



What's Coming Down the Statewide Contract Pipeline

April 2017



IT Statewide Contracts

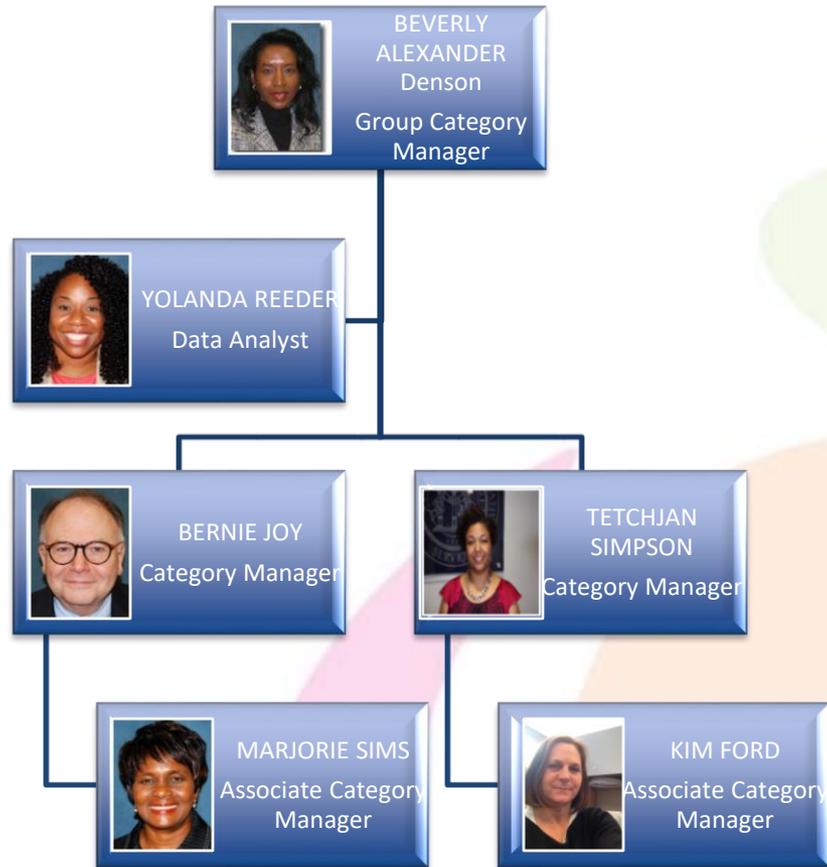
April 2017

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STRATEGIC SOURCING UNIT

INFORMATION TECHNOLOGY GROUP





IT Group Portfolio

- CCTV Boxed Products
- CCTV Products, Services, and Installation
- Certified Audio Visual Products and Select Services
- Computer Peripherals and General Audio Visual Products
- Desktop Printers

- Electronic Monitoring
- IT Staffing – Temporary - VMS
- Mailing Equipment
- Microsoft Premier Services
- Multifunctional Devices Print/Copy/Scan/Fax (Segments 2-4 and Segments 5+)

- Networking Equipment
- PC Hardware, Related Equipment and Services
- Servers and Storage/Back up and Recovery
- Software
- Two-Way Radio Hardware

GTA Contracts

- Reseller for Oracle Products
- Wireless Communications Devices and Services



IT Group Overview

- 18 Statewide Contracts, 61 Suppliers
 - ❑ \$370M+ Commodity Spend
 - ❑ 43 GA Businesses, 18 Small Businesses
- 6 Pipeline Contracts (FY2017)
- Popular Contracts
 - ❑ Apple Computers
 - ❑ PC Hardware, Related Equipment & Services – 8 Suppliers
 - ❑ IT Staffing - Covendis
 - ❑ Software – 6 Suppliers
 - ❑ Networking Equipment & IT Infrastructure Products – 13 Suppliers
 - ❑ Certified Audio Visual Products – 16 Suppliers



State Purchasing Division (IT - Group)

Just a few of our Contract Partners...

A collage of various technology and service company logos. The logos are arranged in a somewhat grid-like fashion, with some overlapping. The logos include: Avaya (red text), Pitney Bowes (blue text with a grid icon), RELM WIRELESS (blue text with a red swoosh), Apple (silver apple icon), SHARP (red text), Canon (red text), Cisco (blue vertical bars above red text), HP (black and white logo), DELL (black and white logo), Xerox (red text with a red and white globe icon), IBM (blue horizontal lines), Motorola (blue 'M' icon and blue text), NetApp (blue square icon and black text), Aerohive (yellow hexagons above black text), Lenovo (white text on a red background), T-Mobile (pink 'T' icon and black text), Sprint (black text with a yellow and red swoosh), AT&T (blue globe icon and black text), Verizon (black text with a red checkmark), and sciQuest (white text on a blue background with the tagline "EMPOWERING. STRATEGIC. PROCUREMENT.").



