



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 17, 2007
10:00 a.m. to 11:00 a.m.**

ATTENDEES

Dale Bledsoe, KDOR/DISC
Lee Harmon, Division of Purchases
Chris Howe, Division of Purchases
Mavis Cockrell, KDOR
Ed Ames, SRS
Jeff Neal, KDOT
Rick Baker, KDOT
Paul Geisler, KU
Corkey Allen, Gartner Group
*Thurston Smith, Division of Purchases
*Leigh Rush, Board of Indigents Defense

*Phone Conference

AGENDA

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

Review of Sept., 2007 Minutes

The team approved the minutes.

New Team Member Introduction

Lee Harmon began employment at Division of Purchases six weeks ago and he will be working in Angela's position as the PC and insurance buyer. Angela will be joining the financial management systems project as that develops. Angela will become heavily involved in the bidding for the software so by February, she will be full-time on the project.

Data Gathering Idea's and Discussion / Whole Team

New Ideas

Paul with KU indicated that a hot topic they are facing right now is desktop encryption. KU is looking at purchasing a small amount of licenses from a company called PGP for IT staff. Over time, all staff members that have any kind of student and/or employee information will have an encryption license whether they are working on a desktop or laptop. All e-mail and saved files will be encrypted.

Per Paul, PGP is a large customer of SHI and with KU being an academic entity; KU should get a pretty good discount.

The low end cost for encryption with a server licenses is around \$70 a client and the higher end for enterprise edition is around \$170 a client. This cost is for academic entities. There are approximately 2000 faculty and staff that will need encryption software.

Paul will report back to this team as the encryption process moves forward.

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

The web address is under IT Sourcing at DISC website. The URL is www.da.ks.gov/itsourcing/

Report on Various Agency IT Training Contract / Dale Bledsoe

Dale talked with programmers at DISC and it will be possible to add a page to allow agencies to post their training needs on the website. If an agency does not have enough staff members to hold a training class at their site, this would allow staff to attend training at a different state agency.

Dale reported that KDOR held a Captiva class that allowed nine participants but there were only four staff members that attended the training. KDOR did this because it was cheaper to bring a teacher in to teach the four employees that needed the training, rather than pay for the class for each one of the four employees, plus the out of state travel. If there would have been a place to post upcoming training, KDOR could have possibly had a full class.

Suggestion was made to set the website up so the system will automatically remove past training dates to avoid agencies from signing up for a training that has already taken place. And, it was recommended that there be a template on the website to maintain uniformity.

The agency that holds the training will need to determine how the cost will be shared with the other attending agency(s).

Reports

Dale provided Paul with two sets of Regent reports as well as offering other attendees the large agency reports.

Discussion on Vendors & Procedures / Whole Team

Report on a new Web Hosting and Services Contract / Dale Bledsoe

This RFP was put out on the street last week. This will be a statewide mandatory contract.

Report on New Statewide IT Training Contract / Dale Bledsoe

This contract has been bid and is ready for award. The nine vendors on this contract have passed tax clearance and seven of these vendors have signed the contract. We are waiting on DELL and ProTech's signed contract. This contract will be presented at the November 7, 2007, contract development meeting. This contract will be a statewide mandatory.

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

Per Chris, the WSCA based radio equipment contracts will be renewed. These were established for KDOT as a various agency contract.

Lee Harmon will report to this team when the Worldwide Technology, Inc. contract will be re-bid. Chris indicated the issue on this contract is the extended warranties and maintenance. Can the hardware maintenance vendor maintain SUN equipment? Or, does SUN have a problem with allowing anyone else to maintain their equipment? If we allow our SUN boxes to be maintained by someone other than SUN, will that void our warranty? Chris said there needs to be a discussion with this team about the hardware maintenance contract and where this will go in the IT community. At this time, Chris is giving Angela and Lee the authority to go forward with the idea that maintenance beyond regular warranty can be included because we are hearing from agencies that this is what they want.

Dale said there has been some pressure put on DISC by STG to switch some of their SUN maintenance to STG. They want KDOR to switch to STG, but KDOR did not want to be the guinea pig. The Sun boxes that KDOR has run the tax systems and are too critical. DISC may be putting a couple of their non-critical boxes under STG for a test run.

Chris received a letter from STG expressing concerns that not enough agencies are signing up for hardware maintenance contract through them. There is also an effort to put in a larger maintenance equipment contract that would include lab equipment and other things that may end up as cross purposes with the hardware maintenance contract. There will be a larger discussion taking place in the near future on this subject.

Chris said the challenge of mandated use statewide contracts is where we draw the line between who must go through the contract and is it a reality for an agency to do so. For instance, if an agency has a PeopleSoft trainer that has been with them for several years but that person is not

on the training contract, does that agency have to give that person up and go with someone on the training contract? As stated in the previous paragraph, there will need to be a discussion with the Big 6 regarding the concerns of off-contract purchases. Then, the recommendation will need to be submitted to the IT community through ITAB so we can get a consistent message across to the purchasing community.

At this point, the Division of Purchases, KDHE, and KDOR use the FileNet contract. Thurston has information that KHPA is looking at purchasing an enterprise system for document imaging.

The items below the gray line on the October IT Expenditure Contract list are individual agency contracts. If there is an "N" in the last column, the contract is not available to other state agencies. The list will allow this team to determine if a broader based contract can be put into place to consolidate use from an IT strategic sourcing standpoint.

Dale reported that KDOR has had nothing but problems with the contractor Electronic Risk Consultant (ERC). It seems scanners need servicing more often since ERC became the contractor. Chris said there needs to be a meeting regarding this contract.

Paul has been invited to attend a technology partner meeting at KU to talk about SHI licensing. Some departments are having concerns with the service level they are receiving from SHI staff regarding turn-around time on quotes. Another concern is with documentation not being completed by SHI the way KU has submitted the request (such as contact information and term dates). The SHI web interface for the catalog is difficult to maneuver and it's hard to locate the correct product. There are price listings for state agencies located in the education link. Paul is going to coordinate a conference call with David Rounds at SHI to update him on the issues KU is experiencing. Chris asked Paul to include Angela and Lee in the SHI discussion regarding these issues.

Next Meeting Assignments

- Dale will find out if it is possible to have a standard data entry template on the IT training website for requesting training to maintain uniformity.
- Dale will get information on the large capacity disk subsystem hardware, software and accessories, contract #07951.
- Lee Harmon will report to this team when the Worldwide Technology, Inc., will be re-bid.
- This team needs to have a discussion regarding the Worldwide Technology hardware maintenance contract and where this will go in the IT community.
- Paul will bring back results from the SHI meeting with David Rounds.

Next meeting will be Wednesday, November 21, 2007, on 11th Floor of DSOB, Sunflower room.