



NEWS RELEASE

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DGS TECHNOLOGY DAY OFFERS SAVINGS ON COMPUTERS, COPIERS

Gateway, Hewlett-Packard, IBM, Sharp and Others Show Off Wares Available on Money-Saving Statewide Contracts Reached Through Strategic Sourcing Initiative

WEST SACRAMENTO - More than 400 State IT and purchasing officials attended today's DGS Technology Day, where they got to "test drive" new computer equipment and photocopiers that will be used throughout State government.

The new equipment is available to the State and local agencies on new contracts reached through the California Strategic Sourcing Initiative. The contracts for personal computer goods and photocopiers are projected to save the State more than \$65 million.

The heavy turnout was a sign of intense interest in the new products being made available, the Department of General Services said.

"We're gratified by the turnout, which demonstrates the value of these new contracts to both the vendors and the State," said DGS Director Ron Joseph. "Clearly, having 400 IT buyers in a room shows how much buying power the State of California has. By combining that power, we've created efficiencies for both ourselves and for suppliers-efficiencies which help taxpayers get the best value for their tax dollars."

Representatives from Gateway, Hewlett-Packard, IBM, Sharp, Western Blue and Insight Enterprises were on hand to demonstrate their products. In addition, many California small businesses and disabled veteran business enterprises (DVBEs) who are working as subcontractors to those companies attended to tout the value-added services they provide.

The new contracts offer new opportunities to expand small business and DVBE participation in State contracting, which reached record heights in 2003-04.

"Small businesses and DVBEs are an important part of our State's economic landscape, and we are proud to create additional opportunities for them to win the State's business," said Fred Aguiar, Secretary of the State and Consumer Services Agency.

The new contracts offer substantial discounts compared with average prices the State previously paid.

"With the State continuing to face long-term fiscal challenges, it's important to save money where we can," said Fred Aguiar, Secretary of the State and Consumer Services Agency, which oversees DGS.

"These new contracts are a great way to pitch in and help the State continue to meet the needs of the people of California without busting our budget."