IT Group Contract Portfolio

Contract Description	Type	Suppliers	GA Bus.	Small Bus	Effective Date
APPLE COMPUTERS	Convenience	1	0	0	02/03/15
CCTV BOXED PRODUCTS	Convenience	3	3	1	05/01/10
CCTV PRODUCTS, SERVICES, AND INSTALLATION	Mandatory	5	5	1	03/29/10
CERTIFIED AUDIO VISUAL PRODUCT AND SELECT SERVICES	Mandatory	17	16	6	03/29/10
COMPUTER PERIPHERALS AND GENERAL AUDIO VISUAL PRODUCTS	Convenience	5	5	2	05/01/10
DESKTOP PRINTERS	Convenience	3	3	1	03/29/10
ELECTRONIC MONITORING	Mandatory	3	0	2	07/01/09
IT STAFFING - TEMPORARY - VMS	Mandatory	1	0	0	02/03/15
MAIL EQUIPMENT	Mandatory	2	2	0	02/28/09
MICROSOFT PREMIER SERVICES	Convenience	1	0	0	03/01/16
MULTIFUNCTIONAL DEVICES (Segments 2-4)	Mandatory	4	3	0	09/17/09
MULTIFUNCTIONAL DEVICES (Segments 5+)	Convenience	5	2	1	09/17/09
NETWORKING EQUIPMENT & IT INFRASTRUCTURE PRODUCTS	Convenience	17	9	2	06/01/12
PC HARDWARE, RELATED EQUIPMENT AND SERVICES	Convenience	9	4	2	07/02/12
SERVERS/STORAGE	Mandatory	4	3	0	02/03/15
SOFTWARE	Mandatory	6	4	0	03/29/10
STORAGE/BACKUP AND RECOVERY	Convenience	2	0	0	10/16/15
TWO-WAY RADIO HARDWARE (GTA)	Convenience	4	4	3	07/01/11



IT Group FY17 Procurement Pipeline

	RFP Title	Release/Post
1	Electronic Monitoring Devices	Awarded
2	Enterprise Infrastructure	Pending Award
3	Integrated Security and Surveillance	Pending Award
4	Mailing Equipment	Pending Award
5	Multifunctional Printers and Managed Print Services	Pending Award
6	IT Staffing	Pending Award



FY18 Procurement Pipeline

	RFP Title
1	Audio Visual Products and Services
2	PC Hardware
3	Public Safety Communications
4	Software



