



**State and Consumer Services Agency**



**Office of the State Chief  
Information Officer**

November 13, 2009

Mr. Ron Diedrich  
Acting Director  
Department of General Services  
707 Third Street  
West Sacramento, CA 95605-2811

Dear Ron,

We are encouraged by the report from the Legislative Analyst Office, "Try Before You Buy: Expanding Multi-Stage Procurements for Large IT Systems." The fact that the Legislative Analyst Office today has endorsed this administration's efforts to revolutionize the way the state procures large IT projects means that we are headed in a promising direction.

Not only has the LAO report validated our efforts to save the state money, the LAO supports the need to drastically reduce the time spent on these types of contracts. The reality of IT procurement is that an inordinate amount of time spent on contracts, means an unfortunate amount of money wasted. Thanks to the methodology developed by Jim Butler, DGS Chief of Procurement, and his staff and Adrian Farley, Chief Deputy Director and his staff at the Office of the Chief Information Officer, months from the contract timeline could be slashed, resulting in millions of taxpayer dollars being saved.

The Governor has made it clear that a sensible, intelligent procurement system is the best thing for the state, and we are pleased that the LAO agrees.

Job well done, Ron.

Sincerely,

A handwritten signature in blue ink that reads "Fred Aguiar".

Fred Aguiar  
Secretary, State and Consumer Services  
Agency

A handwritten signature in blue ink that reads "Teri Takai".

Teri Takai  
California State Chief Information Officer