

Purchasing Update

March 2019



Utah Division of Purchasing
and General Services

Purchasing Top Priorities 2019

By Cassidee Feinauer, State Contract Analyst

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The Division of Purchasing is continuously trying to improve our methods in order to better serve our clients. On our website, we have created a PDF of the “2019 Top 10 Priorities for State Procurement.” This PDF can be found [here](#).

The first of the ten top priorities is agency relations and customer service. The Division of Purchasing (“Purchasing”) has worked to improve agency relations and our services. All executive branch agencies have an assigned purchasing agent or contract analyst to work with as a liaison between agencies and State Purchasing. If an agency is not aware of who this liaison is, please reach out to us and we will let you know.

Purchasing has made an effort to be easily accessible and respondent to all emails, phone calls, or other inquiries by agencies, vendors, or other clients. Purchasing also uses a “yes” approach to procurements, looking for innovative ways to help achieve goals while complying with the Procurement Code. Solicitations can sometimes be a difficult process; Purchasing has made efforts to have all agents be in constant communications with agencies to ensure that the procurements are moving forward appropriately.

If you have questions or suggestions to help Purchasing improve, please reach out to Cassidee Feinauer, cassideefeinauer@utah.gov, 801-538-3307.

Integrated Classrooms and Conference Rooms

By David Bundy, State Contract Analyst

We are happy to report that we have re-solicited the integrated classrooms portfolio and increased the number of vendors on contract; there are now 14 vendors on contract including many incumbents. We have also increased the scope of the contract, as you can now purchase video conferencing technology along with extended warranties and service warranties.

Pricing has also changed on this contract, and we are now using a percentage off MSRP. This will allow vendors the ability to offer more of their catalog right when the technology is released and not have the same restrictions that were in the old contract.

There has also been a name change to this portfolio. A lot of eligible users thought that only school districts were allowed to use this contract, but everyone that can purchase off State contracts is authorized to use this contract.

We would like to encourage everyone to go and look at the new contracts, which began on March 15, 2019. We would also encourage everyone to contact multiple vendors to obtain multiple quotes for your projects. We have expanded the number of vendors, and we believe that competition will drive costs down and encourage vendors to provide excellent customer service.

There is some exciting new technology out there, and we believe that this portfolio will be able to provide the State with some great solutions.

The contracts in this portfolio are as follow: MA3152 CompuNet; MA3153 Computer Projection Systems; MA3154 Digital Video Networks; MA3155 Ehler Solutions Group; MA3156 Fort Audio-Video; MA513 General Communications; MA3157 Performance Audio; MA3158 Technology Marketing and Management Services; MA516 TV Specialists; MA538 Chariot Group; MA515 Troxell Communications; MA3159 Valcom Salt Lake City; MA3160 Ward's MediaTech; and MA3161 Webb Audio Visual.

If you have questions, please reach out to David Bundy, davidbundy@utah.gov, 801-538-3131.

“We have expanded the number of vendors, and we believe that competition will drive costs down and encourage vendors to provide excellent customer service.”





When to Sole Source

By Justin Dalton, State Contract Analyst

As you have most likely dealt with a sole source in the past, we wanted to shed some light around how State Purchasing views a Sole Source and the what, where, when, how, and why behind them. Mostly, we want to focus on the “what” and “when” of sole sources.

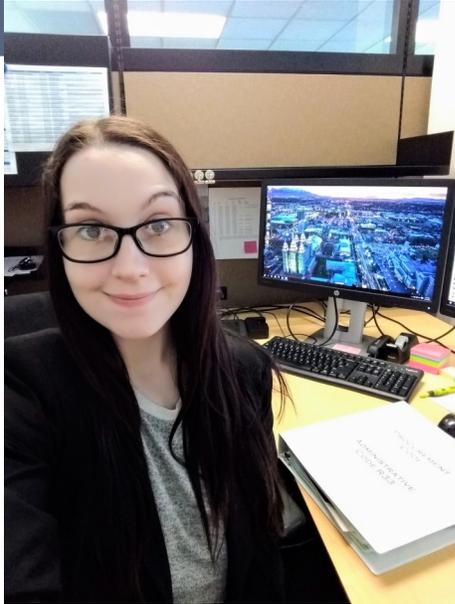
Sole source, or Awarding a Contract Without Engaging in a Standard Procurement Process, is defined by procurement code as “a procurement without competition pursuant to a determination under Subsection 63G-6a-802(1)(a) that there is only one source for the procurement item.” Now this can get tricky as every situation is just a little bit different. The way that State Purchasing looks at this is, can you get that product or service, in a general perspective, from any other competitive source?

