



State of North Carolina Office of Information Technology Services

Michael F. Easley, Governor

George Bakolia, State Chief Information Officer

Memorandum

To: State Agency Purchasing Officers
State Agency Chief Information Officers
State Agency Finance Officers

From: Patti Bowers, Chief IT Procurement Officer

Subject: Update on Desktop and Laptop Personal Computer and Printer Purchases

Date: November 4, 2004

George Bakolia, the State Chief Information Officer, has asked me to update you on the aggregation of hardware purchases.

Thanks to your cooperation, the state saved more than \$340,000.00 in the first phase of the bulk purchase initiative by consolidating requisitions for desktop and laptop PC's and printers, and by negotiating volume discounts with term contract vendors. A summary of this effort is included for your reference.

Consolidating requisitions was an interim step as we began implementing Senate Bill 991. I believe the savings can be even more significant as we take the next step.

For the next purchase of these commodities my office will combine requests from agencies and seek bids from vendors. This method of purchasing has been used successfully by the Department of Environment and Natural Resources and other agencies.

As a reminder, requests for desktop and laptop PC's and printers must be submitted to my office by January 1, 2005 to be eligible for the next bulk purchase. The work group formed to discuss configurations will soon finalize configurations for desktops, laptops and printers. These configurations, and additional information about the new process, will be made available to you by November 30, 2004. The information also will be posted on the State CIO's web site. The address is <http://www.scio.state.nc.us>.

I understand that your agency may have a critical, emergency need for a very limited number of PC's and printers before January. For consideration, forward any urgent requests through E-Procurement to the Statewide IT Procurement Office. State CIO George Bakolia will review requests for emergency purchases outside the bulk purchase on a case-by-case basis.

As we all grow accustomed to the new process, I strongly urge you to consider purchasing a small number of spare personal computers and printers as part of the January bulk purchase. A small inventory of these commodities would allow your agency to meet your emergency needs.

Please feel free to contact me if you have any questions or concerns.

Summary of Computer Purchases

Number of Agencies Submitting PC/Laptop Requisitions	16
Total Number of Requisitions	118
Number of Agencies Submitting Dell Requisitions	12
Number of Dell Requisitions	90
Number of Dell Desktops/Laptops/Tablet PCs	1572
Total Value of Original Requisitions for Dell	\$2,171,548
Total Value of Dell Quotes after Bulk Quote	\$1,997,757
Total Dollar Savings for Dell	\$173,791
Total Percentage Dell Savings	8%
Range of Percentage Dell Savings	1% to 31%
Number of Agencies Submitting HP Requisitions	2
Number of HP Requisitions	10
Number of HP Desktops/Laptops/Tablet PC	1782
Total Value of Original Requisitions for HP	\$2,145,024.00
Total Value of HP Quotes after Bulk Quote	\$2,045,858.00
Total Dollar Savings for HP	\$99,166.00
Percentage HP Savings	5%
Range of Percentage HP Savings	4%-5%
Number of Agencies Submitting IBM Requisitions	2
Number of IBM Requisitions	15
Number of IBM Desktops/Laptops	166
Total Value of Original Requisitions for IBM	\$212,263.60
Total Value of IBM Quotes after Bulk Quote	\$204,263.20
Total Dollar Savings for IBM	\$8,028.00
Percentage of IBM Savings	3.78%
Total Savings	\$280,985
Total Percentage Savings	6%

Summary of Printer Purchases

Number of Agencies Submitting Printer Requisitions	10
Number of Requisitions	71
Total Value of Original Requisitions for Printers	\$444,330.06
Total Value of Printers after Bulk Quote	\$382,129.85
Total Dollar Savings for HP	\$62,200.20
Percentage Savings	14%
Range of Percentage Savings	2 to 31%

Cc: George Bakolia, State CIO
Sherri Garte, Asst. Chief IT Procurement Officer