

ISSUE  
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State of Utah  
Division of  
Purchasing &  
General Services

# PURCHASING NEWSLETTER

## Contracts Standardized To Full Term

State Purchasing is standardizing to a five year (or full term) contract rather than one year with annual renewal options.

This standardization is for both State Cooperative Contracts and Agency Contracts. We anticipate efficiencies in the following areas:

- reduction in number of lapses in contract renewals
- agency processing time
- vendor processing time
- State Purchasing and Finance processing time
- reduced negotiation of T & Cs

In all solicitations, we will include the following statement that allows for negotiations throughout the term of the contract:

“We reserve the right to review contract on a regular basis for performance and cost analysis and may negotiate price and service elements during the term of the contract.”

For State agencies sending specifications to State Purchasing to solicit competition, please include the full term of the contract as part of the specifications.

■ -Nancy Orton



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## The Vendor Doth Protest Too Much, Methinks



State Purchasing will hold a training session on:

**Thursday, September 27, 2012  
10:00 AM – 12:00 PM**

The training topic is **"THE VENDOR DOTH PROTEST TOO MUCH, METHINKS"**.

We will explore the most common reasons for protests, typical mistakes that lead to protests, how to avoid them and resolve them, and debriefing strategies (including new policy). We will also look at rulings on protests and cases from various states. Come prepared with questions.

**Brody Valerga**, one of our new Purchasing Agents, will teach the class. Brody has a law degree from BYU and was a practicing attorney prior to joining our staff.

This training will be held at:

**The State Archives Building  
346 Rio Grande  
Salt Lake City, Utah**

We are only planning one session at this time but will add more based on the registration.

If you are interested in attending the training session you must **reserve your spot** by contacting **Krista Park** at **kristapark@utah.gov** with your **name, e-mail address** and **phone number**.

We look forward to your attendance at these training sessions. If you have any suggestions for future training sessions send your ideas to Debbie Gundersen [dgundersen@utah.gov](mailto:dgundersen@utah.gov).

■ -Debbie Gundersen



## DID YOU KNOW...

We have a State Cooperative Contract for Temporary Employment Services: MA1090 - SOS Staffing Services (also dba SOS Employment Group), [MA203](#) - Valley Services, Inc., [MA1822](#) - Strategic Staffing Inc., [MA2041](#) - 22nd Century Technologies Inc., [MA2042](#) - US Tech Solutions Inc., [MA2043](#) - Manpower. Please make sure any quotes and payments reflect the proper company name as listed on the State Cooperative Contracts.

Feel free to check out this contract for your temporary employment services needs and other Statewide Contracts available to you at <http://purchasing.utah.gov>.

■ -Nikki Sanchez

## DID YOU KNOW...

Did you know that we now have 5 contracts in place for Job Order Contracting for construction. The contract numbers are [MA241](#), [MA242](#), [MA243](#), [MA244](#) and [MA245](#). The contractors are Okland Construction, Yerba Buena Construction, Benstog Construction, AJ Construction and CRC Construction. To utilize one of these contracts for construction services you will need to contact our consultant, The Gordian Group. That contact information is on our website under each one of the contracts. There are also limitations and other requirements as outlined on each contract web page.

■ -Adrian Ruger

## PURCHASING CARD CONFERENCE

For Purchasing Card Administrators and Site Coordinators

Wednesday, October 24th  
Public Subdivisions: 9 AM – 11 AM  
State Agencies: 1 PM – 3 PM  
State Library Room 218  
250 North 1950 West Salt Lake City

Contact **Matt Jenkins** for more information on this conference.  
Phone: 801-538-3615  
Email: [mattjenkins@utah.gov](mailto:mattjenkins@utah.gov)

## SEPTEMBER TRAINING

### TO VIEW NON-PURCHASING EXPIRING CONTRACTS

(Please note that if you did not fill out "Board Award Date" which is the expiration date of the contract, then the contract will appear on the report even if it is not expiring.)

1. Go to the finance website located at: <http://finance.utah.gov/warehouse/index.html>
2. Choose the link on the left "New Data Warehouse (Fiscal Year 2007 to Current)"
3. Choose the link "FINET REPORTS"
4. Choose the link Procurement - "Procurement - A640, EP Reports, MA Reports"
5. Choose the link MA-10 Contract Expiration Notification Report
6. A report with all the "Non Purchasing Contracts" will appear. Search for your Department number in the appropriate field to see your contracts.

#### To See Every Active Contract in Your Department

1. Go to the finance website located at: <http://finance.utah.gov/warehouse/index.html>
2. Choose the link on the left "New Data Warehouse (Fiscal Year 2007 to Current)"
3. Choose "FINET REPORTS"
4. Choose Procurement - "Procurement - A640, EP Reports, MA Reports"
5. Choose "MA01S Master Agreement Summary Report"
6. Choose your department
7. Choose "Active Master Agreements Only"
8. Click "Select All"
9. At the bottom of the page, click "Finish"
10. A report will generate with the contracts in numeric order. Please keep in mind, that the dollar amounts paid may not be accurate depending on how you make payments against your contracts, so don't rely on the information unless you know that you always pay contracts directly through FINET.