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DOAS State Purchasing

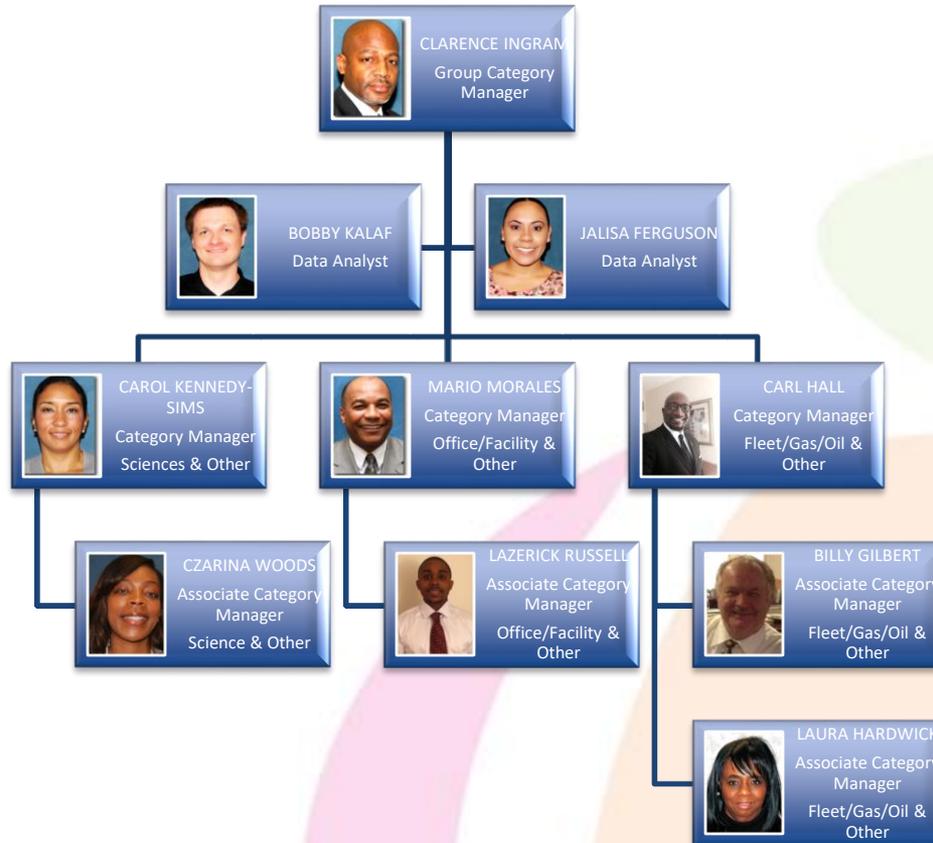
Goods Statewide Contracts

April 2017



STRATEGIC SOURCING UNIT

GOODS GROUP TEAM MEMBERS





Goods Group Commodity Categories & State Contracts

Fleet Related Contracts

- Admin. & Police Vehicles
- School Buses
- Mass Transit Vehicles
- Chassis & Lifts
- ATV/UTV & Golf Carts
- Parts
- New & Retread Tires
- Tractors & Mowers

Science Related Contracts

- Biological Supplies & Lab Equipment
- Generic Drugs
- Hospital & Medical Supplies
- Diagnostic Instruments
- Herbicides
- Influenza, Virus & Vaccine

Gas & Oil Related Contracts

- Petroleum: Diesel & Gasoline
- Natural Gas
- Liquid Petroleum Gas
- Industrial, Medical & Specialty Gas

Office & Facility Related Contracts

- Furniture: Office, Computer & Educational
- MRO Supplies & Tool
- Lamps & Ballasts
- Custodial & Hospitality Supplies
- Office Supplies
- Paint

Other Goods Related Contracts

- Guns & Ammunition
- Law Enforcement Equipment
- Paint
- Bread & Bakery Products
- Milk, Ice-Cream & Related Products



Goods Group Overview

- 33 Statewide Contracts, 221 Suppliers
 - ❑ \$400M+ Commodity Spend
 - ❑ 98 GA Businesses, 92 Small Businesses
- 5 Pipeline Contracts (FY2017)
- Saves Time & Money
- FY14 –FY17: 16 Contracts / \$19.2M Cost Reduction (12%)
 - ❑ Herbicides- 32%
 - ❑ Lamps & Ballasts- 39.2%
 - ❑ Auto Parts & Garage Equipment- 27.7%
 - ❑ MRO Supplies II- 17.6%%
- Popular Contracts & Marketing Priorities
 - ❑ Furniture- Wide selection 96 Suppliers, 28 Categories, Volume Discounts, Workplace Setting Consultation
 - ❑ Office Supplies- Great pricing, Next Day Delivery, Dedicated Account Management
 - ❑ Administrative & Police Vehicles- Pricing Below Dealer Invoice, Options at Dealer Cost plus 1%, Prompt Payment Discounts
 - ❑ MRO- Access to 1M+ items, No Minimum Order Size, Free Delivery Within the State



Goods Group Suppliers

Just a few of our Contract Partners...



JOHN DEERE



You'll find it with us.™





Goods Group Contract Portfolio

Contract Descriptions	Type	Total Suppliers	GA Bus.	Small Bus.	Effective Date
All Terrain Vehicle, Utility Vehicles & Golf Carts	Mandatory	3	3	1	1/14/2013
AMIGI	Convenience	12	12	12	7/1/2015
Auto, Truck, Bus Parts & Garage Equipment	Convenience	2	1	0	11/21/2016
Biological Supplies & Lab Equipment	Convenience	9	5	3	8/15/2013
Bread, Cakes & Related Products	Mandatory	2	2	0	6/1/2013
Custodial & Hospitality Supplies	Mandatory	2	1	0	1/1/2012
Diagnostic Instruments	Convenience	1	1	1	8/31/2002
Drugs, Generic	Mandatory	1	0	0	11/30/2009
Furniture, Office, Computer & Educational	Mandatory	94	12	39	2/3/2015
GEORGIA SCHOOL BUSES AND/OR RELATED EQUIPMENT, SUPPLIES AND ACCESSORIES	Convenience	3	3	0	7/1/2016
GUNS & AMMUNITION	Mandatory	7	5	7	9/9/2013
HERBICIDES	Mandatory	1	0	0	6/30/2014
HOSPITAL AND MEDICAL SUPPLIES	Convenience	1	0	0	10/1/2008
INDUSTRIAL, MEDICAL AND SPECIAL GAS	Mandatory	3	1	0	8/1/2011
INFLUENZA VIRUS, VACCINE	Mandatory	4	0	0	12/1/2009
LAMPS AND BALLASTS	Mandatory	2	2	2	12/1/2015

