



K A N S A S

JOAN WAGNON, SECRETARY

DEPARTMENT OF REVENUE
INFORMATION SERVICES

KATHLEEN SEBELIUS, GOVERNOR

Strategic Sourcing Team Meeting
Location KDOR Docking State Office Building
Learning Center, 11th Floor
October 31, 2006
10:00 a.m. to 12:00 p.m.

ATTENDEES

Tim Blevins, KDOR
Dale Bledsoe, KDOR
Thurston Smith, Division of Purchases
Angela Hoobler, Division of Purchases
Carey Brown, KITO
Rick Baker, KDOT

AGENDA

- Data Gathering Idea's and Discussion / Whole Team Review
- Discussion on Vendors / Whole Team Review
- Expiring Contracts List / Angela Hoobler
- LAR Monthly Reports Review / Dale Bledsoe
- Next Meeting Assignments

Data Gathering Idea's and Discussion / Whole Team

Website Discussion

Dale handed out a sample of how he sees the website looking for the IT Contract and Vendor Information. The bold text indicates what was added during the meeting.

General Information	Computer Contracts	Printer Contracts	Misc. Strategic Contracts	Best Practices
FAQ: <ul style="list-style-type: none"> • Formation of Team • Contact Information 	<ul style="list-style-type: none"> • Dell • Gateway • HP • IBM • Lenovo 	<ul style="list-style-type: none"> • HP, Canon, Epson • Gateway • HP • IBM 	<ul style="list-style-type: none"> • List Individual Contracts • LAR • State Hardware 	<ul style="list-style-type: none"> • Microsoft Desktop Decision Tree for Software Assurance

<ul style="list-style-type: none"> • (add link) • Add Feedback Survey 	<ul style="list-style-type: none"> • Microtech • SUN 	<ul style="list-style-type: none"> • Microtech • SUN 	<ul style="list-style-type: none"> • Contract • IT Security Contract • IT Services Contracts <p>ADD:</p> <ul style="list-style-type: none"> • (7763 - Telecommunication • Office Supplies • Cellular Data • Enterprise Wireless 	<ul style="list-style-type: none"> • IT Hardware & Software Maint. Decision Tree • Sole Source Guidelines • Process Model for Agency only Contract Renewals • Computer Associates Billing Practices • Vendor's Fiscal Year <p>ADD</p> <ul style="list-style-type: none"> • Communication (Check w/ Jennifer)
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Discussion on Vendors / Whole Team

SAS

Carey is sending the invoice list to David Rounds to verify that SHI can price and deliver all of the items the agencies are currently buying.

STG

Tim indicated that he visited with Treasurers for the VIPS training and he encourage them to send comments to us to keep us up-to-date on how things are going with them and STG.

Dale reported that KDOR will be saving \$819 a year for four tektronix printers with going through STG versus Decision One.

Gary with Wichita State is coming around per Carey. Kevin with STG indicated that he had a good meeting with Gary at Wichita State and Carey encouraged Kevin by letting him know that Gary has a good reputation for running a good shop.

Vendor Spend Reports

Dale requested new and updated reports from the vendors and Angela reported that the deadline for submitting the reports to her was Oct. 30. Symantec replied to Angela saying they have nothing to report for the third quarter. Worldwide also reported no sales but ISG reported \$13,000 last quarter. Fishnet did have spend the last quarter but the contact for Fishnet was out ill so Angela wasn't able to get the amount.

Tim reported that they are testifying with JCIT about what is going on with Security and Tim would like to give them up-to-date numbers regarding spend on the security contract. Angela will send Tim detailed reports for security spend.

Expiring Contracts List, 6 months out /Whole Team/ Carey Brown & Angela Hoobler

The Xiotech contract has been extended through January 31, 2007 and FileNet is in the process of being renewed. The Southwestern Bell CISCO contract will be re-bid but it doesn't mean that Southwestern Bell won't be awarded the contract again. Carey said the current solution is to make the CISCO a 2-tier contract where the awardee will be the sole and the mandatory supplier for State of Kansas purchases and the second tier will be a multi award for State agencies not attaching their equipment to the State networks and for local government who will also not be attaching their equipment to the State network. So, if you are the Dodge City JUCCO and you want to buy a box to wire your campus, you can go to a Dodge City dealer. Tier 1 has to be a gold level dealer and Tier 2 may be a silver level dealer but Tier 1 has to be able to deliver the gold range of CISCO products and Tier 2 can cherry pick the product lines.

Brad Williams from Health & Environment is working on the statewide Microtech contract. Brad is evaluating the bids for the white box. The estimated amount of spend for Microtech is approximately a half-million dollars a year.

Carey reported a meeting with ITMC regarding the integrated technology services state-wide contract replacement and the team did some strategizing to figure out which categories to pursue first because of it being such a large issue.

The ITMC has decided to start the annual pricing with Forrester and Gartner for 2007. Tim said there is some role-base on the product offering that he would like Dale, Glen, and others to be involved in this process as this is discussed with DISC and DOA on the Gartner side. Carey will check with the ITMC team to see if it is okay to invite others when discussing the Gartner contract.

LAR Monthly Reports Review / Dale Bledsoe

There wasn't a significant amount of spend when reviewing the LAR report.

Carey reported that on telecommunication spend, we have 10,600 kansas cards outstanding but we only get billed for about two thousand of the cards.

Next Meeting Assignments

- Angela will submit detailed spend reports for security to Tim

Next meeting will be Tuesday, December 12, 2006, on 11th Floor of the DSOB, Sunflower room.