

Contracts

What's Your Problem?

Shred-It Contract Supplement

Effective December 15, 2014, Environmental Services d.b.a. Shred-It-Connecticut was sold to Shred-It America and no longer qualifies as a Connecticut Small Business which is a requirement for contract award.

CORE Vendor ID #0000010138 expired on December 17, 2014 due to the acquisition.

Client Agencies must contact Shred-It-Connecticut at (203) 699-2458 to coordinate pick up and removal of bins owned by Shred-It.

If shredding of documents is required by Shred-It, the Client Agency may utilize a one-time GL-71 purchase to close out the account.

The Client Agency shall contact the other awarded Contractor, Infoshred, LLC at (860) 627-5800, to establish a new account and to coordinate delivery of replacement bins to avoid lapse in service.

If you have any questions, please contact Contract Specialist, Susanne Hawkins at (860) 713-5064 or via e-mail Susanne.Hawkins@ct.gov.

Armored Car Services

DAS/Procurement Services recently awarded a new contract ([Contract #14PSX0194](#)) for Armored Car Services with Dunbar Armored Services.

The term of the Contract is January 1, 2015 through December 31, 2017 and is available to all state agencies, political subdivisions and not-for-profit organizations. This contract replaces #11PSX0280 which will expire on 31 December 2014.

If you have any questions regarding this contract, contact Linda LoSchiavo at Linda.Loschiavo@ct.gov or 860-713-5078.

Contracts over the last 14 Days

Click on the category to see the contract
Adobe Acrobat Required

14PSX0137 Concrete Blocks and Bricks

14PSX0157 Printing: Check Writing and Mailing Service for DRS

14PSX0169 Boiler Maintenance at DDS

14PSX0180 Aluminum Sign Blanks

14PSX0186 Design Services for Furniture Reconfigures

14PSX0194 Armored Car Service

14PSX0203 Heavy Duty Brake and Axle Parts

14PSX0204 Rental & Maintenance of New and/or Refurbished Non-Metered Commercial Laundry Equipment

14PSX0215 Temporary Office Services

14PSX0227 Cement Patching Materials

14PSX0267 Regulated Medical Waste Collection and Disposal

14PSX0269 Signs, Sign Stands and Accessories

14PSX0275 Custodial Services for DMHAS, F.S. Dubois Center, 780 Summer Street, Stamford, CT

14PSX0295 HIV and HCV Diagnostic Test Control Kits/Controls

What's Your Problem?

Our "What's your Problem" article offers an open forum to agency purchasers to bring to us any procurement related questions. To keep going with this, we need you to submit written questions to us and keep those questions coming on a regular basis. These questions can be on any topic related to procurement. In the subsequent editions of "BuyLines" we will share (anonymously) questions submitted and answers so all agencies can benefit from the information. Take advantage of this new feature and be sure to submit your questions to: Melissa Marzano, at Melissa.Marzano@ct.gov. Please entitle your subject line "What's your Problem?"

Question: Maintenance staff continue to voice that state contracts are overpriced and can get the products and services for much less on the economy. Can you speak to this concern especially during these tight economic times when we're asking everyone to tighten their fiscal belts. State contract pricing should be comparable to market pricing.

Answer: Thanks for your inquiry. This is a common question that DAS/Procurement frequently receives. In short, the answer is that you must use state contracts for products or services whenever they are in place and there are good reasons for such. The information that follows will offer a more thorough explanation about the concerns shared in your question about contract pricing perceptions.

answer continued on next page...

DAS Procurement on FaceBook

Keeping up with technical trends is the way to go to maximize the distribution of information and show customers that you're in touch with 21st century technology. In that effort, DAS Procurement Bids and RFP's can now be found on Facebook. Search "DASProcurement" (one word) on Facebook and stay informed.



For background purposes, Connecticut (DAS) has very prescribed laws and regulations surrounding the procurement of goods and services. These laws are in place to ensure protection, fairness, open competition in addition to quality products at overall lower prices. What this means is, an agency just can't go out and buy something. Laws and policy must be adhered to when purchasing goods and services for your agency. The law establishes the powers, duties, and responsibilities of the designated procurement staff by defining how goods and services must be solicited, evaluated and awarded. Laws require that we contract for goods and services and a fair and competitive manner, providing an equal opportunity to all vendors who can meet the state's need. The law also creates a system of checks, balances and transparency to assure that procurement professionals meet the requirements for competition and ethical conduct by all parties involved. Through the competitive process the State is obtaining the current market price at that time and in accordance with all of the laws that govern our work.

To ensure we are getting the total best value for the State when administering the contracts with which agencies make their purchases, we have to successfully address various challenges and opportunities arising from a constantly evolving economic and political climate. Many requirements are built into contracts that protect your agency from inherent risks associated with purchasing. After a contract is in place, and at any given time, an outside supplier may be able to improve upon a contract price for a spot (one-time) purchase, but in most instances that same outside supplier would not be able to agree to hold the price nor agree to the same terms and conditions met by the contractors who responded to the public solicitation (i.e., statewide delivery, FOB destination, extended warranties, price guarantees for a year or more, legal protections).

Those same outside suppliers are invited to bid on the state contract, but typically never do as they can't or won't agree to the legal requirements, they won't hold their prices for a specified term, and are reluctant to offer other advantageous terms such as volume purchase rebates or other incentives. Not only do the statutory requirements to competitively and openly bid the state's needs preserve the integrity of the state government purchasing, it also helps us leverage our needs through a central purchasing mechanism. If agencies were able to use our contracts as a "shopping comparison" without some sense of contract purchase enforcement, then sales would be diminished for contractors and there would be less incentive for bidders to quote on our contracts. In some cases what

government entities are looking for are commercial/ industrial grade items which are not commonly offered by retailers resulting in an apples-to-oranges market comparison. While a price may seem higher on a contract, many of our larger statewide contracts also offer the state generous scheduled rebates on volume purchases which provides for substantial savings with revenues coming back to the state's general fund each quarter.

Another concern commonly unnoticed is if state employees were to drive around to shop for products, there's a hidden cost associated with that effort. State employees have individual expertise and responsibilities in the fields in which they work. If a maintenance worker or support staff from an agency is driving to various stores comparing prices on various products, are they really performing the duties described in their job-description and therefore, is this really in the best interest of the state? What cost can be put on the time spent away from one's core job responsibilities (i.e., hourly salary) to go and procure from a retailer? Current prime contractors for our state offer 24 to 48 hour turnaround time and desktop delivery in most instances allowing agencies to order and receive goods in a very timely manner.

In summary, there may be "cheaper" products available off contract, but our system depends on volume commitments and the commensurate guaranteed pricing we receive day in and day out for that. If we were to depart from that strategy, we would eventually be subject to individual consumer-level pricing and would lose our ability to drive the lower pricing and better values that our volume allows - we would wind up paying retail, except when special sales pricing is available. When looking at the big picture, our volume driven contracts and protections within those contracts are a much greater value to the state.