



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
August 15, 2007
10:00 a.m. to 11:00 a.m.**

ATTENDEES

Dale Bledsoe, KDOR
Rita Barnard, SRS
Rick Baker, KDOT
Carey Brown, KITO
Chris Howe, Division of Purchases
*Thurston Smith, Division of Purchases
*Barry Swanson, KU

*Phone Conference

AGENDA

- Review & Approval of Last Month's Minutes / Whole Team
- Data Gathering Idea's & Discussion / Whole Team
- Discussion on Vendors & Procedures / Whole Team
- Expiring Contracts List, 6 Months Out / Chris Howe
- Report on Goals & Targets / Whole Team
- Next Meeting Assignments

Review of 7/2007 Minutes

The team approved the changes Angela and Rick made to the minutes.

Data Gathering Idea's and Discussion / Whole Team

New Ideas for Team Discussion / Whole Team

No discussion on this subject.

Training Co-op Board / Whole Team

Lisa Kaspar with Revenue Learning Center talked to the team regarding the efforts being made to centralize training for State agencies. She talked about the STAT Team that has a web site and agencies help each other with mostly what is considered soft training. She did say that there was no reason why their web site could not handle IT training as well.

Discussion on Vendors & Procedures / Whole Team

Report on a New Web Hosting & Services Contract / Dale Bledsoe

Dale reported the contract is about ready to be turned in and put out on the streets. Dale will be attending the purchasing meeting on September 5, 2007, for their review of the contract.

Report on Various Agency IT Training Contract / Dale Bledsoe

A group of questions were sent out to most of the vendors and their responses have been received.

The review team will meet one more time then this will be completed.

Chris indicated we need to expose agency Purchasing and IT communities to this new contract. One way is to discuss it at the ITAB meeting in September.

Discussion on Sole Source Authorization / Whole Team

Chris spoke at the ASTRA meeting on August 2, 2007, and addressed all the procurement and accounting participants on multi-year prior authorizations. When time permits, the form will be revised in order to allow multi-year prior authorizations.

Expiring Contracts List, 6 months out / Whole Team / Chris Howe

Expiring Contracts, New Process / Chris Howe

Thurston met with some of the AVAYA end users from larger agencies (KU, K-State, Fort Hays State, and KU Medical Center) regarding poor service from AVAYA Global. The larger agencies will be asked to reconvene the PNC the week of August 27 and have the AVAYA representatives address the concerns. The concerns will be sent to the AVAYA representatives prior to the meeting. At the meeting, Thurston and the other end users will tell AVAYA that they need to either improve their service, or open their service to their business partners so that the state of Kansas can receive better service than is currently being provided. It was also noted that there are also billing issues with AVAYA.

Thurston reported on the following contracts:

- The Satellite Engineering Group contract for Cable Television, & Video Distribution will be renewed.
- The Satellite Transponder Time with New Orleans Teleport, Inc. will be re-bid and he has received a response from one vendor.
- Thurston hasn't heard anything on the Housing and Development Software sole source contract that is out of our purchasing guidelines.
- The DIS Hardware Maintenance Services contract for Department of Corrections will be renewed.

SUN Microsystems Contract (combination of state & regent) / Carey

Carey reported that there are two SUN firms that work at different levels. One provides acceptable good service and the other processes the order with no service. The hope is to combine these two but still retain educational discounts separate from government discounts. If we could combine them into one firm, we hope that would improve service levels. To accomplish this, Angela would have to renew them so that their renewals came coterminous. Dale mentioned that Angela should contact representatives from at least Revenue (Glen Yancey) and DISC (Loren Westerdale) to make sure they are involved with the contract since those two agencies are the biggest users.

White Box / Carey for Angela

The configurations for the WSCA-Based microcomputer contracts are obsolete so they need to be updated. Once we have updated established state configurations, we can get prices from the White Box vendors for what they would charge to deliver the equivalent boxes.

Division of Purchases is not getting the feedback needed from the IT community in order to renew the contracts. Chris said contracts are either going to start lapsing or will have to be extended. Chris indicated that Purchasing needs to start taking the lead in gathering the information by contacting the IT community and scheduling meetings to obtain the information.

Report on Goals & Targets / Whole Team Review

Report on the MITSC Contract & Team Progress / Carey Brown

No discussion on this subject.

Telecommunication / Chris

Chris reported they are getting ready to do a best and final offer document on the group two vendors for CISCO.

Chris indicated there is a need to eliminate the confusion and complication by asking for the best and final offers from everyone in group two and establish their product discount from lists and establish their prices for the services in the contract. This way people can go to where they need to go and there is no need for TPRs. Carey said this takes care of the hardware purchases but the problem is whether it's a group one or two. For instance, say I'm going to buy a certain amount

of routers but my staff are not up to speed on how to configure/install the routers. I would require more than straight forward installation service, so, I'm going to get a CISCO engineer to come in and spend three days to help with the configuration/install.

Storage Area Network Contract / Carey Brown

If you have any Storage Area Network gear bigger than a desktop, when the warranty ends, the State's expectation is you will cover the device under the statewide maintenance contract once the warranty expires. Similar to SUN, we will encounter vendors who say that they are the sole source of maintenance for their storage area network gear. If that is the case, then the agency can use the OEM maintenance.

Chris reported that we need to bid this contract and include the OEM component.

Next Meeting Assignments

- Review CISCO contract.

This will be Wednesday, September 19, 2007, on 11th Floor of DSOB, Sunflower room.