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March is National Procurement Month

Did you know March is National Procurement Month? This month is a time to celebrate with pride the role of the public procurement profession. Procurement professionals deserve this acknowledgement, playing vital roles not just in the public sector but within organizations across virtually all industries.

Procurement's organizational role was not truly recognized until the 1800s. One of the earliest acknowledgements of the procurement function can be found in Charles Babage's 1832 book, *On the Economy of Machinery and Manufactures*. He points to the need for a 'materials man' in the mining sector who selects, purchases and tracks goods and services required. Essentially, Babage called for a centralized procurement officer.

The 1980s saw a significant increase in supplier competition. This gave organizations the luxury of putting more focus on supplier quality and dependability. Supplier management became an important factor in procure-

ment and remains so today. By the late 1990s, the role of procurement had begun its transition into strategic sourcing. Procurement officials looked at suppliers as partners and long-term contracts were encouraged. This was the beginning of procurement's modern day evolution.

Today, procurement professionals are instrumental to the success of organizations. They're responsible for an umbrella of initiatives from the development of a solicitation to the evaluation of and working with qualified suppliers, and everything in between. Ultimately, procurement is having a significant impact on an organization's bottom line – solidifying its spot at the management roundtable.



DAS Procurement Director Carol Wilson presents the annual report out session.

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DAS Procurement along with The National Association of State Procurement will be recognizing their employees and their efforts during the month of March. DAS Procurement encourages other agency fiscal offices to celebrate Procurement Month and give recognition to agency purchasing officials.

In recognition of National Procurement month, DAS Procurement hosted their annual report out meeting.

The meeting gives an overview of the past years accomplishments and savings as well as future goals and upcoming projects for the next year.



DAS Contract Results over the last 14 Days

*Click on the contract number to see the results
Adobe Acrobat Required*

14PSX0218 Milling of Bituminous Concrete on
Roads and Bridges

14PSX0332 CAB OVER 20 FOOT BOX TRUCK
FOR FOOD SERVICES

Hard Drive Shredding Services now available on Shredding Contract #11PSX0318

Due to the growing need for a variety of data security options available to state agencies, the DAS Procurement Division has renegotiated Contract #11PSX0318 with Infoshred, LLC, a certified Connecticut small business Contractor, to include hard drive shredding services.

Effective February 26, 2015, Infoshred's Exhibit B Price Schedule has been updated to include the shredding of hard drives at the cost of \$5.00 per drive. Client Agencies will need to make sure all statewide policies and procedures are followed in regards to the disposition of hard drive data prior to having any hard drives shredded.

If you have any questions, please feel free to contact Susanne Hawkins, Contract Specialist at (860) 713-5064 or email address: Susanne.Hawkins@ct.gov.

Attention IT Managers

The DAS Procurement IT Team has awarded a contract for legacy conversion data services (Contract #12PSX0313).

Specifically, this contract provides program and data conversion services. So, if you have a legacy system that needs to be converted (e.g.: Cobol, Access, PowerBuilder, FoxPro, etc.) to a new DAS/BEST standard programming language, then this contract is right for you! Please refer to the contract link below:

http://www.biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=14920

Thank you and feel free to reach out to Bryan Jorge from DAS Procurement through telephone (860-713-5168) or email (Bryan.Jorge@ct.gov) with any questions.

Best of luck with your legacy converting!

Attention DAS Customers

The DAS Procurement IT Team has awarded a contract for Microsoft Surface Tablets and related accessories (Contract #15PSX0022). If your agency is in need of Microsoft Surface tablets, accessories, or any related warranties for the Microsoft Surface tablets, then this contract is right for you!

Please refer to the contract link below:

http://www.biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=14891

Thank you and feel free to reach out to Bryan Jorge from DAS Procurement through telephone (860-713-5168) or email (Bryan.Jorge@ct.gov) with any questions.

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 future 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: When two state contracted vendors offer the same supply but one is cheaper than another, are there times you cannot choose to go with the most convenient vendor location or vendor with cheaper pricing? I have been told there are times one HAS to buy some products from some vendors regardless.

ANSWER: Many of the DAS/Procurement statewide contracts have multiple vendors awarded to that contract. These vendors have been awarded a contract by DAS through the competitive solicitation process and have been determined to be responsible and qualified to meet the scope of work detailed in the contract. Multiple Award contracts can be created for a variety of reasons, but generally multiple awards are made to ensure various product lines are available to meet agency business needs or that geographic areas have adequate sources available to them on certain service contracts. In recent years it has become DAS's practice to provide agencies with an instructional document on how to use a contract with multiple awardees. If the instructional document has not been included, we recommend that the agency always choose the lowest cost vendor to meet their business needs. Our contracting staff are always available to answer any questions that may arise about such contracts.

Finally, as you are aware, the public procurement process is prescribed in detail by state law. Included in our laws are a variety of purchasing preferences. A preference is an advantage, established by law, given to bidders/proposers in a competitive procurement for a contract award which is granted based on pre-established criteria (i.e., business location, origination of product or service, environmental factors, social factors or other criteria). When administering contracts, the DAS Staff understands that it's their job to balance the goals of best value, efficiencies and these socioeconomic programs and preferences. It is understood that preference programs are usually socioeconomic in nature and are generally not optional. When a preference exists it must be adhered to. For example, Connecticut laws require DAS to give a price preference of up to ten percent for the purchase of goods made with recycled materials or the purchase of recyclable or remanufactured products. Alternatively, DAS must also preference work whenever any products made or manufactured by or services provided by persons with disabilities through community rehabilitation programs. These are just a two quick examples of the preferences that exist in Connecticut law, and agencies should review the complete list of these preferences at the following link: <http://das.ct.gov/fp1.aspx?page=207>. If these preferences apply, DAS staff will note such in the instructional documents included with the Contract and agencies will be required to use those preferred vendors over other vendors on the Contract.

We encourage all agencies and purchasers to thoroughly read and understand the contract terms, conditions and rules of use to avoid any situation of ambiguity or contract misuse. As always, the DAS Contract Specialist is available to answer any of your questions and their contact information can be found on the contract documents.