Contract Descriptions	Type	Total Suppliers	GA Bus.	Small Bus.	Effective Date
LAWN AND GARDEN MOWERS, AGRICULTURAL AND INDUSTRIAL TRACTORS, AND ACCESSORIES	Mandatory	27	18	12	8/1/2014
MASS TRANSIT VEHICLES (BUSES)	Convenience	3	1	0	2/3/2015
MILK, ICE CREAM AND RELATED PRODUCTS	Mandatory	3	2	0	4/11/2008
MRO - BUILDING SUPPLIES	Convenience	1	1	0	1/1/2009
MRO - FACILITIES MAINTENANCE, REPAIR & OPERATION, INDUSTRIAL SUPPLIES & TOOLS	Convenience	4	2	0	4/5/2015
MRO - WALK IN	Convenience	2	1	0	3/26/2016
NATURAL GAS, FIRM SERVICE	Mandatory	2	1	0	11/1/2013
NATURAL GAS, INTERRUPTIBLE SERVICES	Mandatory	2	2	0	11/1/2013
OFFICE SUPPLIES	Convenience	1	0	0	7/6/2014
PAIN, INTERIOR/EXTERIOR AND ASSOCIATED SUPPLIES	Mandatory	1	0	0	3/15/2009
PETROLEUM PRODUCT: DIESEL AND GASOLINE	Mandatory	5	5	3	12/31/2016
PETROLEUM, LIQUID GAS (LP) REG	Mandatory	3	2	0	7/15/2009
POLICE PURSUIT VEHICLE	Mandatory	3	3	2	9/3/2013
TIRES, TUBES AND RETREAD TIRES	Mandatory	4	0	0	4/1/2015
TRUCK STAKE BODY/DUMP CAB/CHASSIS	Mandatory	3	3	2	8/1/2010
VEHICLE LIFTS AND RELATED GARAGE EQUIPMENT	Convenience	1	0	1	2/24/2014
VEHICLES, ADMINISTRATIVE	Mandatory	9	9	7	11/16/2013



Goods Group— Pipeline Update

2018 PIPELINE

- Truck Chassis
- Custodial & Hospitality Supplies
- Liquid Propane Gas
- Industrial, Medical & Specialty Gas

2017 RECENT AWARDS

- Petroleum, Gas & Diesel
- Milk & Ice Cream
- Auto, Truck & Bus Parts

2017 PENDING AWARDS

- Mass Transit Vehicles
- Diagnostic Instruments
- Paint

2019 PIPELINE

- Bread & Cakes
- Biological Supplies & Lab Equipment
- Police Vehicles
- Administrative Vehicles
- Guns & Ammunition



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Services Statewide Contracts

