

Information for Webcast attendees

Please use the following link:

[http://www.dgs.ca.gov/pd/Programs/OSDS/Communications
Outreach.aspx](http://www.dgs.ca.gov/pd/Programs/OSDS/CommunicationsOutreach.aspx)

- **Agenda, handouts, feedback form**
- **PowerPoint Presentation**

**Please use the following email if you have
questions during the presentations:**

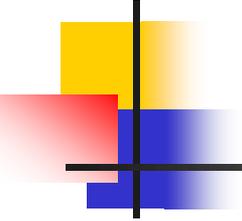
PDCustomerForum@dgs.ca.gov

Ready to start the 2014-2015 Fiscal Year



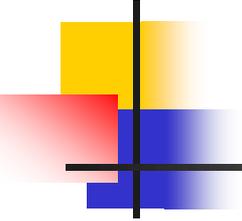


Procurement Division
Customer Forum
May 28, 2014



Introductions

Michael Aguilio
SB/DVBE Customer Liaison
Office of SB and DVBE
Services/Outreach Branch
Michael.Aguilio@dgs.ca.gov
(916) 375-4328



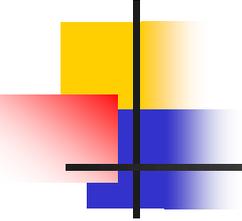
FI\$CAL Update

Kelly Holtz

Deputy Director
FI\$Cal Change Management Office

Kelly.Holtz@FISCAL.ca.gov

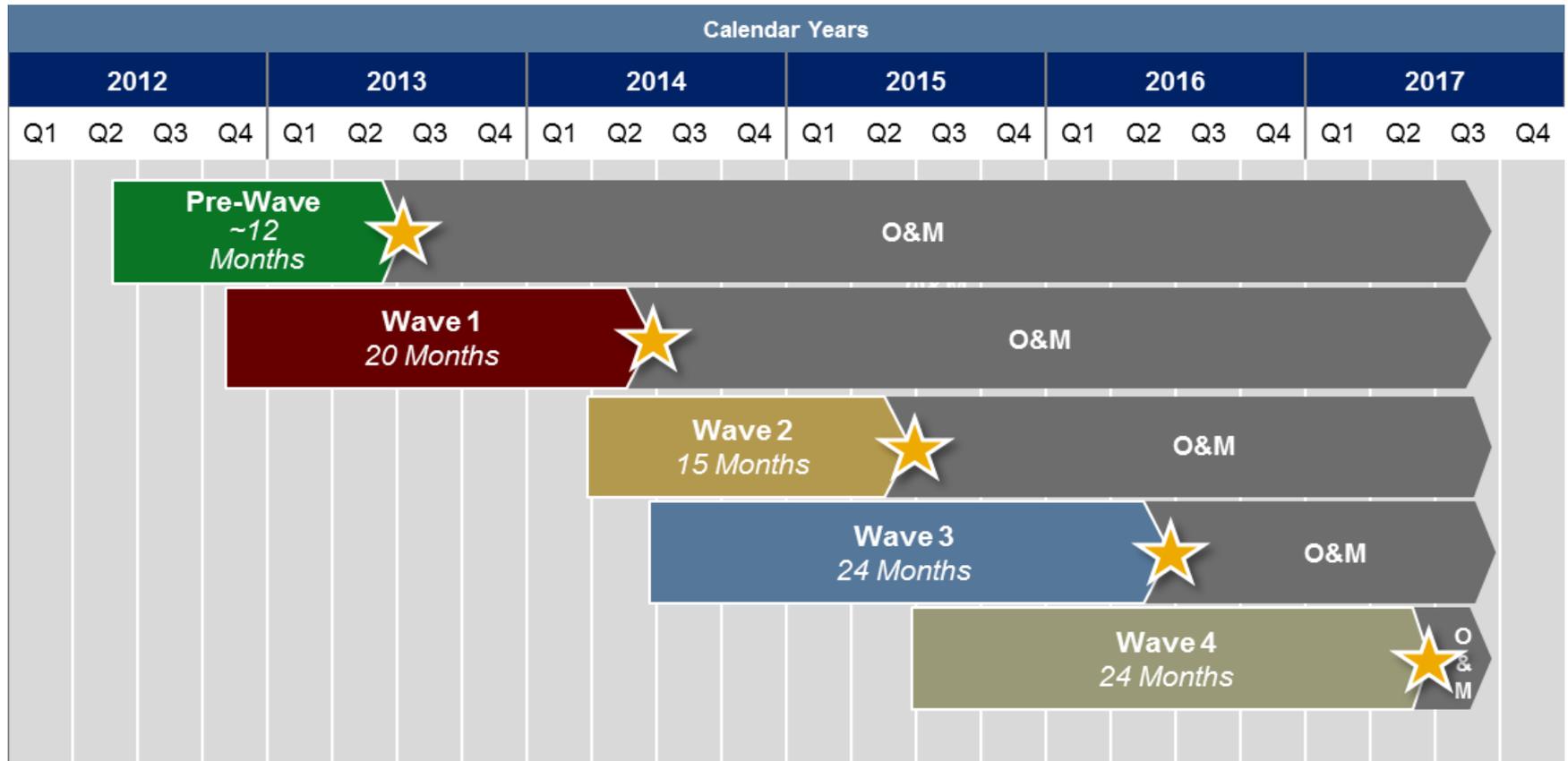
916-576-5187



FI\$CAL Update

- Implementation Overview
- Project Status

FI\$Cal Project Timeline



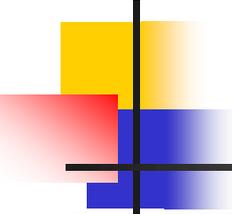


Pre-Wave – Live July 2013



Pre-Wave

- Business Process Reengineering
- Establish Centralized Vendor Management File
- Requisition, Purchase Order, Receiving Functionality



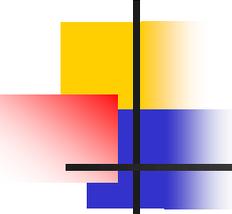
Wave 1 – Go Live July 2014



Pre-Wave

Wave 1

- Statewide Chart of Accounts and Budget Structure
- FI\$Cal becomes the primary departmental accounting, procurement, cash management, and budgeting System for approximately 10% of the users
- FI\$Cal becomes the budgeting Book of Record



Wave 2 – Go Live July 2015

Pre-Wave

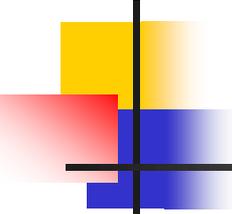
Wave 1

Wave 2

**FI\$Cal becomes the
Procurement Book of
Record**

■ Procurement

- Solicitations, bidder registration, intent to award communication, contracts, interagency agreements, real property acquisitions
