



MASTER AGREEMENTS & CONTRACTS/SCHEDULES

M.A.C.S.



STATE OF CALIFORNIA
DEPARTMENT OF GENERAL SERVICES
PROCUREMENT DIVISION



INTRODUCTION TO MASTER AGREEMENTS

- What are Master Agreements?
- Who can use Master Agreements?
- What are the benefits of using Masters?
- What are the different types of Master Agreements? Some examples...
- What else does the M.A.C.S. unit offer?
- When and how should you use Masters?
- How do you contact M.A.C.S.?



WHAT ARE MASTER AGREEMENTS?

- Contracts that have been competitively bid
- Allow customers to place orders directly with suppliers
- Commodity specific
- Offer excellent customer services and support



WHO CAN USE MASTER AGREEMENTS?

- State Agencies
- Local Government Agencies
- University Systems



BENEFITS OF MASTER AGREEMENTS

- Easy to use
- High quality products at low and competitive prices
- Customer friendly
- Established agreements with terms and conditions
- No protests
- No order or delegation limits on majority of Master Agreements



TYPES OF MASTER AGREEMENTS

- Master Service Agreements
- Master Rental Agreements
- Master Purchase Agreements



HERE ARE FEW...

- Project Management - MSA
- Pagers - MSA
- Imaging and workflow software - MSA
- Document Conversion - MSA
- Year 2000 Services - MSA
- Computer Equipment - MRA
- State Computer Stores - MPA



CALIFORNIA STATE COMPUTER STORES - Current Contract

- Master Purchase Agreement
- Two suppliers with three physical store locations:
 - CompuCom
 - G.E. Capital IT Solutions
- April 1996 - April 2000
- Purchase limit of \$500,000



CALIFORNIA STATE COMPUTER STORES -Proposed New Contract

- Master Purchase Agreement
- Contract Term:
 - 2 years with 2 one year extension options
- Internet catalog and hard copy catalogs for convenient ordering
- Virtual Store may replace physical location



M.A.C.S. ALSO OFFERS...

- Statewide Contracts
 - Office Supplies
 - Janitorial Supplies
 - Vehicles
 - Large Lamps
 - Pharmaceuticals
- State Price Schedules
 - Water Treatment Chemicals
 - Detergents



WHEN TO USE A MASTER AGREEMENT

- When it best meets your agencies needs...
- Evaluate your project and timeline
- Weigh your options
 - Master Agreements
 - CMAS
 - Statewide Contracts/Price Schedules
 - Competitive bid



HOW TO USE MASTER AGREEMENTS

- Develop work orders
- Follow ordering procedures
- Abide by departmental policies and procedures



HOW TO CONTACT M.A.C.S.

Main number: (916) 324-2891

Main Fax: (916) 322-4497

Internet address: www.pd.dgs.ca.gov



CONCLUSION...

- What are Masters?
- Who can use them?
- Benefits of Masters...
- What types are there to use?
 - State Computer Stores
- Additional Offerings from MACS...
- When and how to use them...
- Contact Us

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