■ -Tara Eutsler

# New Contracts

Title	Contract	Vendor	Dates	Additional Information
Digital In-Car Video Systems	<a href="#">MA-309</a>	Public Safety Equipment, LLC	09/17/2012 – 09/16/2014	.4% Admin Fee
In-Car Video Systems	<a href="#">MA-306</a>	Coban Technologies, Inc.	09/17/2012 – 09/16/2014	.4% Admin Fee
In-Car Video Systems	<a href="#">MA-305</a>	Enforcement Video LP	09/17/2012 – 09/16/2014	.4% Admin Fee
Digital In-Car Video Systems	<a href="#">MA-300</a>	CDW Government, Inc	09/17/2012 – 09/16/2014	.4% Admin Fee
Point of Use Water Filtration Equipment	<a href="#">MA-299</a>	Alpine Water Systems	10/01/12 – 10/02/15	1% Admin Fee
Bottled Spring Water & Dispensing Equipment	<a href="#">MA-294</a>	DS Waters of America	10/01/12 – 10/02/15	1% Admin Fee
Pad-Mounted Transformers (New)	<a href="#">MA-272</a>	Dell Marketing L.P.	8/24/12 – 7/31/15	1% Admin Fee
Skid-Steer Loaders, Compact Track Loaders, Compact Excavators, and Attachments	<a href="#">MA-205</a>	Clark Equipment Company	03/01/12 – 02/28/14	Added H&E Equipment Services as a distributor
Household hazardous waste removal & disposal	<a href="#">PD-278</a>	Veolia ES Technical Solutions LLC	09/01/07 – 08/31/12	
Household hazardous waste removal & disposal	<a href="#">PD-284</a>	Clean Harbors Environmental Services	09/03/12 – 09/02/14	

# Extended Contracts

Title	Contract	Vendor	Extended Until	Additional Information
All Terrain Vehicle (New)	<a href="#">MA-628</a>	Morgan Valley Polaris	08/18/13	
Light Bar Equipment and Emergency Vehicle Products	<a href="#">MA-2031</a>	Premier Vehicle Installation, Inc.	10/31/12	
Ford Vehicles	<a href="#">AR-1940</a>	Ken Garff Ford	09/30/13	
Toyota Vehicles	<a href="#">AR-1729</a>	Tony Divino Toyota	09/30/13	

Automotive Research Software	<a href="#">PA-891</a>	Chrome Systems Corp.	09/08/13	
Energy Performance Contracting Services	<a href="#">MA-941</a>	Johnson Controls Inc.	08/31/13	
Household hazardous waste removal & disposal	<a href="#">PD-278</a>	Veolia ES Technical Solutions LLC	10/31/12	
Pre-formed Inductive Loops	<a href="#">MA-574</a>	AM Signal Inc.	08/14/13	
Asphalt Crack Sealing Compound	<a href="#">PD-1395</a>	Crafco Inc.	09/18/13	
Flexible Mastic Asphalt Crack Sealing Compound	<a href="#">PD-959</a>	Crafco Inc.	09/18/13	
Graphic Artist Design Services	<a href="#">MC-1136</a>	(See Contract, Multiple Vendors)	09/08/13	

## Other Contracts

Title	Contract	Vendor	Dates	Additional Information
Dump body labor and material to equip tandem axle trucks with dump bed, hitch and hydraulic system.	<a href="#">MA-1387</a>	GBGH Holdins Inc. dba Tesco Williamsen	07/20/2012 – 07/21/2015	PD-1387 changed to MA-1387
Microsoft Software (Academic Only)	<a href="#">MA-2047</a>	Dell Marketing, L.P.	09/01/2009 – 08/31/2012	Expired NO RENEWAL
Bottled Spring Water & Dispensing Equipment	<a href="#">PD-1907</a>	Mount Olympus Waters, Inc.	10/01/09 – 09/30/12	Expires 9/30/12
Skid-Steer Loaders, Compact Track Loaders, Compact Excavators, and Attachments	<a href="#">MA-205</a>	Clark Equipment Company	03/01/12 – 02/28/14	Added H&E Equipment Services as a distributor

## NEWSLETTER INFO

The brief information in this newsletter is intended to highlight new contracts and contract changes. Always read the entire contract information sheet prior to making a purchasing decision.

If there is anyone else in your office that would like to receive this mailing or be taken off the mailing list, have him or her send an email to [kristapark@utah.gov](mailto:kristapark@utah.gov).

If you have Purchasing Update questions, suggestions, or comments, please call Krista Park at 801-538-9633 or send an email to [kristapark@utah.gov](mailto:kristapark@utah.gov).

Please also visit the Division of Purchasing on the Internet at <http://www.purchasing.utah.gov> for additional information and past issues.