

INFORMATION AND COMMUNICATION TECHNOLOGY (ICT)

DAN CONTRERAS, DIRECTOR, ICT COOPERATIVE CONTRACTS

Who is DIR?

- **DIR is the state agency responsible for**
 - ▶ Effective planning, implementation and management of a statewide technology infrastructure that supports agency business operations
 - ▶ Pooling the purchasing power of government and leveraging it to drive down costs and add value to ICT purchases for state government entities
 - ▶ Adopting statewide technology rules and standards that contribute to effective enterprise management of ICT
 - ▶ Promoting security and privacy of state data and networks
- **Key operations**
 - ▶ TexasOnline, the official State of Texas website
 - ▶ Data Center Services
 - ▶ Telecommunications and IP Network
 - ▶ Security
 - ▶ ICT Cooperative Contracts Program

Who are DIR's Customers?

- **Eligible Customers Include**

- ▶ State Agencies
- ▶ Higher Education
- ▶ K-12 Independent School Districts
- ▶ Cities
- ▶ Counties
- ▶ Municipal Water Districts
- ▶ Out of State Governmental Entities – Eligible as of September 2005
- ▶ Assistance Organizations registered with the Texas Facilities Commission or the Texas Comptroller of Public Accounts – Eligible as of September 2007

ICT Cooperative Contracts

- **WHAT DO THEY DO?**

- ▶ Create savings for taxpayers
- ▶ Leverage the state's buying power to lower prices
- ▶ Contain best value

- **Optimize the purchase of ICT commodities and services**

- ▶ Streamlines process for customers
 - Reduces duplicate efforts: all contracts competitively procured
 - Reduces purchasing and contract cycle time: customers issue P.O. directly to DIR vendor
- ▶ Simplifies sales process for vendors

- **Include ICT commodity items as contracted product offerings**

- ▶ Hardware and software
- ▶ Technology staffing services
- ▶ Other ICT services with high customer demand (seat management, technology training, etc.)
- ▶ Maintenance

Available Products

- **Computers – over 20 brands**
- **Software – over 1000 publisher titles**
- **Networking Equipment – over 100 brands**
- **Printers – over 25 brands**
- **Surveillance Cameras – over 60 brands**
- **Data Storage – over 20 brands**
- **Digital Photography**
- **Projectors**
- **Security Products**
- **Videoconferencing Equipment**
- **Classroom Interactive Products**
- **Graphing Calculators**

Available Services

- **IT Staffing Services – over 150 vendors**
- **Training – Instructor Led and Computer Based**
- **Seat Management – 7 vendors**
- **Managed Document Output – 4 vendors**
- **Deliverables Based IT Services (DBITS) – over 85 vendors**
- **Telecommunications Services including:**
 - ▶ **Wireless Voice and Data**
 - ▶ **Pagers**
 - ▶ **Local Telephone Service**
 - ▶ **Long Distance**
 - ▶ **Internet**
 - ▶ **Satellite**
 - ▶ **Video**
 - ▶ **Interpreter Services – over the phone**
 - ▶ **Audio Conferencing**
 - ▶ **Cable Modem and DSL**

