

Extreme Makeover



FORUM 2015

State Contract Edition

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Extreme

MAKEOVER

STATE CONTRACT EDITION



What can I expect from State Contracts?



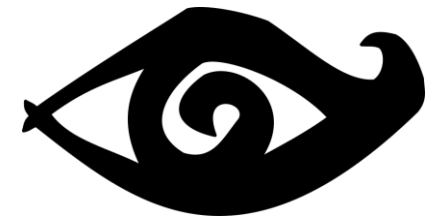
Variety



Value



Vision



Variety



3 Groups of Contracts



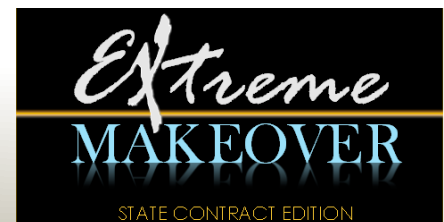
State



Technology



Construction



Variety – State Contracts



6 Categories of State Contracts

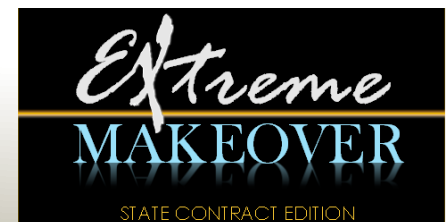
- ⦿ Government and Citizens
- ⦿ Health
- ⦿ Public Safety
- ⦿ Education
- ⦿ Natural, Historic & Cultural Resources
- ⦿ Transportation



Government & Citizens



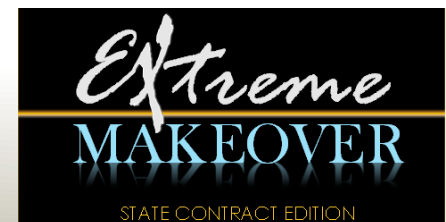
- Office Supplies
- Writing Instruments (M)
- Facilities Maintenance, Repair and Operating Supplies
- Temporary Personnel
- Grounds Maintenance Equipment
- Debt Collection
- Hauling, Moving and Labor Services



Health



- Laboratory Equipment and Supplies
- Microscopes and Accessories (M)
- Temporary Medical Staffing
- Dental Equipment
- Testing – Drug, Pregnancy, HIV (M)
- Medical Supplies - MMCAP
- Patient Lifts/Transfer Systems
- Exam Gloves (M)
- AEDs (M)



Public Safety



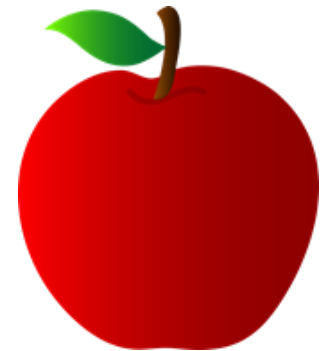
- Ammunition
- Body Armor
- Police Dutywear and Uniforms
- Light Bars
- Hazardous Waste Disposal
- Metal Detectors
- Police Supplies
- Personal Care Supplies
- Preliminary Breath Test Devices



Education



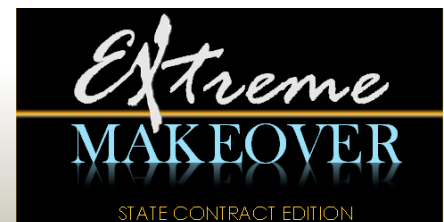
- Gases: Laboratory, Medical, Protocol, Welding and Audit
- School Buses
- Calculators
- Library Supplies
- Arts & Crafts and Educational Games
- Diplomas and Cases



Natural, Historic & Cultural Resources



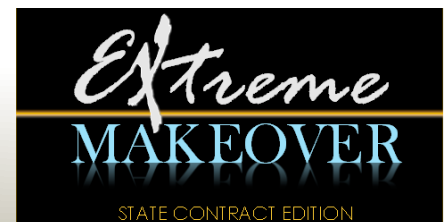
- Fuel
 - Heating Oil
- Propane
- Natural Gas



Transportation



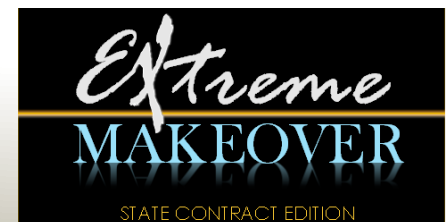
- Vehicle Types
 - Police
 - Passenger Cars – Compact, Full and Midsize
 - Sport Utility
 - Vans – Passenger, Cargo
 - Trucks – Pickups, Alt. Fuel
 - School Buses
 - Used



Transportation



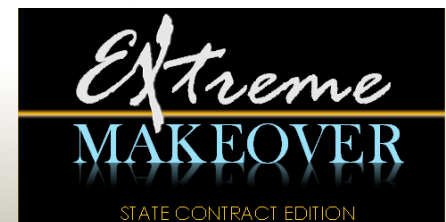
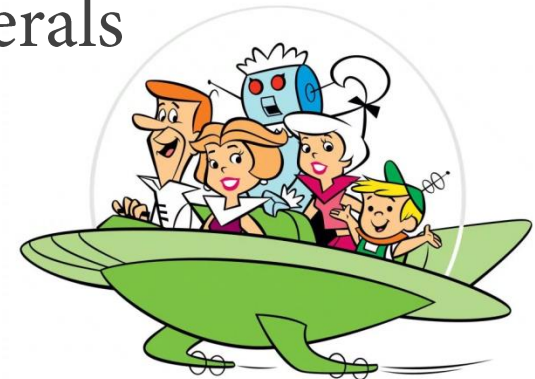
- Tire Agreements
 - Goodyear
 - Michelin
 - Continental Tire
- Specialty Pursuit Tires
 - Thompson Tire



Variety – Technology Contracts



- VITA
 - e-Gov
 - Hosting
 - Operation and Maintenance of Web Apps
 - PCs, Macs, Servers and Peripherals
 - Services
 - Aerial Mapping
 - IT Product Repair
 - Web Design/Development



Variety – Construction Contracts



- Division of Engineering and Building
 - FICAS SYSTEM
 - Non Professional Construction Related Services
 - Construction Testing and Environmental Services
 - Security Consulting



Variety – Construction Contracts



- Division of Engineering and Building
 - Fire Suppression Systems - Testing, Maintenance, and Repair Term Contract
 - Water Treatment Services
 - Building Automation, Fire Alarm and Security Systems - Maintenance and Repair
 - Fire/Water Damage Emergency Restoration



Variety – Construction Contracts



- Division of Engineering and Building
 - Pre-Qualified Contractors:
 - COVA Pre-Qualified Contractors
 - Professional Services - Category B
 - Energy Performance-Based Contractors



- Value of RFP process
 - Negotiated discounts
 - Aggressive pricing based on aggregate spend
 - Broad spectrum products/services
 - Partnering for results-based success



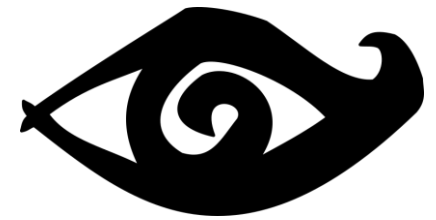
- Value of Cooperative State Contracts
 - Better pricing - aggregate spend
 - NASPO – national appeal; stringent standards
 - DPS – national in scope



Vision



- New Look
- User-friendly
- Improved Navigation
- Ordering Efficiency
- Punchouts
- Ordering Guides



Involvement



- We need your input!
 - Identifying Public Body Needs
 - Challenges/Successes using State Contracts
 - How may we serve you better?