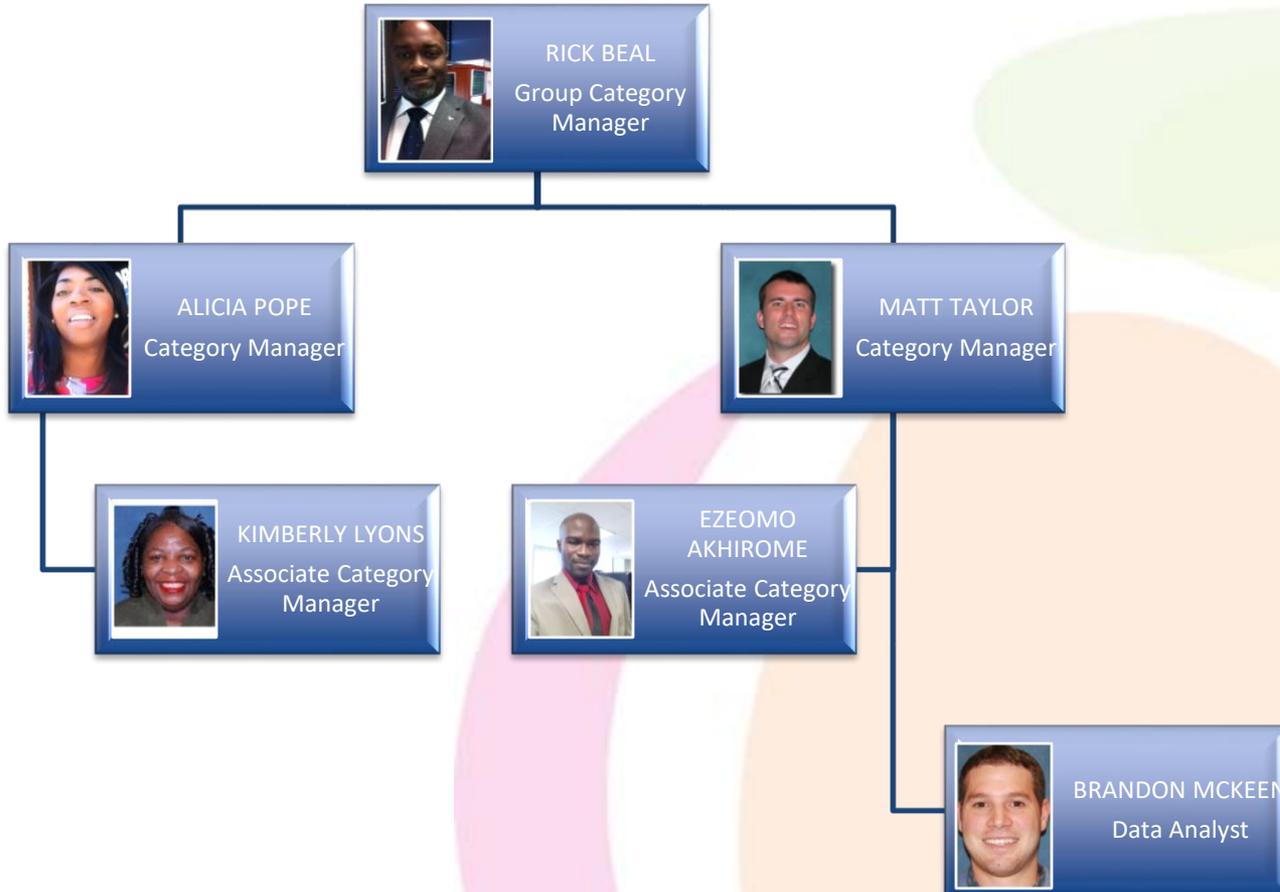
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STRATEGIC SOURCING UNIT

SERVICES GROUP





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Fleet, Maintenance & Card Service

- Auto Rental
- Auto Leasing
- Fuel Card
- Purchase Card
- Translation Services
- Sign Language
- Indefinite Quantity Construction Services
- Facility Maintenance Services
- Equipment Maintenance
- Vehicle Maintenance and Garage Management
- Media Buying Services

Staffing, Print/Copy & Security Services

- Rapid Copy
- Background Checks
- Security Services (Armed & Unarmed)
- Offset Printing
- Substance Abuse Testing
- Temp Staffing
- Presort & Fulfillment Mail Services
- Expedited Delivery
- Capitol Hill Mailroom Management



State Purchasing Services Group Overview

- 20 Statewide Contracts, 49 Suppliers
 - ❑ \$182M+ Commodity Spend
 - ❑ 24 GA Businesses, 24 Small Businesses
- 5 Pipeline Contracts for FY2017 (Four [4] Re-bid and Two [2] New statewide contracts):
 - Pcard; Translation, Interpretation & Sign Language; Temp Staffing; Document Management Services; Management Consultant Services
- Saves Time & Money
 - **Benefits: FY14 –FY17: 4 Contracts / \$2.8M Cost Reduction**
 - ❑ Fuel Card – 0.8%
 - ❑ Rapid Copy & Digital Print – 7.6%
 - ❑ Indefinite Quantity Construction – 3.4%
 - ❑ Document Management Services – 49.4%
- Popular Contracts & Marketing Priorities
 - ❑ Document Management Services – First Statewide contract for these services
 - ❑ Translation, Interpretation, and Sign Language – Aggregated Categories
 - ❑ Management Consulting Services – First Statewide contract for these services
 - ❑ Temporary Staffing Services, Clerical and Professional – New sourcing strategy



Services Group – Pipeline Update

2017 RECENT AWARDS

- Purchase Card Services
- Document Management Services

2017 PENDING AWARDS

- Translation, Interpretation, and Sign Language
- Management Consulting Services
- Temporary Staffing Services

2018 PIPELINE

- Background Investigations
- Expedited Delivery Services
- Facility Maintenance Services
- Expedited Delivery Services

2019 PIPELINE

- Media Buying Services
- Security Services (Armed & Unarmed)