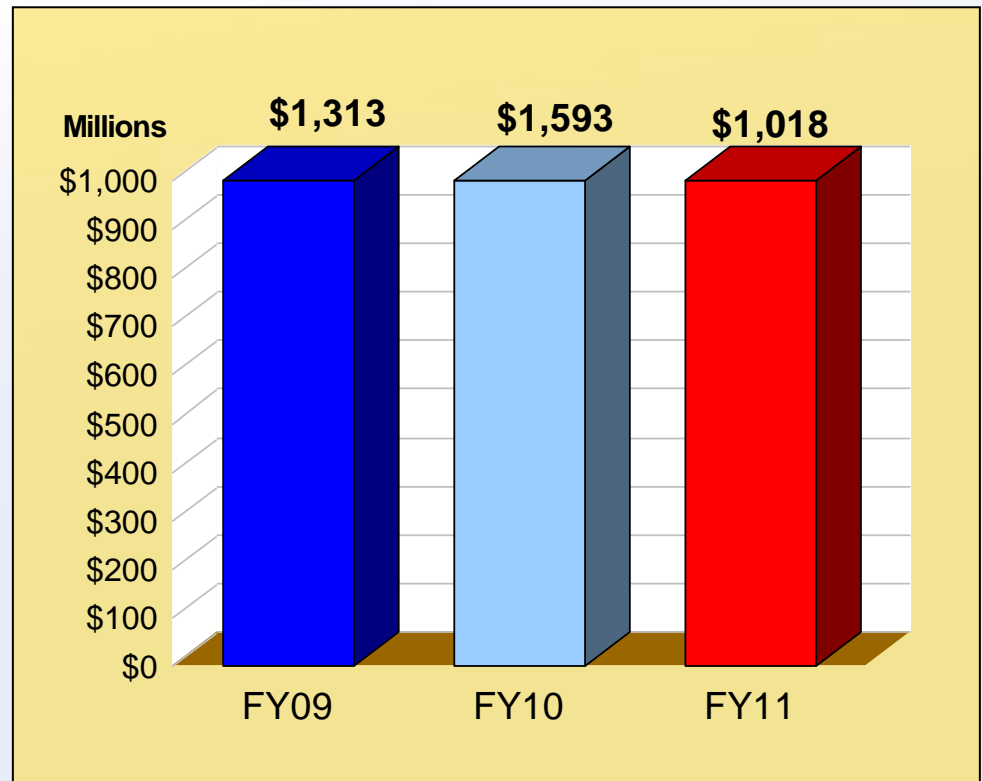
ICT Cooperative Contracts

737 COOPERATIVE CONTRACTS

- 201 HUB Prime Vendors
- 808 Total Resellers
- 329 HUB Resellers

HUB EXPENDITURES

- FY 2011 \$266.3M (26%)
- FY 2010 \$355.9M (22%)



ICT Cooperative Contracting Process

HOW DOES DIR ESTABLISH CONTRACTS?

- **DIR competitively bids all contracts**
- **DIR establishes Statewide Master contracts with vendors for products or services when sufficient customer demand exists**
- **DIR posts request for offers (RFOs) on the Electronic State Business Daily (ESDB)**
- **RFOs are generally posted for 30 days**
- **Many contracts include multiple awards**
- **Contracts are awarded for a specified term**
- **More frequent bidding opportunities**
- **Regional RFOs**

Best Practice – *Evaluation Process*

WHAT'S THE EVALUATION CRITERIA OF THE RFO?

- **Pricing**
- **Vendor's plan for supporting the contract if awarded**
- **Quality and thoroughness of response**
- **Vendor's customer references**

Website



TECHNOLOGY:
Leadership, Solutions, Savings for Government and Education

[Home](#)

[About DIR](#)

[Co-Op Contracts](#)

[TexasOnline](#)

[Security](#)

[TCO](#)

[CTS](#)

[IT Leadership](#)

[Contact Us](#)



Cooperative Technology Contracts

Increase your technology buying power.



[Search Products & Services >](#)

[Learn more >](#)

TexasOnline

The State's official web portal with access to over 800 services.



[Learn more >](#)

IT Leadership

[> Message from the CTO](#)

For information about Strategic Plans & Reports, IRM Resources, Education & Training, Statewide EIR Accessibility, Statewide Project Delivery and more, [click here >](#)

Information Security

Protecting the State's Information and resources.



[Learn more >](#)

Technology Center Operations (TCO)

Providing technology infrastructure for Texas programs.



[Learn more >](#)

Communications Tech Service (CTS)

The State's video, voice and data network.



[Learn more >](#)

What's New DIR News & Events

- [> Power to Purchase May 6](#)
- [> Security Expo June 12](#)
- [> Press Release](#)
- [> DIR Calendar](#)

Quick Links

- [Capitol Complex Directory](#)
- [Statewide Search](#)
- [TGIC](#)

Accessibility & Site Policies

- [Policies and Practices](#)
- [Document Library](#)
- [Press Room](#)

FAQ

- [Site Map](#)
- [Job Postings](#)
- [Additional Quick Link](#)

Dept. of Information Resources

300 15th St. Ste 1300
Austin, TX 78701 [MAP](#)
512.475.4700

[Home](#) | [About DIR](#) | [Co-Op Contracts](#) | [TexasOnline](#) | [Security](#) | [TCO](#) | [CTS](#) | [IT Leadership](#) | [Contact Us](#)

© Department of Information Resources 2009





ICT Cooperative Contracts

Information and Communications Technology

Increase Your **Technology Buying Power** today

Save time and money on technology purchasing. We've done all the procurement work for you, with more than 600 contracts in place - all competitively bid per Texas state requirements.

