



DAS Procurement Summit

September 25

DAS Procurement's
2019 CT Municipal and State Procurement Summit
"Partnering for Change" at the
Connecticut Convention Center

The Summit is a unique opportunity for municipal and state agency employees to learn about procurement educational opportunities being offered, plus a State Contract Vendor Expo. The employees have the option to attend several educational sessions, as well as visit the contract vendor booths to learn more about their products and services.

This event is free to municipal and state employees, and registration is limited.



continued...

- Save the Date!
- Changes to GL #71
- LEAN IT Contracts
- Reverse Auction
- Contracts
- Vegetation Equip. Contract
- Mobile Solutions
- Generators/Fence
- Firearms Contract



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Notice from DAS Procurement Director Carol Wilson Regarding General Letter #71

Attention State Fiscal Officers – Effective August 1, 2019 General Letter #71 was updated. Please share this update with all appropriate staff and save it for future reference. The changes are summarized below:

- Increased overall \$ threshold of General Letter #71 from \$50,000 to \$200,000. Clarified difference in limits from GL71 a) – c) vs. GL71 d).
- Increased GL 71 a) [MINOR NONRECURRING, OPEN MARKET PURCHASES] limit from \$2,500 to \$5,000.
- Increased GL 71 b) [GET 3 QUOTES] limit from over \$2,500-\$10,000 to over \$5,000 to \$50,000.
- Increased GL 71 c) [POST ON THE PORTAL] limit from over \$10,000-\$50,000 to over \$50,000-\$200,000.
- Added certain new categories of non-competitive purchase authorizations to GL71 d) and clarified certain sections.
- Increased GL 71 e) (EMERGENCY PURCHASES) limit from \$50,000 to \$200,000.

All of our website links to General Letter #71 have been updated to reflect these changes. Please visit and bookmark our website: <https://portal.ct.gov/DAS/Services/For-Agencies-and-Municipalities/Procurement>

Based on discussions with many agencies about these updates, I believe your agency will benefit from increased efficiencies and more flexibility in (non-contract) purchases moving forward.

Finally, just this week, we rolled out a central state account with Amazon Business Services as another tool for your (non-contract) purchases.

We will be hosting a training session on the updates to GL #71 and Amazon Business Services at our upcoming September 25, 2019 Municipal and State Procurement Summit at the Connecticut Convention Center.

If you have any questions about the changes to GL#71 do not hesitate to contact our DAS Procurement Staff.

LEAN-ing the IT Contracting Process

State Contracts. No two are exactly the same, but the process between when a contract is requested and when it's awarded is something which needs to improve.

A LEAN team from DAS Procurement was formed to analyze the IT contracting process. The team sought additional guidance from UConn, the Attorney General's Office, and Office of Policy and Management.



The current process is not particularly appealing. It can take over a year to get an IT contract awarded from the time DAS receives the request. In the fast moving world of technology, certain technologies can be antiquated within a year. Not a very efficient format.

The team analyzed the process and found several opportunities for improvement including reducing the amount of back-and-forth between legal, contracting, the client agency and the vendor. Refining the contract specifications up front to reduce review time. Improving access to subject matter experts and improving transparency.

The team identified three important projects to revamp the IT contracts process:

- Develop contract templates that cover the majority of IT Contract scenarios.
- Implement a new eSourcing software solution with multiple tools to track and improve collaboration.
- Development of a Statewide IT Procurement Forum bringing in multiple agencies to develop benchmarking and improve and update current IT contracting strategies.

What's the overall achievement of all this work? "We're moving towards reducing the IT contracting time down to 166 days – a reduction of 54%," said DAS Procurement Team Leader Tina Costanzo. With this time saver in place, there are financial savings to be realized. "We feel we can save the state approximately \$1.5 million dollars a year in improving IT contracting processes and assume about \$80,000 in savings per IT contract. It's a project we're really invested in over the next 12 months," she added.

Reverse Auction Means Savings on Computers, Monitors and Laptops

The DAS Procurement Division collaborated with BEST and OPM in holding a reverse auction event to achieve better pricing off Contract Award **13PSX0280, Minnesota NASPO ValuePoint Computer Equipment**.

EASi Buy reached out to three contracted vendors, Dell, Lenovo and HP, Inc. to train and get them prepared for the event. The auction contained multiple lots of monitors, laptops and computers based on requests received into BEST during the fiscal year.



The event was held on August 22, 2019 and started at 11:00 a.m. The auction was completed after 1 hour and 55 minutes.

Results of the event are:

Total bids for all lots: 653

State saved approximately \$11,739 per minute the event was open.

