Information Technology, on behalf of the Department of Health and Human Services (DHHS), to enter into a **sole-source** contract directly with SAP America, Inc (V# 555034), Boston, MA for a two-year term to enable use of its LeanIX Platform at a cost of \$366,214.74, effective October 1, 2026, upon Governor and Council approval through September 30, 2028. 100% Inter-Agency Transfers.

Funds are available in account, IT for DHHS, for Fiscal Year 2027, and are anticipated to be available in Fiscal Year 2028, upon the continued appropriation of funds in the future operating budget with the authority to adjust encumbrances between fiscal years within the price limitation through the Budget Office, if needed and justified.

CAT#-DEPT#-AGENCY#-ACTIVIT#-ACCOUNTING UNIT #- DEPT NAME- AGENCY NAME -ACCOUNTING UNIT NAME CLASS- OBJECT - DESC - JOB#	SFY 27	SFY 28	Total Amount
01-03-03-030010-76950000-IT forDHHS-038-509038-Technology Software - 03950174	\$109,864.42	\$109,864.42	\$219,728.84
01-03-03-030010-76950000-IT forDHHS-038-500176-On-Line Services - 03030363	\$73,242.95	\$73,242.95	\$146,485.90
Total per FY	\$183,107.37	\$183,107.37	
Grand Total			\$366,214.74

EXPLANATION

The Department of Information Technology (DoIT) on behalf of DHHS is requesting approval for this sole-source contract due to the continued need for LeanIX Platform. LeanIX Platform plays a critical role in providing enterprise architecture management software and related services. It is the only vendor capable of delivering the platform needed to support DHHS's modernization efforts, technology governance activities, and system-mapping initiatives.

Developers working for DHHS use this application when designing secure solutions and ensuring new work aligns with DHHS security and compliance requirements. LeanIX Platform is the only solution that supports real-time mapping of IT dependencies across applications, infrastructure, data

flows, and business processes in a way that aligns with DHHS's operational needs and the State's enterprise architecture standards.

The following program areas are invested in its use: DHHS-Medicaid Care Management, DHHS,-Division of Long Term Supports and Services, DHHS Project Management Office, DHHS/DoIT Applications Services Management, DHHS Application Portfolio Management. They depend on LeanIX Platform capabilities to effectively plan system upgrades, mitigate risks, evaluate technology investments, and ensure continuity of operations. LeanIX Platform provides features—such as application lifecycle management, risk scoring, technical debt analysis, and standardized documentation templates—which are not available collectively from other vendors.

The Department therefore seeks Governor and Executive Council approval to enter into a two-year sole-source contract with SAP America, Inc to ensure continuity of operations, strengthen IT governance, enhance cybersecurity readiness, and support strategic modernization efforts across DHHS.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Denis Goulet".

Denis C. Goulet Commissioner/CIO
Department of Information Technology

DG/lmr
RID 105095



State of New Hampshire Purchase Order

PURCHASE ORDER NUMBER
1114334

This number must appear on all invoices, packages,
cartons, bills of lading, and packing slips.

Date: 08/19/2026
Status: DRAFT
Ship Via:
FOB: Destination
Freight Terms: Vendor Paid
Terms: Net 30
Due Days: 30

Bill To: DOIT DHHS HAZEN DR
ATTN: BUSINESS OFFICE
27 HAZEN DR
CONCORD NH 03301

SAP LEANIX INC
60 STATE ST 7TH FL
BOSTON MA 02109

Ship To:

DOIT DHHS HAZEN DR
DEPT OF INFORMATION TECHNOLOGY
27 HAZEN DR
CONCORD NH 03301

Phone: 610-661-1000

AGENCY CONTACT: CHRIS LEWIS (603) 223-5754

Vendor #: 555034

Contact: Ethan Shapiro

In accordance with Quote: 030638000322

LINE	QTY	UOM	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
			Deliver on or before August 28, 2026 unless specified by line QUOTE NO.: 030638000322 RID NO.: 105095 POINT OF CONTACT INFORMATION Department of Health and Human Services ATTN: Matt Ensign or Pat Dickinson PHONE NO.: 603-230-3433 EMAIL ADDRESS: matthew.s.ensign@doit.nh.gov patricia.m.dickinson@doit.nh.gov chad.d.speed@dhhs.nh.gov **EMAIL INVOICE TO** AccountsPayable@doit.nh.gov		
1	1.00	EA	LEANIX APP PORTFOLIO MGMT - DHHS TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	51,971.87000	51,971.87
2	1.00	EA	LEANIX APP PORTFOLIO MGMT - DOIT TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	34,647.91000	34,647.91
3	1.00	EA	LEANIX ARCH RDMP PLANNING - DHHS TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	19,770.07000	19,770.07
4	1.00	EA	LEANIX ARCH RDMP PLANNING - DOIT TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	13,180.05000	13,180.05
5	1.00	EA	LEANIX TECH RISK & COMPL - DHHS TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	30,895.91000	30,895.91
6	1.00	EA	LEANIX TECH RISK & COMPL - DOIT TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	20,597.27000	20,597.27
7	1.00	EA	SAP LEANIX SOLUT SANDBOX - DHHS TERM: 10/01/2026-09/30/2027 Vendor Item Number: YEAR 1 Vendor Item Desc:	7,226.57000	7,226.57

