



DAS Procurement Continues to Increase Opportunities for State Municipalities

DAS Procurement is focused on ways to increase opportunities for efficiencies and savings with Connecticut municipalities through our procurement programs.

Current initiatives we're working on to promote municipal participation in our contracts and programs include:

- Targeted outreach and training at various local events
- Invitation to DAS/procurement's annual procurement training event
- DAS Procurement participation in municipal procurement organizations (CRPC/ CRCOG and PPAC_ purchasing events (minimal annually) - <http://crcog.org/capitol-region-purchasing-council/> <https://www.ppac.us/>
- Personal contact and communications from our Contract Teams.
- Inclusion of municipal specific volumes on certain contracts (flu shots, road salt, roadway maintenance contracts, etc.)
- Regular Supplier Diversity Outreach to localities

The goal is for municipalities to reap the cost savings benefits from statewide buying power and opportunity to use the procurement tools we have in place.

Moving forward DAS Procurement has a goal to increase municipal participation in all of our procurement programs by 10% annually (<https://portal.ct.gov/DAS/Procurement/Contracting/DAS-Procurement-Services-for-Municipalities>). Our P-Card contract program municipal participation increases regularly with new towns coming on board several times each year. Towns take advantage of the rebates earned through their purchases.

Additionally, municipalities have access to claim surplus state property through our surplus program and can also post their surplus requirements through our program (all of these procurement programs are open to muni's free of charge).

If you are a municipality and want to learn more, please reach out to us at 860-713-5095!!

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Procurement 101

Recently, the DAS Procurement team took to the road to educate new and existing Department of Labor staff on various procurement topics, including, Procurement 101 (How do I buy something? How do I use state contracts? What do I do if a state contract is not in place?), P-Card 101 (what are the work rules surrounding the use of p-card? What is a p-card? How do I use it?), and State Surplus (How do I dispose of state property? How can I acquire surplus state property for my agency? As a citizen, how can I purchase state property?).

These topics, in addition to a question and answer session, allowed DOL attendees to get a better understanding of these procurement programs and applicability to their business needs.

If your agency can benefit from a training event such as this (including any other specific procurement topics) do not hesitate to contact DAS Procurement's Madelyn Colon at 860-713-5758 who will assist in coordinating a road show team to address your agency procurement training needs.

Socially Acceptable

The Department of Administrative Services has introduced a few new social media outlets.

If you're curious about DAS, follow us on these social media sites:



Contracts Awarded over the last 14 Days

*Click on the category to see the contract
Adobe Acrobat Required*

18PSX0321 Bituminous Concrete Materials and Bridge Deck Membrane Waterproofing (Complete-in-Place)

19PSX0047 Fuel Dispenser Parts and Supplies. No Award issued due to lack of Bidder participation.
19PSX0043 Attenuation Parts and Sand Barrels Supplemental Bid awarded - contract made part of 18PSX0187.

18PSX0333 Generator Service for DDS

DAS State Supplier Diversity Program

The DAS State Supplier Diversity program targets at least 25% of the state's business be transacted with small businesses including those owned by minorities, women and the disabled. To participate, fill out an application with the Department of Administrative Services. Once certified, you can bid on contracts covered by the program as well as all other state contracts.

[Learn more about the State Supplier Diversity program by visiting our webpage.](#)

Want to Subscribe to BuyLines?

Maybe you know someone who could benefit from our information? To subscribe, [visit our website here](#), and follow the sign-up instructions.

Contract Improvements for Bituminous Materials

18PSX0311- Bituminous Concrete Materials and 19PSX0059- Bituminous Concrete Materials (supplemental bid) shifted from a town based pricing structure to DOT Section.

In the past, DAS Procurement requested pricing for all 169 towns within the State of Connecticut for the delivery of bituminous material whereas, this contract was awarded based on eight DOT Sections. This drastically reduced the size of the contract, streamlined our pricing and created an easy to use format for our customer.

In addition, the delivery of hot mix asphalt ("HMA") material was removed from the contract as it was not being utilized by the customer. DOT recently purchased several new trucks and are able to pick up the material with their own forces. This eliminated the industry's concerns about the material not meeting the specifications, primarily temperature as it is a perishable product, when traveling to section limits.

Adding Savings to State Contracts

DAS Procurement recently awarded contract 18PSX0153 for Environmental Investigation, Remediation and Project Management Services.