One example is software. Many software companies claim they are “proprietary,” and we do not doubt that. Yet, the question is, what does that software do? Let’s say for sake of example the software we are looking to obtain is Financial System software. Well yes, that particular name brand you may have or are thinking of purchasing may be proprietary, but that same proprietary software is sold or re

-sold via many different vendors. Also, there’s the fact that there are other Financial System software companies that offer the same features and functionality that you are seeking with the specific name brand. The said name brand would not be considered a “sole source” in this situation. You should reach out to the many vendors on contract to see their pricing and different recommendations for the various software that could fulfill your needs. In other words, State Purchasing is looking to gain a competitive, open, and, fair competition as much as possible. Even though it may appear initially to be a sole source, not all things are considered a sole source.

As we are mentioning software, you could look to the Software Value Added Reseller (SVAR) Statewide Contracts that are already in place or the Cloud Solutions Portfolio. Use this link to find State Cooperative Website where you can search for these contracts and many more: <https://statecontracts.utah.gov/Home/Search>

If you have any questions, please reach out to Justin Dalton, justindalton@utah.gov, 801-538-3283.



Diane Schmidt

Meet Diane

Diane Schmidt is joining us from an online parts retailer named eReplacementParts.com where she spent almost 2 years as a purchasing agent working to purchase brands such as Milwaukee, Makita, and DeWalt. She is originally from Illinois where she graduated from Northern Illinois University with a BS in Family and Child Studies with an emphasis in Individual Development and a minor in Women’s Studies. In her spare time, she enjoys exploring Utah, watching documentaries, and ice skating.



Jessika Huhnke

Meet Jessika

Jessika Huhnke joined the State of Utah Division of Purchasing in January of 2019. She graduated from Westminster College in 2016 with a BA in Communications and Graphic Design. Jessika has spent her recent years as a Communications Specialist and Graphic Designer with experience in maintaining and marketing for brands in Salt Lake City. Jessika is fueled by her passion for art and learning. She is eager to stay in tune with the latest marketing strategies through continued education and professional development. She enjoys spending time with her family and two cats, sketching, classic car shows, and traveling with her boyfriend.

How to Receive the Purchasing Update Newsletter

Did you receive this newsletter from a co-worker? Do you want to receive the Purchasing Update directly? Please follow the appropriate steps below.

(A) Individuals who have a State Google email account:

Step 1: Enter into GROUPS in the State Google email account

Step 2: In the new window's search field, type PURCHASING NEWSLETTER

Step 3: Google will list the "Purchasing Newsletter" as a group. Select the group.

Step 4: Click JOIN GROUP.

Step 5: In the new window, click JOIN GROUP. The administrator will be informed of your request and approve it.

(B) Individuals that do not have a State Google email account, please send an email to Tara Eutsler, teutsler@utah.gov.



UTAH CORRECTIONAL INDUSTRIES



UCI MISSION

Utah Correctional Industries is dedicated to public safety through innovative career building, community partnerships, and quality production to develop successful people.

DID YOU KNOW...

- UCI is a self-supporting program that prepares people to reenter our community through job training.
- UCI provides training and structured activity for offenders in a real-world work environment which helps prepare them for legitimate employment after they are released from prison.
- UCI provides high quality products designed and manufactured with you in mind.
- Our product lines are diverse and flexible and we are confident we will meet the needs of our customers.
- Our staff and employees are equally flexible. We invite you to contact one of our sales representatives for up-to-date information on any of our products and services, or if you would simply like more information about UCI.

OUR BUSINESS OPERATIONS

View the State Use Law (63G-6a-804)

PRINTING | EMBROIDERY/SILK SCREENING | SEWING | FURNITURE

SEATING/UPHOLSTERY | CONSTRUCTION | DOCUMENT SCANNING | SIGNAGE

QUESTIONS? CONTACT US AT 801-576-7700

Future PEP Seminar Dates:

March—Cancelled. The NIGP Reverse Trade Show being held on April 29, 2019 will take its place.

June 6, 2019

September 19, 2019

December 5, 2019

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