Buyer: James E Noel
Phone: 603-271-3290
Process Level: 00300

Total Amount: \$183,107.37

***** CONTINUED *****

1. The State of New Hampshire engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State Proposal and the Vendor's proposal, bid or quotation, any of which are incorporated herein by reference.

2. COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS. In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws. In addition, the Vendor shall comply with all applicable copyright laws.

3. TERM. The contract and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.

4. CONTRACT PRICE. The contract price, a payment schedule and a maximum limitation of price shall be as specified by the proposal or bid invitation and the Vendor's response. All payments shall be conditioned upon receipt, and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the contractor and complete payment for the Services. The State shall have no other liability to the Vendor.

5. DELIVERY. If the Vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may repurchase similar items from any other source without competitive process, and the original Vendor may be liable to the state for any excess costs.

If a Vendor is unable to complete delivery by the date specified, he must contact the using branch and or agency. However, the branch and or agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipment.

6. INVOICING. All invoices must be in triplicate showing Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the proposal or purchase order, payment will not be due until thirty(30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received, whichever is later.

7. PERSONNEL.

7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.

7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.

8. EVENT OF DEFAULT; REMEDIES.

8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default").

8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or

8.1.2. failure to submit any report required hereunder; or

8.1.3. failure to perform any of the other covenants and conditions of this agreement.

8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty(30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and

8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and

8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and

8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

9. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof regarding any further or other default on the part of the Vendor.

10. VENDOR'S RELATION TO THE STATE. In the performance of this agreement the Vendor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.

11. ASSIGNMENT AND SUBCONTRACTS. The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.

12. INDEMNIFICATION. The Vendor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the state, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

12.1. PATENT PROTECTION. The Vendor agrees to indemnify and defend the State of New Hampshire from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).

13. TOXIC SUBSTANCES. In compliance with RSA 277-A known as the Workers Right to Know Act, the Vendor shall provide Material Safety Data Sheets with the delivery of any and all products covered by said law.

14. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.

15. AMENDMENT. This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.

16. CONSTRUCTION OF AGREEMENT AND TERMS. This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.

17. ADDITIONAL PROVISIONS. The additional provisions (if any) have been set forth as Exhibit "A" hereto.

18. ENTIRE AGREEMENT. This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.



DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
CONCORD, NEW HAMPSHIRE 03301-6398

DATE: 08/14/2026

TO: CHARLES ARLINGHAUS, COMMISSIONER
DEPT. OF ADMINISTRATIVE SERVICES

Requester: Christopher Lewis	Agency: DoIT & DDHS
Commodity: SAP LeanIX Applications	Vendor: SAP America Inc (V#555034)
RFB/RFP/RFQ (if applicable) RQ 260672	Contract: N/A
Est. Amount: \$183,107.37	

IN ACCORDANCE WITH RSA 21-I:11, I(2)(B), IT IS HEREBY REQUESTED TO WAIVE THE COMPETITIVE BID REQUIREMENTS OF RSA 21-I:11, I(A)(3) AND ADMINISTRATIVE RULE 600 FOR THE FOLLOWING REASONS:

Department of Information Technology (DoIT) on behalf of New Hampshire Department of Health and Human Services (DHHS) is requesting to renew the licensing of LeanIX with the technology risk/compliance add-on for FY27, through the sole source provider SAP America Inc (V#555034) for \$183,107.37. The renewal of SAP LeanIX applications supports the DHHS Enterprise Architecture and Compliance Project by ensuring complete visibility, governance, and strategic planning across the full application portfolio. Continuing use enables comprehensive modeling and lifecycle management across all critical departmental systems. This includes leveraging key LeanIX modules that provide the department with the transparency, control, and strategic alignment needed to manage complex enterprise systems effectively. Overall, this purchase enhances application visibility, strengthens compliance and risk management, and improves DHHS's ability to plan and execute large-scale modernization initiatives in a consistent, data-driven, and standardized manner. SAP American Inc is the sole provider of the LeanIX applications that is run at the State of New Hampshire and provides the licensing and maintenance support of the tool.

