

BuyLines

DEPARTMENT OF ADMINISTRATIVE SERVICES

NOVEMBER 2019

What's Happening with the State Contracting Portal?

As you may know, Connecticut General Statute 4e-13 requires DAS to establish and maintain a single electronic portal available on the Internet and located on the DAS website for purposes of posting all contracting opportunities with state agencies in the executive branch, the constituent units of the state system of higher education and quasi-public agencies. This portal is known as the State Contracting Portal.

The current system was built in-house nearly 20 years ago for DAS purposes, and we expanded its functionality in 2009 (based on C.G.S. 4e-13) to all executive branch agencies, the State Universities and Colleges, Quasi-Public agencies, and municipalities. While this system has served us well, the development platform is outdated and in-house resources to support the system are strained. During 2017, DAS conducted extensive research on sourcing systems and subsequently issued an RFP in early 2018 to replace the State Contracting Portal and provide for a fully automated sourcing system for all agencies. After a complete evaluation of the RFP and demo's from all respondents, we have selected and contracted with a firm (Proactis) to replace the State Contracting Portal. Not only will this system provide all of the functionality that the current in-house system offers, but it also provides all users with fully electronic response and evaluation capabilities, and more cloud based tools to enhance efficiencies and productivity in procurement. Additionally, it allows our municipal users to continue to use the system with this expanded functionality.



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Portal Continued...

It's our goal to roll this system out to all of you during 2020. During Phase 1 (kicking off in January 2020) DAS will transition to the new system. During that time the current State Contracting Portal will remain up and running parallel to our migration efforts. We expect that during the latter part of 2020, Phase 2 will begin and we will roll out the system to all executive branch agencies including the Universities and Colleges and municipalities. We will shut down the current State Contracting Portal functionality until migration is complete.

DAS/Procurement will be keeping you apprised of our project planning efforts and milestones and include you in the appropriate planning meetings to ensure your needs are met. This system will be available to you for use at no cost to your organization and is not intended to replace the state's financial system functions, nor the Colleges/Universities financial system functionality. DAS bears those cost of this system as it did the State Contracting Portal.

We look forward to providing you soon with further updates on our project plan and the opportunity to meet with you all. In the meantime, if you have any questions, do not hesitate to reach out to carol.wilson@ct.gov.

On the Road



DAS' Linda LoSchiavo and Meg Yetishefsky (L – R) attend the Veteran's Entrepreneurship & Veteran-Owned Small Business Workshop on November 6 at the Department of Veterans Affairs in Rocky Hill CT.

Sunsetting NASPO Contracts

Please note the following NASPO contracts will be expiring. DAS Procurement has informed the customers and they are all in agreement with sunsetting these contracts

Contract #	Contract Description (Solicitations Description)	End Date	Extensions Sole/Mutual Date	NASPO Contract	Customer Contact
12PSX0421	AUTOMOTIVE DIAGNOSTIC TESTING EQUIPMENT (Snap-On & NAPA)	12/31/2019	Sole to 5/14/2025	Covered on 17PSX0235 NASPO with Snap-On	Fleet & DOT
13PSX0331	COMPLETE LINE OF HUNTER, ROTARY LIFT, AND OTHER LINES OF AUTOMOTIVE SHOP EQUIPMENT (Viking Garage Equipment)	12/31/2019	Sole to 09/01/2025	Covered on 17PSX0235 NASPO with Snap-On or 17PSX0074 NASPO with Mohawk & VGS	Fleet, DOT and Education
14PSX0053	ANTI-FREEZE AND WINDSHIELD WASHER FLUID (Dennison Lubricants & Fleetpride)	12/31/2019	Sole to 06/01/2025	Covered on 16PSX0030 NASPO with NAPA	Fleet & DOT

Informational Discussion on Future Technology Reverse Auctions

On **Wednesday, December 11, 2019 at 10:00 AM**, as part of the CIO Raymond's bi-monthly IT Managers meeting, DAS Procurement, DAS BEST and OPM will be discussing upcoming technology reverse auctions. We cordially invite the state's fiscal officers to join this conversation and learn more about how we will be leveraging the state's buying power through the auction.

Our goal for this portion of the meeting is to:

- 1) Ensure all agencies understand what a reverse auction is and how DAS/Procurement will use this to reduce costs in your technology buys.
- 2) Review what agencies need to do to commit their purchase volumes through the auction.
- 3) Review technology standards and the economies of scale by leveraging these standards.
- 4) Answer any questions you may have.

We encourage you to dial-in to this meeting at the following #: 1-210- 234-2235, Participant Code # 14952467.

What is a Reverse Auction?

A **reverse auction** is a type of auction in which the traditional roles of buyer and seller are reversed. There is one buyer (in our case, "the State") and many potential sellers. In an ordinary auction (also known as a 'forward auction'), buyers compete to obtain goods or services by offering increasingly higher prices. In contrast, in a reverse auction, the sellers compete to obtain business from the State and prices typically decrease as the sellers underbid each other. If done right, it's a win-win for both buyers and suppliers. The online reverse auction is a cost-effective way in which the State can procure goods or services from multiple bidders using an online bidding platform.

In the online reverse auction, bidders are anonymous to each other and compete in a fixed-duration, online transaction by sending decreasing offers in price until a specified deadline. The auctions generally are in response to an invitation to bid or request for proposals, however, DAS/Procurement has also used a reverse auction to secure lower prices through our existing indefinite quantity, multiple-award contracts in an effort to leverage known agency needs and secure significant cost savings.

In the online reverse auctions, the seller and buyer alike are anxiously monitoring the bid activity on their screens, hoping for a successful transaction.

