



CALIFORNIA STRATEGIC SOURCING INITIATIVE IT HARDWARE – FREQUENTLY ASKED QUESTIONS

QUESTIONS	ANSWER
How do I access the electronic Request for Proposals (eRFP) for the IT Hardware PC Goods and IT Hardware Enterprise categories?	All State of California procurements are advertised on the California State Contracts Register (CSCR). In order to access the eRFP, bidders will need to register for a username and password for each solicitation. More information on the IT Hardware PC Goods and IT Hardware Enterprise categories and instructions to register for a username and password can be found on the CSCR, under the Information Technology category, at: http://www.cscr.dgs.ca.gov/ads/contract_ad_detail.asp?AdNbr=A35257
Once awarded, how long will the contracts be in place?	The contracts for IT hardware will be multi-year contracts. IT Hardware PC Goods will be a two-year contract, with up to three optional one-year extensions. IT Hardware Enterprise will be a three-year contract, with up to two optional one-year extensions.
With technology changing so quickly, doesn't that mean the State will be locked into obsolete technology?	The State will negotiate with bidders based on a set of common configurations that will be refreshed on a regular basis (approximately every 6 to 12 months) to accommodate changes to technology standards. The CSSI team will also continue to work with the State CIO Council and the selected suppliers to review and adjust the technical requirements as technology evolves.
What are "common configurations" and how did the State create them?	Common configurations refer to State-defined specific product attributes that address different user needs, for different product subcategories (i.e. desktops and workstations), that agencies will jointly purchase from awarded bidders. The common configurations were generated after a careful study of the most commonly purchased configurations for each of the product subcategories over the last year. This information was gathered through a comprehensive study of historical purchase and invoice review followed by a survey of the Chief Information Officers (CIO's) from the largest State agencies that represent the majority of purchases in IT PC goods and related services.
Will the State pay increased prices for IT hardware as pricing declines with the improvements in technology?	Contract prices will be discounted based on industry indices that are periodically adjusted to reflect reduced market prices for a specific product. The State will also include rigorous reporting requirements in its contract(s) to monitor the prices it pays.
Will a single vendor be able to meet the State's needs?	The evaluation team will determine what is in the best interest of the State based on the proposals it receives from bidders. Contracts could be awarded to one or more bidders per subcategory in order to guarantee the best value, which includes both pricing and services, for the State.
Will the current DGS contracts for IT Hardware PC Goods and IT Hardware Enterprise remain in place?	The goal of these e-RFP's is to establish "best-in-class" IT hardware contracts for all State authorized purchasers to use. As a result, the State is reviewing existing agreements/contracts that currently provide IT hardware goods. Depending on the terms and conditions of those contracts some will not be renewed, others will be modified to eliminate the duplicate products, and others will be cancelled.

NOTE: IT Hardware PC Goods Category includes: Desktops and Workstations, Notebooks, PC Servers, Printers, Monitors, And Peripherals. IT Hardware Enterprise Category includes: Enterprise Servers and Storage Systems. Last Updated 2005-05-02



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<p>How will the IT hardware contracts provide opportunities for certified small businesses and Disabled Veteran Business Enterprises (DVBE)?</p>	<p>These categories will follow the State's established DVBE contracting participation goals (three percent participation requirement or good faith effort) and small business goals. Existing preference programs are fully applicable (five percent preference for small business bidders and five percent preference for non-small business bidders that commit to subcontracting with small businesses for at least 25 percent of the dollar value of the contract). When applicable, the State will host a Supplier Partnering Workshop as part of the bidders' conference to provide an opportunity for all suppliers to discuss innovative teaming arrangements that deliver the best value at the lowest cost to the State. The State strongly encourages small businesses and DVBE participation.</p> <p>To learn more about the State's small business and DVBE programs, please visit: http://www.pd.dgs.ca.gov/smbus/default.htm.</p>
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