



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
May 4, 2007
10:00 a.m. to 12:00 p.m.

ATTENDEES

Dale Bledsoe, KDOR
Tim Blevins, KDOR
Barry Swanson, University of Kansas – bswanson@ku.edu
Rick Baker, KDOT
Charlie Woldt, KDOT – charlesw@ksdot.org
Ed Ames, SRS – rea@srs.ks.us
Brent Helm, BIDS – bhelm@sbids.state.ks.us
Debbie Rosacker, Bd. Of Indigents' Defense Service, drosacker@sbids.state.ks.us
Randall Gregg, Dept. of Commerce – rgregg@kansascommerce.com
Rita Barnard, SRS
Chris Howe, Division of Purchases
Sherry Macke, Division of Purchases
Carey Brown, KITO
*David Schmidt, Fort Hayes State University
*Mark Cook, Fort Hayes State University
*Mike Lacey, Fort Hayes State University
*Paul Geisler, KU
*Thurston Smith, Division of Purchases

*Phone Conference

AGENDA

- Review & Approval of Last Month's Minutes / Whole Team
- Minutes from 3/28/07
- Data Gathering Idea's & Discussion / Whole Team
- Update of New Web Page / Dale Bledsoe
- Discussion on advertising ideas for new Web Site / Whole Team
- Discussion on Vendors / Whole Team Review
- Report on a new Web Hosting & Services Contract / Dale Bledsoe

- Report on New Statewide IT Training Contract / Dale Bledsoe
- Audio/Visual Contracts / Thurston Smith
- Expiring Contracts List , 6 months out / Chris Howe
 - Expiring Contracts, New Processes / Chris Howe
- LAR Monthly Reports Review / Dale Bledsoe
 - The Education, Government & Local Units Reports for March Spending Through the LAR / Dale Bledsoe
- Report on Goals & Targets / Whole Team Review
 - Report on the MITSC Contract & Team Progress / Carey Brown
 - Telecommunications / Carey Brown
- Next Meeting Assignments

Review of 3-28-07 Minutes

Rick Baker made appropriate changes to the minutes and the team approved.

Data Gathering Idea's and Discussion / Whole Team

Web Page

No new updates and Dale will contact Janet Hawkins to let her know this group is ready for the web page to go live and provide her with the updated 3-28-07 minutes.

Chris Howe shared with the first time attendees what this web page is all about. It's an IT specific web page that will help direct people to IT hardware maintenance and software contracts and other opportunities quicker than the Division of Purchases web page might offer. Chris asked any new attendees to give Dale Bledsoe a call if you have any questions or concerns regarding the web page. Chris indicated that once the web page goes live, there will be some sort of an announcement to inform agencies and he would like to get some feedback in terms of its functionality. Dale also included that there will be a survey on the web page that will allow agencies to give their input on the web page and offer concerns and or recommendations.

There will be communication going out from list serv groups to advertise the new web page once it goes live. The list serv that Bryan Dreiling uses for the 3-Year IT Management and Budget Plan would be the biggest list.

Discussion on Vendors / Whole Team

Web Hosting & Services Contract

Dale has been asked to work on a statewide web hosting contract. This does not replace any agencies web staff. This will be used to supplement existing resources and give resources to smaller agencies that don't have any web resources available to them. Right now INK is backed up and has not been able to provide many resources, especially to the smaller agencies. This contract will help by making resources available to build websites and provide for the programming needs that smaller agencies may require.

At this point, there is no timeline on this contract. Dale will be presenting a rough draft contract to the ITMC in the near future so he can get some feedback.

Chris Howe did indicate that there have been some concerns expressed regarding hardware maintenance and the IT Training contract. We haven't talked with procurement staff and some of the rank in file IT people so when these contracts come up, it catches people out in left field. So, Chris's commitment to this committee and with other purchasing endeavors as well is to work harder to get those groups of people involved in the contracts. If we are going to make the IT Training contract a statewide contract that will be a mandatory use according to our terms then we need to seek input from other agencies.

Rita expressed concerns for agencies that are heavily federally funded on some mandatory use contracts, especially those that use a TPR format. These agencies may run into funding issues. Chris did say that TPR type contracts have been very good for modest scope projects to reduce the amount of time it takes to get through some of the processes. Chris thinks you can step outside of that contract to bid something and you won't offend anyone.

New Statewide IT Training Contract / Dale Bledsoe

This contract will be closing May 29. Chris said this went out as a various agencies contract in the non-mandatory venue versus statewide.

Audio/Visual Contracts / Thurston Smith

Thurston will provide a comprehensive list of what we would call audio/visual contracts for the next meeting.