Why is DAS/Procurement Conducting Reverse Auctions?

DAS's goal in administering reverse auctions is to achieve cost savings for agencies on their known purchase volumes while maintaining fair and open competition. The cost savings from using a reverse auction tool can be significant. Reverse auctions are just one additional tool in our procurement toolbox to help achieve the necessary cost cuts to balance agency budgets. As with most change, there is always some initial internal resistance as well as vendor resistance when adopting a reverse auction program, however, as with most change,

communication and training are key elements, and based on our recent auction experience, we are confident in successful results.

Examples of Reverse Auction Success Stories in CT:

During the last two years, DAS has run 9 reverse auction events and has saved 17% (\$50M in spend) totaling \$8.4 million. Here are just a few examples of the specific savings amounts:

Road Salt: \$2.9 million

Office Supplies: \$1.1 million

Food Distribution: \$2.4 million

IT Hardware, Laptops, Desktops & Displays: \$1.4 million

What's next?

DAS will continue to conduct market research in preparation for upcoming contract renewals and will utilize the reverse auction tool where it makes good business sense. Our past experience shows that reverse auctions work well on commodity focused needs, however, we continue to look into other contract opportunities.

Because of the recent successful auction results with Personal Computers (PCs) and the ongoing needs to procure PCs (last auction resulted in savings of \$1.4 million), we are planning to conduct another auction in February 2020, and every 6 months thereafter. To help us prepare for this auction, we need to gather your requirements. **Agency participation in this part of the process is critical to ensure the devices being purchased will meet the specific needs of our agencies. In general, the technology standards for PC's will be determined by requesting information from agencies on processor speed, memory and hard drive sizes.**

DAS/BEST will be working with you prior to the next auction sharing the technology standards and requesting feedback on any changes or updates and also committed purchase volumes for the next auction. **We need to have the commitments back to us by Wednesday, December 18, 2019.**

DAS/Procurement will then take these volumes and work with our Auction provider to set up our reverse auction. Vendor participants will be limited to our existing contract vendors from our PC Contract #13PSX0280. Those vendors will have an opportunity to review the technology standards and volumes prior to the auction/pricing event in February.

If you have known purchase volumes within this timeframe, we ask that you respond to DAS/BEST by including your volumes. Those volumes will be included in our February reverse auction for PCs. The greater the volumes, the more we can create cost savings. It's critical that agencies who share these volumes are committed to purchasing from the winning bidders after the auction, otherwise the approach will not be successful.

Questions can be directed to Janet Delgreco-Olson at 860-713-5079 or janet.delgreco@ct.gov.

Environmental Analytical Services Contract Awarded

DAS Procurement Services awarded contract 19PSX0095, Environmental Analytical Services to Include Aqueous, Liquid Waste, Soils Sampling and Testing for Department of Energy and Environmental Protection, All Using State Agencies, Political Subdivisions and Not-for-Profit Organizations. This contract supports construction, remediation and health services statewide. Another example of Agencies working together to keep our State healthy.

Client Agency will estimate the scope of services for a planned sample lot(s) or discrete sampling event(s). The costs for the scope of services will be evaluated using the awarded Exhibit B Price Schedules. Selection will be based on the ability of the Contractor to meet the requirements as well as the price. Should any awarded Contractor be unable to respond to the schedule requirements of the Client Agency, the next qualified, lowest priced Contractor will be contacted.

The Client Agency may select a Contractor that is not the lowest cost for Services in situations where there are technological considerations such as lower detection limits and reporting levels for specific constituents. The Client Agency reserves the right to select a Contractor in the best interest(s) of the Client Agency, taking into consideration qualifications, pricing and geographical location of the Contractor, the skill set, facilities, capacity, experience, ability and the responsibility of the Contractor.

Questions may be addressed to eva.orlinski@ct.gov

NEW Pre-fabricated Steel Building and Cold Storage Roofing Structures

It's that time of year when road salt and other ice melt materials are in high demand. It is important to store these materials in a dry area in order to preserve and ensure that they are easily accessible when winter weather impacts the state.

DAS has awarded 19PSX0250- Pre-fabricated Steel Buildings and Cold Storage Roofing Structures effective November 7, 2019. While the Department of Transportation intends on using this contract to replace existing salt sheds and storage buildings that have been constructed for nearly 25 years, there are multiple styles and sized buildings available up to a maximum of 60' in width. Additionally, all building materials are warrantied for 25 years! This Contract is available to all using State Agencies, political subdivisions and not-for-profits.

Currently, Powerbilt Steel Buildings has been awarded structures up to 60' in width. A supplemental bid will be issued shortly for building requirements that exceed 60' in width to ensure the all Agency needs are met.

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

Birds of a Feather....

DAS Procurement Services purchases a vast variety of commodities for different state agencies.

Did you know that there is a state contract for the purchase of live pheasants, 19PSX0044?

Each hunting season, the Department of Energy and Environmental Protection purchases and then releases the pheasants into various hunting locations throughout Connecticut. The money for these purchases comes from a combination of federal grants and the revenue from the permits purchased by hunters to the tune of over \$287,371.00 in 2018! This not only pays for the birds, but also for the truck rentals and the additional seasonal staff that is needed to release them. This year, 20,000 birds were purchased.



Contracts Awarded over the last 14 Days

Click on the contract number to see the contract details

Adobe Acrobat Required

19PSX0264 OEM and Aftermarket Auto Parts. NASPO ValuePoint Contract with the State of California.

19PSX0243 Snow Removal Services for CT State Library

19PSX0218 Snow Removal Services for DDS

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.

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