Products & Services



[Search Products & Services >](#)

Partner with DIR



[Become a DIR Vendor >](#)

Get details on the ICT Co-op Contracts program, contracting process and customer eligibility - plus, important information for customers outside Texas

Tips for Searching Products, Services & Vendors

View our quick tips to see how the new search features make the site easier to use.

[Learn more >](#)

Current Contracting Initiatives

We continue to expand our library of more than 600 technology contracts. View current RFO postings and all contracting initiatives in the planning, evaluation, negotiation, and recently awarded stages.

There are no RFO postings at this time. Please click "View All" for a list of current contracting initiatives in the Planning, Evaluation and Negotiation stages.

[View all >](#)

Purchasing Resources

Help answer your purchasing questions with these tools, forms, and links to detailed information.

- [IT Commodity Purchasing Guidelines](#)
- [View DIR's Blanket Exemptions](#)
- [Download Exemption Request Form](#)
- [Historically Underutilized Business \(HUB\) Program](#)
- [E-Rate Funding](#)
- [Buyer Alert Program](#)
- [Contracts Bulletin](#)

News

Save the Date: Power to Purchase Technology Expo

Calendar

TXDOT Small Business Briefing
April 01, 2010

FAQs

Customer FAQs

Useful Links

State of Texas Co-op Purchasing: Non-IT

Current Contracting Initiatives

• **Future Contracting Opportunities**

- Posted on DIR's Web site (<http://www2.dir.state.tx.us/ict/cci/Pages/currentcontractinginitiatives.aspx>) to improve communications between DIR vendors and customers
- Lists initiatives by procurement stage
 - ▶ Planning
 - ▶ **RFO Postings** – links directly to the posting on the Electronic State Business Daily (ESBD)
 - ▶ Evaluation
 - ▶ Negotiation
 - ▶ Recent Awards
- Each initiative has a brief description, expected phase completion date, and contact information

Example - Current Contracting Initiatives

[Program Overview](#)
[Purchasing Resources](#)
[Search ICT Products & Services](#)
[Current Contracting Initiatives](#)
[DIRect Compare](#)
[Vendor Resources](#)
[Contact Us](#)

Current Contracting Initiatives

Planning Phase

Upcoming RFOs. Check back often.

Type of Services/Products	Description	Start Date	RFO Release Date	Contact
Research and Advisory Services	Release RFO to contract with Vendor(s) to provide research services, I.e. Gartner, Forrester, etc.	September 2009	February 2010	Grace Windbigler
RFO to Surveillance Equipment and Services	Release RFO to expand surveillance equipment and services to add access controls such as card readers.	March 2009	March 2010	Stan Clements

All dates are approximate and subject to change without notice.

RFO Posting Phase

Current postings. Please note due date.

Current RFOs on ESBD	Description	Due Date	Contact
Data Communications & Telecommunications Networking Equipment & Related Services	RFO Number DIR-SDD-TMP-153	February 19, 2010	Carrie Cooper
Software Products and Related Services	RFO Number DIR-SDD-TMP-150	March 03, 2010	Carrie Cooper

Evaluation Phase

Closed RFOs. Currently evaluating vendor proposals. Click on each link for a list of proposals received.

Contract	RFO Number	Start Date	End Date	Contact
Comprehensive Web Development and Management Services	DIR-SDD-TMP-117	November 2008	March 2010	Carrie Cooper
Mobile Digital Video Recording Systems, Accessories and Related Services	DIR-SDD-TMP-114	September 2009	March 2010	Carrie Cooper
Subscription Services	DIR-SDD-TMP-131	November 2008	March 2010	Carrie Cooper
Data Storage	DIR-SDD-TMP-151	February 2009	April 2010	Carrie Cooper
Hewlett-Packard	DIR-SDD-TMP-149	January 2010	June 2010	Carrie Cooper

Questions: *ICT Cooperative Contract Program*

Contracting and Procurement Services Division

www.2dir.state.tx.us