



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
March 28, 2007
10:00 a.m. to 12:00 p.m.**

ATTENDEES

Dale Bledsoe, KDOR
Angela Hoobler, Division of Purchases
Rick Baker, KDOT
Rita Barnard, SRS
Janet Hawkins, DofA
Chris Howe, Division of Purchases
Sherry Macke, Division of Purchases
Bob Sachs, Division of Purchases
Carey Brown, KITO
*Paul Geisler, KU
*Thurston Smith, Division of Purchases

*Phone Conference

AGENDA

- Review and Approval of 2-27-07 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 2-27-07 Minutes

The team approved the minutes.

Data Gathering Idea's and Discussion / Whole Team

New Web Page

Janet Hawkins with D of A showed a demonstration of the new web page she has designed. The URL for the website is <http://www.uat.daweb.ks.gov/userapproval/disc/StrategicSourcing>

Janet will remove the 2006 minutes from the web page and add a button for software contracts. She will also remove "strategic" from the "miscellaneous strategic contracts" button.

The team will offer any change recommendations to Janet after reviewing the web page.

Discussion on Vendors / Whole Team

ORACLE Update

Dale provided Oracle spend for the following years.

2003	\$1,129,000
2004	\$1,900,000
2005	\$2,869,000
2006	\$2,970,000

In 2006, \$2,765,000 of the Oracle spend was for maintenance. So, we do not have much new product spend for Oracle.

Bob reported that Oracle's apparent reluctance to sign a contract was not an indication that they wish to push us to buy through resellers. Bob submitted an e-mail to Larry Elliot, CEO of Oracle, that seems to have raised someone's attention. An e-mail, phone call, and letter were received from Oracle saying that they do value our business and are trying feverishly to move the paperwork through their legal department and they assure us that will happen fairly soon. Bob believes he will have a finalized signed contract by our next meeting date for a one year contract.

Statewide Training Contract / Dale Bledsoe

The contract will be put out for bid again due to us not having received the range of training responses that the State actually requires after the first letting. By putting the contract out for bid again, it gave Dale an opportunity to change the contract so there would be categories of training that the bidders will qualify for under each of those categories. So, when a task order comes through, they'll only be sent to the bidders that are qualified for that particular category.

Dale will contact the current bidders in letter format to make them aware of the changes to the contract so they can re-bid.

Syncsort

This is a backup express maintenance renewal for SRS. Rita Barnard indicating that SRS is currently under a network assessment and changes may be made regarding this maintenance.

Audio Visual (A/V) / Thurston

The 06829 KC Audio Visual contract is primarily for projection equipment and is a consortium based contract with the University of Missouri. This contract is up for re-bid and is a one vendor type used for various agencies.

Is it possible to have one contract out for all audio visual contracts? A lot of the A/V contracts are specific to an agency. For instance, Fort Hays State and Wichita State have wanted to get conformity in the equipment that comes on campus because they are ultimately responsible for the maintenance on the equipment. This is why you wouldn't want to see one contract for AV equipment.

A contract was developed in cooperation with the Kansas Board of Regents for multimedia design with three vendors on the contract. It's an open catalog based contract (01975).

There are three Polycom Video and Audio Conferencing and Headsets contracts listed but there is actually only one contract, 09174, with only one vendor.

Thurston asked Fort Hays State to take a look at contract 09175 to see if those vendors could provide the equipment they need to purchase. Fort Hays replied saying they did not want to utilize that contract because they want to go out for a bid for their specific equipment needs. Since Thurston is providing a service to Fort Hays, he will put out a bid for their needs.

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

- WSCA computer contracts will be renewed
- There will be one more renewal for AVAYA
- The academic Microsoft agreement expires May 31, and will be renewing for another three years. Angela will send an e-mail out to Regents to let them know when agreement has been renewed.
- The State and Local Microsoft agreement expires June 30. It will be renewed for another three years.

LAR Monthly Reports Review / Dale Bledsoe

Angela reported they are finding some vendors who are unwilling to sell their products through Software House International (SHI) because they don't use a reseller; they only sell direct. SRS thought that the SHI contract was setup so SHI would be the reseller for all software and we wouldn't have to go through the process of someone not wanting to sell through SHI.

Angela said that if the publisher isn't already contracted with SHI, this needs to be facilitated between the publisher and SHI and Division of Purchases doesn't have to be involved in this process.

Report on Goals & Targets / Whole Team Review

MITSC / Carey Brown

The team is waiting to get tax clearance notification from the new twenty-six vendors. If the tax clearance is not done within ten days, this team can drop that vendor.

Telecommunications / Carey Brown

The final CISCO contract draft has been signed off on as of yesterday. Once the numbers are typed in, it will be ready to go out "on the street."

Xiotech / Carey Brown

Several individuals went to Kansas City and met with Xiotech to get a feel for what storage area networks are and how they work.

The Xiotech contract will be re-bid in two groups. Group one will be for Xiotech brand gear and will give us the biggest discount so that agencies can continue to maintain their existing installed equipment. Agencies that don't already have a storage area network installed would purchase from group two.

The original concept was that we write a generic specification for group two and pick a vendor. The Xiotech representative said if you go that route our choices are going to be very difficult because the vendors offer different things in their product line. For instance, there will be only one or two vendors that support both fiber and iSCSI in their product line.

The Xiotech representative said that if we pre-decide that we are going to go through, for example, EMC for storage area network products for group two and an agency needs a function that EMC doesn't provide, we have just handicapped that agency. He suggested that we put it out for bid and award group two to all SAN manufacturers (EMC, IBM, SUN, CISCO, etc.) but allow only be one representative for each manufacturer. This way we have all the manufacturers available and we can select the best possible price by task order.

Chris said if the contract is out there and you have multiple vendors to choose from, he has to trust that the agency is going to make the best monetary choices for whatever systems they are developing.

Next Meeting Assignments

- Janet Hawkins will remove the 2006 minutes from the web page.
- Dale will send survey information to Janet Hawkins for the web page.
- Thurston will rename the contracts so they will show up on a report together.
- Thurston will put together a detailed document to provide a clear understanding for A/V Equipment and to justify why the contracts exist.

Next meeting will be **Tuesday, April 24, 2007**, on 11th Floor of the DSOB, Sunflower room. The April 24, 2007 meeting was postponed until Friday, May 04, 2007.