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

Chris shared with the new attendees that we start looking at the contracts that the Division of Purchases manages for agencies and statewide agencies. Angela Hoobler takes some time and takes our expiring contract list and separates them by statewide contracts with various agency contracts listed first that impact a lot of agencies. Below the line are the contracts that are specific to agencies. Our goal through Strategic Sourcing is to find opportunities to maybe combine contracts and to take a look six months out in terms of what is taking place.

Microtech

The Microtech contract will be replaced by the White Box and that contract is still being extended until the White Box contract is developed. We are going to come into some other contracts with HP, Dell, Gateway and Lenovo which are our primary PC computer contracts that are based on the western states contracting alliance WSCA. These contracts involve a lot out-of-state organizations and the Microtech contract is a Kansas contract. So, we feel it's important to keep a Kansas presence on and available for some of the computer needs. Microtech has been very good about taking care of needs by getting the products to us quickly. Chris feels the new White Box contract was designed to keep things in Kansas as well as getting quick response for our needs. The Microtech will be a various agency contract. Our goal is to provide a good source for our everyday needs and we find that the purchase volume for Microtech is around four

to five million dollars a year so we really want to keep that conduit open whether it's Microtech or another White Box clone company.

World Wide Technology

There are two Sun contracts and one of them has been renewed. There is one for general Government and one for Education. Angela's intent is to make these two contracts coterminous so they will eventually expire at the same time and be rolled together into a single contract. The challenge for these contracts is the maintenance and whether we should or should not be buying maintenance through there or through the hardware maintenance contract, STG. There have been some challenges on whether Sun wants anyone else to touch their products. STG has said that they can maintenance some of the Sun products.

Xiotech

This is on a month-to-month renewal until the replacement is complete. This contract will be replaced by a two group contract. The first group will be for Xiotech branded gear and the second group will be for other storage area network gear made by any manufacturer. Group two will only make one award per manufacturer. For instance, if we receive four bids for EMC gear, we will go with the one that will give us the best deal on EMC. If brand "x" storage area network is represented by four dealers, we will pick one dealer for brand "x". By the time we are done, we would have all the manufacturers that own storage area network gear represented at least once in the contract. The group one part of the contract would be intended to allow people who already have Xiotech gear to continue to support their installation and if you don't have an existing storage area network, you would go to group two.

Prior Authorizations

Due to the high number of prior authorizations, Chris believes this Strategic Sourcing team would be a perfect fit for reviewing and coming up with a solution for reducing the number of prior authorizations. Dale has offered to provide a list of all of KDOR's maintenance contracts that have been renewed by prior authorization every year.

Southwestern Bell Telephone / CISCO Equipment

Rebid with a 2-Tier award. Was unable to hear what else was said.

Compco / Telecommunications

This was originally bid statewide for better pricing but this is only pertains to DISC.

Software House International

The software large account reseller will be renewed.

Nex tech (Telephones/Toshiba Key Telephone Systems)

SRS is the primary user of this contract. Was unable to hear what else was said.

Kansas City Audio-Visual

This expires 7/10/07 and it does have some renewals on this contract. Thurston has a call in to the Missouri representative to find out the status. Chris did indicate that we first need see if Missouri is renewing since it is based on Missouri's contract. This contract is basically for multi media projectors, smart boards, and plasmas.

Dell Marketing / WSCA Contract

Chris expects all of these to be renewed.

AVAYA

This contract will be renewed.

Pager Services

These contracts will be renewed.

LAR Monthly Reports Review / Dale Bledsoe

In the future, the Large Account Reseller (LAR) reports will be reviewed on a quarterly basis. Dale will continue to send the three reports (local government, agency spend, education spend) out monthly and Dale will provide the numbers on a quarterly basis to save time at this meeting.

The purpose of this contract is to focus as many purchases of software through this one company and they will manage the licenses for you and assist you with discounts. This is a good way to consolidate all the Microsoft, Adobe, etc. spend into one focused area.

Report on Goals & Targets / Whole Team Review

MITSC Contract & Team Progress

Last month we reported we were finishing up the revitalization of the ITS Contract but it was pending on tax clearances. This has been accomplished and we are still awaiting a designee from an agency for the evaluation committee.

One thing Chris would like to see is for Chris and Bob to create an excel spreadsheet that has contact information with the TPR contracts in order to produce mailing labels. For address changes, also include a column for date of change.

Next Meeting Assignments

- Thurston will provide a comprehensive list of what we would call audio/visual contracts for the next meeting.
- Dale will provide a list of all of KDOR's maintenance contracts that have been renew by prior authorization every year.

Next meeting will be Tuesday, April 24, 2007, on 11th Floor of the DSOB, Sunflower room.