Solicited as an RFP, the DAS Procurement Team incorporated a savings initiative within the Exhibit A right from the start. The savings stems from narrowing the margin of any increases applied to sub-contracted services, miscellaneous equipment, materials, labor etc.

Typically the allowances (although not specified) in the RFP allowed the contractor to submit for consideration their cost plus margins for negotiation. However the most recent RFP contract only allows for a maximum amount of 5% and allows the Client Agency the right to negotiate it down prior to acceptance.

Also recently awarded was Property Management Contract 18PSX0268 . Good faith negotiation of the RFP/ AWARD eliminated approximately \$80,000 for the term of the contract. The savings and basis of the negotiation was to eliminate redundant and unnecessary back office fees.

March is National Procurement month, and we hope you are celebrating it! Take the time to celebrate your efforts and educate elected officials, administration, and the tax-paying public on the value you bring to your agency.

Let's celebrate together all the improvements and efficiencies that public procurement professionals have made by creating better procurement processes and solutions for the communities they serve.



Researching for Better Results

Members of the DAS Procurement team toured the Cheshire Correctional Facility to look for possible efficiencies in several state contracts.

The team got a tour of the manufactureres machinery associated with license plate manufacturing as well as the reflective highway signs made at the facility.

“If we can understand a product or service from beginning to end we can build a better contract for the customers,” said team leader Patrick DeConti. “Additionally, if we know the materials that need to be supplied to make the final product, we can improve our contracts to address supply and demand of these materials.”

An example is the machine used for manufacturing state license plates. The Department of Motor Vehicles- through DAS - contracts with the Department of Correction to make over a million Connecticut license plates a year. But should the machinery need repair or the special aluminum material needed to make license plates become scarce, a well constructed DAS Procurement contract can address these issues ahead of time and lessen any barriers to production.

This also shows the relationship state agencies share. Having DOC and DAS work together to keep each other informed on where contract efficiencies can be found will save the public money by keeping pricing in check.

More about Connecticut Correctional Enterprises

The Correctional Enterprises of Connecticut Unit (CEC) of the Department of Correction consists of production shops and warehouses at several correctional facilities throughout the state. The work is performed by offenders under the supervision of DOC staff. CEC is authorized under Connecticut State Statute CGS. 18-88 to provide goods and services to state agencies, municipalities, nonprofits, and benefit corporations.

CEC is included in the Connecticut Department of Administrative Services Contracting Preference Programs and offers many products and services on DAS Contract Numbers 16PSX0187 and 16PSX0118.

CEC contributes to and supports the Department of Correction Second Chance Society initiatives by offering offender program participants opportunities to develop marketable vocational, occupational, and soft skills.

The CEC Shops in Cheshire have implemented a program to track and document the skills inmates acquire through their specific work assignments. This program tracks hours worked in each assignment and the skills required to perform in their specific role. The CEC Cheshire shops are also working closely with the facility and have classified many offenders from the T.R.U.E. Unit to work assignments within these shops. The T.R.U.E. Unit is an innovative unit at Cheshire C.I. where long-sentence offenders mentor 18-25 year old offenders attempting to improve community reintegration and reduce recidivism.

Marker Shop

This shop fulfills all license plate needs for the Connecticut Department of Motor Vehicles. Series, special interest, vanity, and legislative plates are manufactured and delivered to all branches utilizing CEC trucks and inmate workers from Cybulski C.I. CEC produces approximately 500,000 sets of license plates (1,000,000 individual plates) annually in 95 different plate types. Approximately 50 offenders work in this shop.

Graphic Arts and Sign Shop

A full service design and production plant which produces interior and exterior signage out of various substrates and through several methods. This shop also produces banners, decals, laser engraved items, highway reflectors and delineators, and designs and prints all special interest license plate sheeting. Approximately 16 offenders work in this shop.

Streamlining IT Contracts

It's been almost two years since we began participating in Contract No. 14PSX0338 for IT Vendor Managed Services through NASPO Valuepoint and we're still picking up steam. Covendis Technologies (Covendis) was awarded this contract. The main goal for Covendis is to scout the market and obtain qualified IT consultants who can provide immediate service(s). This contract endorses the State's goal of streamlining services; eliminating the need for multiple contracts with equivalent services and varying expiration dates.