This waiver request is contingent upon Governor and Executive Council Approval.

SUBMITTED FOR ACCEPTANCE BY:

James E. Noel
Digitally signed by
James E. Noel
@das.nh.gov
2026.08.13
12:22:38 -04'00'

Mathew T. Stanton
Digitally signed by
Mathew T. Stanton
Date: 2026.08.12
09:31:35 -04'00'

PA / ADMIN / DEPUTY DIRECTOR
BUREAU OF PURCHASE AND PROPERTY

APPROVED FOR ACCEPTANCE BY:

Digitally signed by
Gary S. Lunetta
Date: 2026.08.14
11:47:14 -04'00'

GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES
ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER
THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE
REVISED STATUTES, ANNOTATED 21-I:14, XII.

8/17/26

CHARLES M. ARLINGHAUS, COMMISSIONER DATE
DEPARTMENT OF ADMINISTRATIVE SERVICES



Lori A. Weaver
Commissioner

Ernest G. Gillan
Director

STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF THE COMMISSIONER
BUREAU OF INFORMATION SERVICES

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-9404 1-800-852-3345 Ext. 9404
Fax: 603-271-4912 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

July 6, 2026

Department of Administrative Services
25 Capitol Street
Concord, NH 03301

Re: SAP LeanIX Renewal

The renewal of SAP LeanIX applications supports the DHHS Enterprise Architecture and Compliance Project by ensuring complete visibility, governance, and strategic planning across the full application portfolio. Continuing use enables comprehensive modeling and lifecycle management across all critical departmental systems.

This includes leveraging key LeanIX modules such as:

- Application Portfolio Management (APM) for holistic oversight of the application landscape, Enterprise Architecture Management utilizing dashboards, reports, diagrams & configurable KPIs.
- Technology Risk Management (EAM-TRM) for compliance, risk analysis, and technology governance for both unaddressed and addressed obsolescence risks.
- Application Risk Management Program (ARMP) for structured assessment and mitigation of system-level risks utilizing pre-defined and configurable transformations showing impacts and milestones.

Together, these modules provide the department with the transparency, control, and strategic alignment needed to manage complex enterprise systems effectively. Overall, this purchase enhances application visibility, strengthens compliance and risk management, and improves DHHS's ability to plan and execute large-scale modernization initiatives in a consistent, data-driven, and standardized manner.

Sincerely,

A handwritten signature in black ink, appearing to read "E. Gillan", followed by a horizontal line.

Ernest Gillan
Director



LeanIX, Inc. 1 Kingsbury Ave, Watertown, MA 02472.

State of New Hampshire
33 Hazen Drive
Concord, NH 03301

Resale of LeanIX

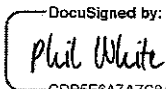
To whom it may concern,

LeanIX hereby confirms that it may only transact with resellers who are part of the SAP PartnerEdge Program. Resellers like SHI and Thundercat are not part of this program. Carahsoft and LeanIX have currently not agreed on a reselling framework.

Further, leveraging the SAP PartnerEdge Program and routing the resale via SAP would require both parties to transfer the existing contract between LeanIX and the State of NH to SAP, which would entail a lengthy approval process and tax review, the success of which we cannot guarantee.

Therefore, there is currently no reseller that we can use for the resale of LeanIX to the State of New Hampshire and the only path forward at this time is to transact directly with LeanIX.

Yours sincerely,

DocuSigned by:

CDB5E6A7A7C84E5...
Phil White

President, LeanIX North America

Schedule 1
Pricing Summary

Other Cloud Services

From 10/01/2026 To 09/30/2028

SAP Cloud Service	Usage Metric	Usage Metric Limitation	Annual Fee	Product Start Date	Product End Date	Total Fee in USD
LeanIX Application Portfolio Mgmt.	1 Application	500	86,619.78	10/01/2026	09/30/2028	173,239.56
LeanIX Architecture and RoadMap Planning	1 Application	500	32,950.12	10/01/2026	09/30/2028	65,900.24
LeanIX Technology Risk and Compliance	1 Application	500	51,493.18	10/01/2026	09/30/2028	102,986.36
SAP LeanIX solutions, sandbox	1 Application	500	12,044.29	10/01/2026	09/30/2028	24,088.58

Total Net Fee	366,214.74
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Period 1 From 10/01/2026 To 09/30/2027	183,107.37
Period 2 From 10/01/2027 To 09/30/2028	183,107.37
Total Net Fee	366,214.74