



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
February 27, 2007
10:00 a.m. to 12:00 p.m.**

ATTENDEES

Dale Bledsoe, KDOR
Chad Champney, Legislative Services
Wally Ballou, Dept. of Education
Angela Hoobler, Division of Purchases
Rick Baker, KDOT
*Paul Geisler, KU

*Phone Conference

AGENDA

- Review and Approval of January 30, 2007, Minutes
- Data Gathering Idea's and Discussion / Whole Team Review
- Discussion on Vendors / Whole Team Review
- Expiring Contracts List, 6 months out / Angela Hoobler
- LAR Monthly Reports Review / Dale Bledsoe
- Report on Goals & Targets / Whole Team Review
- Next Meeting Assignments

Review of 1-30-07 Minutes

Dale received revisions from Carey Brown, Angela Hoobler, and Rick Baker. The team has accepted all of the revisions and approved the minutes.

Data Gathering Idea's and Discussion / Whole Team

Website / Dale

Dale has talked with Alicia and Janet. They should have something real soon to show him the layout of the website.

Dale isn't sure that having a survey on our website is going to be feasible. He indicated that it appears that a sub-contractor maintains the website by tracking survey/feedback results. He wasn't able to find anyone that maintains their own surveys or having the knowledge to do so. The owner of the websites didn't seem to own their own software to track survey/feedback results.

Angela recommended a web counter which is free of charge. Dale will arrange for Alicia to present a demonstration of the website.

Discussion on Vendors / Whole Team

BTCO

BTCO is a company that we have to use for document imaging due to Kansas law and Angela located this company in the Blind and Handicap catalog.

Angela reported that BTCO is more accommodating than other vendors in the Blind and Handicap. BTCO does not indicate that they will replace our current method of doing archival or digitizing records especially if we already have a system in-house handling these services. If we were outsourcing these services, then we should go through BTCO.

ORACLE

Dale will bring Oracle spend to the next meeting for past last two years.

Per Paul, KU will not be purchasing a campus license through Mythics, Inc. Paul (KU) is going to purchase individual licenses through the MHEC/Oracle agreement (Midwest Higher Ed Commission).

There has not been any activity on the Oracle contract in the past month.

ATTACHMATE

At our last meeting, there was a question on an Attachmate purchase. Dale looked this up and it was a purchase made by Harvey County for maintenance. When we looked at Attachmate, there is a license that DISC has that allows State agencies to use that particular kind of software DISC has but it wasn't available to the Counties so they will need to stay with Attachmate. If any State agencies are paying Attachmate maintenance, they are wasting their money because DISC holds an enterprise license for emulation software that any State agency can use for free.

SYNCSORT

There was spending of \$79,210 on last month's expiring contract list that someone wanted to find out spend. No one at this meeting could remember the reasons for looking into this spend.

STATEWIDE IT TRAINING CONTRACT

Dale did a presentation on the statewide training contract at the last ITAB meeting. This gave the smaller agencies an insight as to what we are doing. Dale let the ITAB members know that we could probably save from five to twenty percent of our total training dollars by going through this training contract.

The contract bids close the first of March and Dale has a four-person evaluation team. Dale was not able to get representation from SRS but he will attempt again to get someone from SRS.

A new member requested some detail on the IT Training Contract project. Dale reported that we could get anywhere from fifty to eighty vendors to tell us what they are qualified to do. The evaluation team is going to go through these bids and check for the following:

- Make sure each bid is legitimate
- Pick out all of the reputable training bids that cover all of the different areas that the State architecture covers

Once a contract is in place for IT training, the agency requesting training will need to complete a task order sheet (i.e. I want Oracle Database training or Oracle Engineer training). The agency needs to indicate how many participants and city you would like the training to take place. Once the task order sheet is completed, it will be submitted to all the different vendors on the contract and each vendor that offers that particular training is going to send a bid to us by a certain date. Once we receive the bids, the agency will select the most efficient bidder. You don't have to select the cheapest bid but you will need to have good documentation reflecting why you selected that particular bidder. It is recommended that you give the vendors at least a two-week timeframe for submitting their bid.

Dale is hopeful that this contract is completed by the first of April.

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

Statewide-All Agencies

- Sequoia Consulting Group for Intranet Random Employee Sampling Techniques contract will not be renewed.
- The Apple Computer contract will be renewed.
- The Midrange Computer Solutions will be decided by DISC if they are renewing.
- The Worldwide Technology contract will be extended through October 31, 2007 to line up with the expiration date of the Sun Regent contract. This contract will then be re-bid to include the Regents.
- Still in negotiations for the Microtech contract.
- Xiotech will be re-bid and Angela indicated they will be meeting with Xiotech this Friday, 03/02/2007, to get a better understanding of how Xiotech is implemented throughout the State and any questions about SAN systems.
- Business Computer Center for the printer contract is being renewed for one final year then we will re-bid next year.
- The specifications for the Southwestern Bell Telephone contract for CISCO are being rewritten by DISC.

- Compcoc Inc. contract is used by DISC and one other State agency. This contract is in maintenance mode only and has one renewal left. Since it's in maintenance mode, they will more than likely let the contract lapse and just go on year to year maintenance.
- Software House International contract will be renewed.
- Enterasys Network will be renewed but doesn't have a lot of agencies using this contract. This used to be called Cabletron.
- The Nex-Tech contract for Toshiba phones will be renewed.
- Angela isn't sure of the status for Kansas City Audio-Visual for AV equipment contract. Need to check with Thurston to find out how many Audio-Visual contracts are in place for the State. Angela will let Thurston know that this team is interested in looking at all the AV contracts and invite him to attend our next meeting.
- Angela is pretty sure the Alcatel USA for Wireless LAN contract will be renewed.

Angela stated that as the statewide contracts get closer to the time of the appropriate expiration date, they will be discussed in the contract development meetings. These meetings include individuals from Division of Purchases as well as individuals from the business side in order to get feedback regarding each contract.

Report on Goals & Targets / Whole Team Review

Dale provided the team members with a report for Agencies, Local, and Regents spend through Software House International (SHI). The reports are for FY2007 and go through January.

Dale indicated that we have the availability of reports showing all spend from the last couple of years broken out by companies and by object codes for the whole State of Kansas. This is for IT object codes only.

Next Meeting Assignments

- Dale will arrange for Alicia to present a demonstration of the website at the March meeting.
- Dale will bring Oracle spend for the past couple of years.
- Check with Thurston to find out how many Audio-Visual contracts there are for the State and see about what it would take to consolidate these contracts. Angela will let Thurston know that this team is interested in looking at all the AV contracts and invite him to next meeting.

Next meeting will be Tuesday, March 27, 2007, on 11th Floor of the DSOB, Sunflower room.