



# BuyLines

DEPARTMENT OF ADMINISTRATIVE SERVICES

NOVEMBER 2017

## ***New Information Technology Vendor Managed Service (VMS) Provider Contract Awarded***

DAS/Procurement and DAS/BEST are pleased to announce a new contract for IT Vendor Managed Services (VMS), Contract #14PSX0338. Connecticut's contract is with Covendis, a proven IT VMS provider out of Atlanta, Georgia. Covendis's other state customers include Colorado, Georgia, Nebraska and Oregon. Contract #14PSX0338 is for a three year term, September 1, 2017 through September 1, 2020, with a one year extension option. Covendis will work with the DAS to create an online system for agencies to complete an Statement of Work (SOW), request consultants (option to interview candidates or have vendor select best cost effective candidate) and view current information on consultants in place. The system will have reporting capabilities as well to view historical information available. The contract includes performance based service level agreements which are reportable back to the State.

DAS was the lead state for this national contract and spearheaded the RFP for these services in conjunction with NASPO ValuePoint, a national cooperative purchasing organization comprised of the 50 States and United States territories. This national effort leverages the buying potential of all United States and territories. A sourcing team made up of subject matter experts and procurement professionals from Connecticut, Delaware, Indiana, Nebraska and New Jersey all participated. This resulted in lower hourly rates for most IT contingent workforce positions. The contract also allows for a wider range of rates for specialized resources. The contract incorporates a per hour VMS Fee of \$0.87. This fee is fixed, but may decrease based on cumulative regional spend. The VMS Fee covers a number of services available to the State such as consolidated billing, help desk assistance, training and on-site account management.

New requests for IT contingent positions will be handled the same, as with previous contracts: agencies will contact Covendis for candidate(s) based on a completed SOW. Covendis will respond with pricing and candidate(s). Agency makes determination and submits SOW and backup documents with ITD-10 for approval.

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***Off the Shelf Software***

***Reverse Auction***

***Contracts***

# ***DAS Procurement Announces New Contract for Commercial Off the Shelf Software (COTS)***

DAS Procurement is pleased to announce a new NASPO ValuePoint Cooperative Purchasing Organization Participating Addendum with SHI International Corp for Commercial off the shelf software (COTS), software maintenance and support, and related services. In addition to NASPO ValuePoint En Pointe Technologies Sales Inc [Contract #15PSX0247](#) for Commercial off the shelf software (COTS), software maintenance and support, and related services we have added SHI International Corp contract 17PSX0129:

[http://www.biznet.ct.gov/SCP\\_Search/ContractDetail.aspx?ID=18658](http://www.biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=18658)

This contract is for Commercial off the shelf software (COTS) licenses and maintenance and support and does not include Microsoft or any customized solutions. However, guidance on software applications/solutions, configuration, installation, and training services are available.

Any software as a services SaaS products (hosted and cloud services) must have prior approval from DAS BEST and DAS Procurement Services

Please contact Mark Toomey [mark.toomey@shi.com](mailto:mark.toomey@shi.com) to request a quotation from this contract referencing Connecticut [Contract #17PSX0129](#) and the State of Arizona Master Price Agreement number ADSPO16-130651

Please reference the instructions posted on each of the COTS contracts for detailed information

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## ***Vendor Managed Service (VMS) Provider Contract Awarded, continued...***

The seven current contractors on the IT Professional contract will be contacted by DAS Procurement to facilitate the transition to a Vendor Managed Service. Contract 12PSX0251 expires December 31, 2017. Purchase Orders for consultants currently in place may be extended prior to December 31, 2017. No Purchase Orders for new consultants and/or new projects should be issued under 12PSX0251.

The State's Participating Addendum and the entire national contract may be viewed on the State Contracting Portal at [http://www.biznet.ct.gov/SCP\\_Search/ContractDetail.aspx?ID=18760](http://www.biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=18760). Questions about the contract may be directed to Elizabeth Basso, Contract Specialist, DAS/Procurement at 860-713-5611 or [Elizabeth.basso@ct.gov](mailto:Elizabeth.basso@ct.gov).

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# DAS Hosts Reverse Auction for Road Salt

What the heck is a reverse auction? In simple terms, it is exactly opposite of a typical auction. In a reverse auction, the buyer initiates the auction as opposed to the seller (as is the case in a traditional auction). The end goal of the online auction is to purchase the goods or services at the lowest price.

Buyers and suppliers engage via a live online auctions website. A buyer or contracting officer creates detailed specifications of the items/services that he/she is looking to procure.

Reverse auction companies provide a cloud hosted auction software solution, which is used to publish these specifications to a pre-approved group of suppliers. The online bidding event is scheduled for a specific date/time during which the invited suppliers log into the secure web based auction software and submits their bids in real time.