Estimated savings: \$1,373,942.

Each lot was awarded to lowest vendor. Updated pricing is posted to the DAS website:

https://biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=16038.

Pricing is good from 8/22/19 through 11/1/19.

DAS Procurement, BEST and OPM plan on doing another reverse auction event every quarter.

For additional information contact Contract Specialist Janet DelGreco Olson at janet.delgreco@ct.gov or 860 713-5079.

Contracts Awarded over the last 14 Days

*Click on the category to see the contract
Adobe Acrobat Required*

19PSX0212 Breast Pumps and Accessories

Don't forget DAS' Small and Minority Owned Companies

The DAS Supplier Diversity Program, also known as the Set-Aside Program, assists Connecticut Small And Minority Businesses (SBE/MBE) to identify business opportunities for improved economic growth. The Program is also charged with establishing and administering the process for certification of Connecticut SBE/MBE companies.

To Search our database of SBE/MBE companies, use this link: <https://biznet.ct.gov/SDSearch/SDSearch.aspx>

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NEW Vegetation Management Equipment Contract

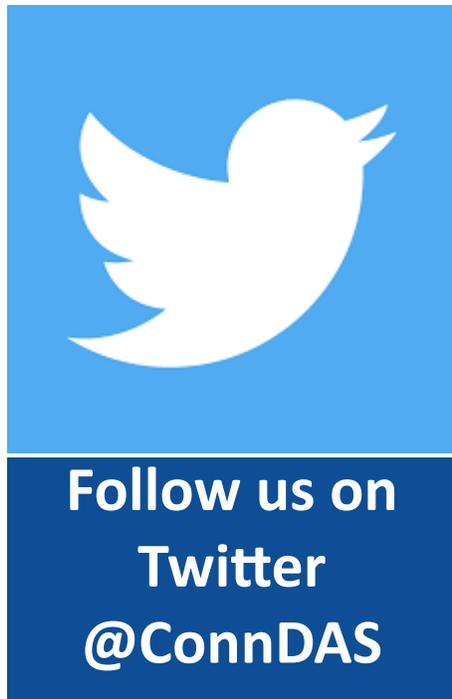
After going several years without a contract for forestry equipment, wood chippers, parts and repair, DAS has solicited and awarded **19PSX0141- Vegetation Management Equipment** effective August 15, 2019.

The awarded equipment categories include: horizontal grinders, mulchers, towable brush chippers and stump grinders. This contract is available to all using State Agencies, political subdivisions and not-for-profits.

There are two awarded contractors, Bobcat of Connecticut and Morbark, LLC with each contractor being awarded specific equipment categories. Additionally, both contractors have provided a discount off the complete product line and OEM parts and accessories for each awarded category.

DAS was able to achieve competitive pricing and discounts through a reverse auction pricing event which yielded over \$96,000 in cost avoidance!

Any questions can be directed to Contract Specialist, Dan Dion, at (860)713-5168 or daniel.dion@ct.gov.



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Mobile Solutions Contract

DAS Procurement awarded **17PSX0222** - Mobile Solutions.

This is a cloud based software solution for all using state agencies who perform inspections across the State of Connecticut. Agencies like Department's of Agriculture, Consumer Protection, and Children and Families perform routine inspections throughout Connecticut. Previously inspectors relied on filling out paper inspection forms in the field, or using other field related equipment like laptops to record data on site and then complete the form when back in the office.

The new Mobile Solution Contract allows the inspectors to complete forms using an application on their mobile device. This rapidly increases productivity and provides efficient inspections, as well as achieving one of our goals of being paperless.

Standby Generator, Fence Contracts and more....

Contract **19PSX0136** is for chain link fence replacement and/or installation. The contract term is 7/1/2019 through 6/30/2023. Razor wire is now available on the new contract at the request of the Department of Correction.

Contract **18PSX0307** is for Standby Electric Generator and Transfer Switch Testing, Inspection, Maintenance and Repair Service for locations throughout the state. The contract term is 6/20/2019 through 4/30/2023.

Email Robert.Zalucki@ct.gov if you have any questions.

Firearms Contract

DAS/Procurement Services recently awarded contract **19PSX0072** for the purchase of Colt M-4 Carbine OEM2 Semi-Automatic Rifles, Mossberg 590A1 Pump Shotguns and accessories that is available for use by all state agencies, political subdivisions and not-for-profit organizations.

Client agencies are only allowed to purchase items as listed in Exhibit B, Price Schedule, under this contract. If items listed in the contract don't meet the Client Agency's need, the Client Agency shall follow General Letter 71 or their own purchasing authority.

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