Last month, Contract 14PSX0111, for Web Design and Development Services expired. Covendis reached out to the multiple companies under 14PSX0111 and will continue to onboard so that all Web Design and Development needs are met. If you have used Contract 14PSX0111 in the past and need similar services, please reach out to Covendis. The Contract and all relevant information can be found here:

https://biznet.ct.gov/SCP_Search/ContractDetail.aspx?ID=18760

For questions regarding this, or any contract currently offered on the DAS Portal, please reach out to the Contract Specialist identified on the Contract. We will be happy to guide you and make recommendations.

Call our main number 860-713-5095 with general questions.

Integrated Pest Management and Control Services

19PSX0027- Integrated Pest Management and Control Services which covers the pest management and control needs of all state agencies, political subdivisions and not for profit organizations. The Contract must be performed in accordance with the Contractor's development and execution of an Integrated Pest Management Control Plan ("IPM") tailored to the needs of each individual Client Agency. There are two micro-businesses and one veteran's preference business that were awarded this contract.

Please see the reference sheet on the first page of the contract for a detailed summary of what is covered under this contract.

2019 Matchmaker Event

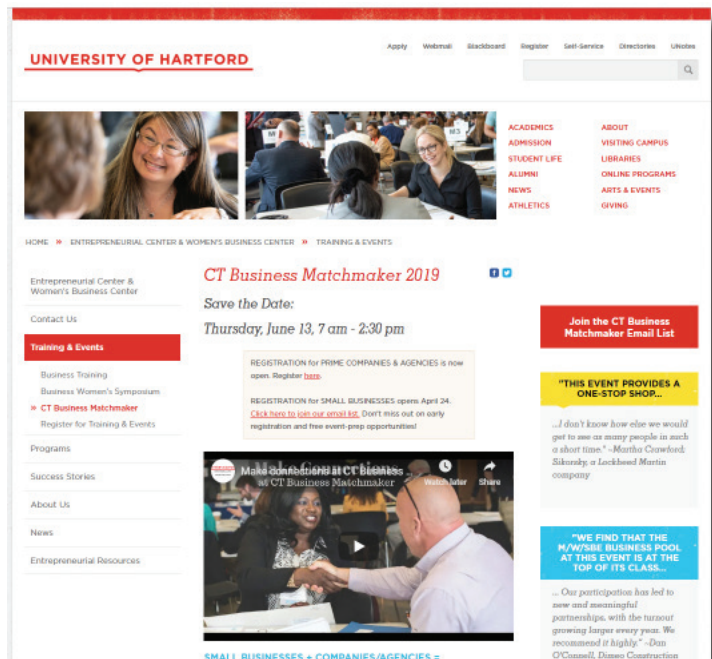
CT Business Matchmaker 2019 registration for prime companies and agencies is now open! We invite you to join us as a prime attendee. The event will take place on Thursday, June 13, from 7 a.m. to 2:30 p.m. at the University of Hartford. [Click here to register now.](#)

As in past years, our Matchmaker event is open to all industries and will give you the opportunity to make efficient connections with small businesses and contractors during a series of 10-minute one-on-one interviews. This year we will focus on increasing the attendance of women- and minority-owned small businesses. We will also continue to emphasize marketing the event in the manufacturing and construction industries. Our intention is to increase attendance of qualified small businesses and improve every prime attendee's experience and outcomes.

Attendance for primes is **FREE**. Please consider becoming an executive patron for \$100 or corporate patron for \$250. Patron companies benefit from added visibility at the event and help us keep the entry fee affordable for small businesses. Sponsorship opportunities are also available. Benefit information is available on the registration page or you may respond to this email with questions.

Help us get the word out: Feel free to share this event with other companies/agencies and small businesses. The more people that attend, the more valuable the event will be for everyone. More information is available at hartford.edu/matchmaker.

Make connections at CT Business Matchmaker 2019:
Small Business + Procurement = CONTRACTS! - [Watch our YouTube video here.](#)



The screenshot shows the University of Hartford website page for the CT Business Matchmaker 2019 event. The page features a navigation menu at the top with links for Apply, Webmail, Blackboard, Register, Self-Service, Directors, and Links. Below the navigation is a search bar and a header with the University of Hartford logo. The main content area includes a large image of a woman smiling, a section titled "CT Business Matchmaker 2019" with a "Save the Date" announcement for Thursday, June 13, 7 am - 2:30 pm, and a registration link. There are also several testimonials and a "Join the CT Business Matchmaker Email List" button. The page is designed with a clean, professional layout using a color palette of red, white, and blue.