



**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, 11<sup>th</sup> Floor  
March 19, 2008  
10:00 a.m. to 11:00 a.m.**

**ATTENDEES**

Dale Bledsoe, KDOR/DISC  
Chris Howe, Division of Purchases  
Chris Deket, KSU  
Carla Bishop, KSU  
Connie Torres, Ks Dept of Ed  
Carey Brown, KITO  
Bob Sachs, Division of Purchases  
Paul Geisler, KU  
Dennis Brown, Division of Purchases  
Kathy McDaniel, KDOR  
Nalita Wright, KDOR  
Rita Barnard, SRS  
Barry Swanson, KU  
Ed Ames, SRS  
Jeff Neal, KDOT  
Rick Baker, KDOT  
Cole Robison, DISC  
\*Jim Ingwerson, Dept. of Commerce  
\*Karen Leslie, Sedgwick County  
\*Leigh Rush, Bd. Of Indigents Defense  
\*Thurston Smith, Division of Purchasing  
\*Peggy Davis, KUMC

\*Phone Conference

**AGENDA**

- Introductions by Each Attending Member
- Review & Approval of Last Month's Minutes / Whole Team
- Data Gathering Idea's and Discussion / Whole Team

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- Discussion on Vendors & Procedures / Whole Team
- Expiring Contracts / Whole Team / Chris Howe
- Report on Goals and Targets / Whole Team Review
- Next Meeting Assignments

### **Review of February Minutes**

There was no meeting in January and, in turn, no January minutes.

Rick Baker submitted his changes for the February minutes.

All submitted changes to the February minutes were accepted by the team. The approved minutes will be posted on the ITSourcing web site by the time of the April meeting.

The Strategic Sourcing Team web site is <http://www.da.ks.gov/itsourcing/>

### **Data Gathering Idea's and Discussion / Whole Team**

#### **New Idea's for Team Discussion**

Carla Bishop was looking for some type of confidentiality language that would pertain to contractors or anyone taking sensitive information and what repercussions might occur if that material is lost or gets into the wrong hands. Carey Brown noted that FMS was refining just such language and he would see that everyone gets a copy of it before the next meeting for discussion. It was also suggested that the Security Council look at the language for their comments.

Carey Brown brought up that FMS was going out to bid for IT Escrow Services. Escrow services have come up many times in agency contracts and it is usually the vendor that picks and sets up the escrow account that is used. FMS thinks that is a bad idea and they are going out to find an escrow service that the State of Kansas picks and State of Kansas language is already set up that favors us and not any potential vendors. Once this State Escrow Service is set up, it would be mandatory for all state agencies to use, if they require that type of service in any future contract that they make.

Carey Brown passed out a version of the rules for the TPR process that has evolved down the years. The TPR process started back in the mid 90's with KDOT. They used it in their IT Services contract for a multiple-vendor process. In 2000, it was changed to a single vendor process for the Y2K vendor. Since then it has changed back to a multi-vendor process for IT service contracts. Rather than changing this document back and forth depending on the single- or multi-vendor process, we need two separate wordings. One for the single-vendor change order type process, and one for the multi-vendor competitive process. This one is the multi-vendor version. The team made changes to the document that Carey will incorporate by our next meeting

We had Linda Brooks on the phone from KU who told us about their Emergency Notification System, which is sold by Rave Wireless (<http://www.ravewireless.com/>). The system was put into place to notify the student body and teachers in the case of an emergency or

disaster. The KU system notifies cell phones and university e-mail addresses at the same time. The cell phone message could take from 30 seconds to 10 minutes to receive a message, depending on the carrier. Sign up is voluntary by the student body at KU and approximately 20% of the student body has signed up for the texting notification. E-mail to all students on the KU campus is automatic and e-mail groups have been set up to send to the resident halls. KU pays a flat rate for their service. The reason they went with this system, rather than less expensive systems, was that it interfaces with PeopleSoft, which reduces their maintenance costs.

All of the Kansas Regent institutions now have an emergency notification system on contract. Other systems in use by the various universities are:

- Wichita State and Emporia State are using MIR3 (<http://www.mir3.com/>) – which appears to be much cheaper. They're paying \$15,000 initially, but \$5,000 of that is just for customization. Presumably their per year cost will be less. This system will also convert a text message to voice in various languages.
- Kansas State and Fort Hays State are using Leader (<http://www.leader.com/leaderalert.htm>).

### **Discussion on Vendors and Procedures**

Dale Bledsoe reported that the evaluation team for the Web Hosting and Development RFP had finished their work and their recommendations will be sent to purchasing by the next meeting.

Chris Howe passed out a new draft to the state wide IT Training contract. The draft provides three paths to obtaining services. One is to use existing agency IT training. The IT Sourcing web site is working to add a page on their site to advertise government offered training. The second path is to just choose a vendor off the contract and use them. The third path is to do a TPR and get your best price through a competitive bid.

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

- Bids are in for the Storage Area Networks and there are 9 bidders.
- The Software Large Account Reseller contract will be renewed. There have been concerns of SHI not being as responsive as in the past. It appears that the problems were from SHI not understanding the procedures and issues rather than problems. Service has improved over the last couple of months. Chris has a financial report from SHI for the next meeting.
- The Wireless Local Area Network contract will be renewed.
- Telecommunications Management Software System will be renewed.
- Xerox PC-Based printers will be renewed.
- The information Technology Services contract is being rebid. Groups 1 & 2 have been awarded and groups 3 & 4 are pending.
- The desktop computer printer contract with the Business Computer Center is being rebid.
- Toshiba Key Telephone Systems is being rebid.
- Sun Equipment, contract being combined with Sun Education contract.
- Large Capacity Disk Subsystem Hardware, Software, and Accessories contract is being renewed.

## **Report on Goals and Targets / Whole Team Review**

### **MITSC Contract / Carey Brown**

Carey indicated that it is time to start thinking about groups five and six, so if your agency has an unmet need and you would like to nominate a group, please do so. Carey will send the groups to Dale Bledsoe, so that they can be sent to everyone. Please review these with your agency and bring back any recommendations that you might have and present those at our next meeting.

### **Next Meeting Assignments**

- Chris will try to have the SHI financial report that is part of the process for reviewing software pricing for the April meeting.

Next meeting will be Wednesday, April 16, 2008, on 11<sup>th</sup> Floor of DSOB, Sunflower room.