A reverse auction for Road Salt was held on Friday, October 6, 2017, with live bidding beginning, as scheduled, at 9:00 a.m.

The software provided real time bid feedback to the suppliers, which allowed the suppliers to competitively improve their bids.

DAS broke the auction out by Lots: Lot 1 (delivered salt), Lot 2 (pick up salt) and Lot 3 (solar salt).

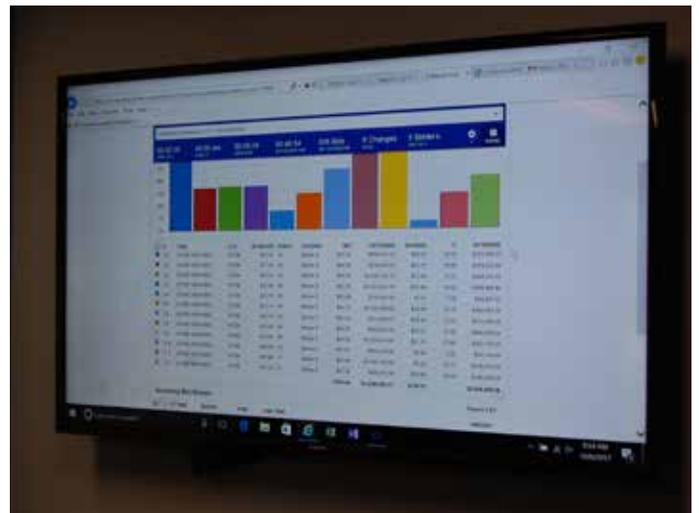
DAS had five pre-approved vendors participate all together. However, not all five bid on all locations. This year the bid was broken into two Phases, Phase 1 – pre-qual and Phase 2 reverse auction for the pricing.

DAS did not award solar salt because it was determined that the price was excessive. This is the first time that DAS made an attempt to procure solar salt for the State.

Lot 1 consisted of 12 DOT Store Areas, which is where DAS realized the most significant savings.

Throughout the auction there were 727 bids placed, 2:01:15 total run time, 1:51:15 total extension time with anticipated savings of \$2,971,006.58 for Lot 1 (12 DOT Store Areas).

“It’s an excellent tool to use in our procurement process,” said DAS Contracting agent Arlene Watson-Paulin. “We’re able to see vendors enter their bids online and in real time. These vendors are now competing against one another which drive the price down.”



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# Contracts Awarded over the last 14 Days

Click on the contract number to see the contract details

Adobe Acrobat Required

[16PSX0204](#) Employment Verification Services

[17PSX0158](#) Snow Removal Services for Department of Administrative Services (DAS) Properties

[17PSX0159](#) Snow Removal Services at the Altobello Campus, 1 Undercliff Rd., Meriden, CT

[17PSX0162](#) Snow Removal, Sanding /Salting and De-icing at the Connecticut Fire Academy

[17PSX0217](#) Telecommunications Wiring and Cabling Services

[16PSX0180](#) NASPO ValuePoint Mailing Equipment, Supplies and Maintenance

[17PSX0190](#) Maintenance and Repairs for Hobart Kitchen Equipment at DOC Facilities Statewide

[17PSX0127](#) Joint and Crack Sealing of Bituminous Concrete Pavement

[17PSX0081](#) Playground, Recreation and Park Equipment

[17PSX0094](#) Welding Equipment and Supplies

[17PSX0104](#) Syva EMIT Supplies and Reagents

[17PSX0120](#) Automotive and Equipment Oils, Hydraulic Fluids and Greases

[17PSX0131](#) Uniform Shirts for State Police

[17PSX0145](#) Custodial Services for DAS Bureau of Properties and Facilities located at 410- 470 Capitol Ave Htfd.

[17PSX0152](#) Covers, Canvas and Plastic for the DOT and all using State Agencies / Political Sub Divisions.

[17PSX0163](#) Maintenance for Riso ComColor Printer

[17PSX0167](#) Custodial Services for DAS's Properties and Facilities located at 30 Trinity St. Hartford.

[17PSX0192](#) Custodial Services for Dept of Agriculture's Regional Market located at 101 Reserve St.Hartford

[17PSX0108](#) Smith & Wesson M & P 9 mm Pistols and Accessories

## State Supplier Diversity Certifications Issued over the last 14 Days

The State's Supplier Diversity program targets at least 25% of the state's business be transacted with small businesses including those owned by minorities, women and the disabled. To participate, fill out an application with the Department of Administrative Services. Once certified, you can bid on contracts covered by the program as well as all other state contracts.

[Use this link to see the companies the DAS State Supplier Diversity program has certified over that past 14 days.](#)

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