- Replacement of BidSync functions
- Public Access to CSCR, SCPRS, SB/DVBE, LPA contracts, Progress Payments
- Vendor certification and self-service invoicing
- Statewide Vendor Management file
- Delegated Authority, G\$mart
- Bid Protests



Wave 2 – Go Live July 2015



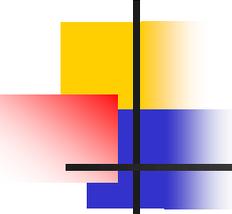
Pre-Wave

Wave 1

Wave 2

- Accounting

- Projects/Grants Accounting – Creation of pre-award Grants, Federal funds administration and integration of federal contract billing, Primavera project management
- DGS Billing
- Loan/Bond Accounting



Wave 3 – Go Live July 2016



Pre-Wave

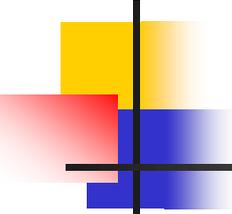
Wave 1

Wave 2

Wave 3

**Kick off with
Departments
July 2014**

- Fully integrated with the FI\$Cal solution and the Partner Agencies
 - Receipt and deposit information accessible by SCO and STO
 - Statewide departmental cash balances and bank reconciliation
- FI\$Cal becomes the System of Record
- Enhanced analytic tools including Business Intelligence (BI) analytics
- PeopleSoft upgrade



Wave 4 – Go Live July 2017



- Fully integrated System rolled out to the remaining in-scope departments
- Transparency Website is deployed

**Kick off with
Departments
July 2015**



Status of Wave 1

- User Acceptance Testing
- End User Training
- Go Live July 1, 2014
 - June 30, 2014 – Wave 1 Departments will complete year-end transactions in legacy system
 - July 1, 2014 – Convert and validate data
 - July 16, 2014 – Departments begin transacting in the FI\$Cal System



Status of Wave 2

- Kicked off with departments April 2014
- Analyze Phase – April/May 2014
 - Software Walk Throughs (SWT)
 - Conference Room Pilots (CRP)
- Design Phase begins June 2014

For Information

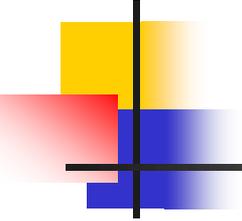


FI\$Cal Project Information:

<http://www.fiscal.ca.gov/>

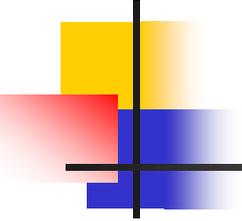
or e-mail questions to the FI\$Cal
Project Team at:

fiscal.cmo@fiscal.ca.gov



FI\$Cal Updates

Questions



Upcoming SB/DVBE Events

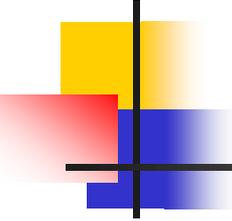
Michael Aguilio

SB/DVBE Customer Liaison

**Office of SB and DVBE
Services/Outreach Branch**

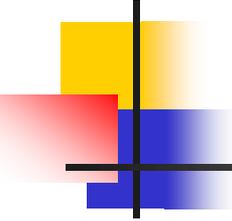
Michael.Aguilio@dgs.ca.gov

(916) 375-4328



Upcoming SB/DVBE Events

- July 31 – CalCon Expo – Long Beach
- August 27 – Get Connected – Stockton
- September 16 – Meet the Buyers –
West Sacramento
- September 25 – Metro Expo - McClellan



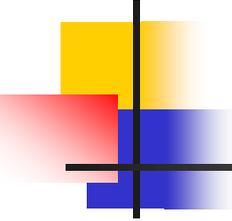
Upcoming SB/DVBE Events

Mark your calendars!

Save the date!

State Agency Recognition Awards

January 22, 2015

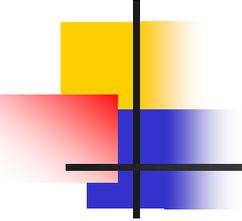


Upcoming SB/DVBE Events

Keep up-to-date on events relevant
to the SB/DVBE Community.

Access

www.dgs.ca.gov/pd/communicationsoutreach



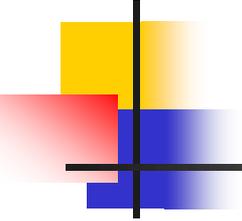
LEGISLATIVE Update

Charles Deyoe

Legislative Liaison

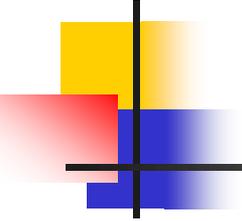
Charles.Deyoe@dgs.ca.gov

916-375-4341



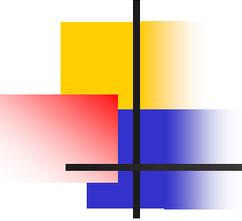
LEGISLATIVE Update

- **AB 1734** (Jones-Sawyer) This bill would establish the 25% SB goal in statute and would also increase the DVBE goal to 5% from the current 3% goal.
- **AB 2022** (Medina) This bill updates the TACPA program to use available data rather than unavailable census data.



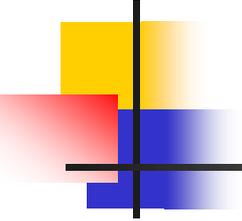
LEGISLATIVE Update

- **AB 2278** (Weber) This bill would increase the current 50,000 dollar cap on the small business preference to 350,000 dollars.
- **AB 2682** (Wagner) This bill would establish a debarment process that would prohibit contractors with a history of poor performance from continuing to compete for contracts.



LEGISLATIVE Update

- **SB 839** (Correa) This bill would require that all departments report actual spend with DVBE firms rather than value of contracts with DVBE firms.
- **SB 916** (Correa) This bill would require the state to only use biosynthetic oil in its vehicles as specified.



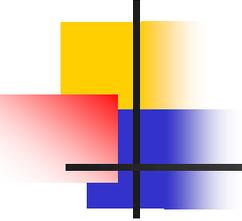
Legislative Updates

Questions

SARA GOLD WINNER

Liza Whitmore





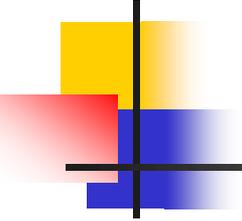
Caltrans Best Practices

Liza Whitmore

Caltrans District 3 Small Business Liaison

Liza.Whitmore@dot.ca.gov

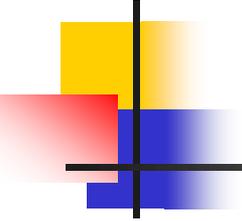
530-741-4222



Caltrans Best Practices

The Department of Transportation

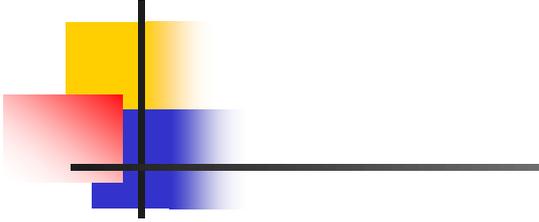
- **BIG!**
 - Over \$11 billion in 600+ construction projects
 - Millions of dollars to SB and DVBE firms
 - Over 1,300 CalCard Holders

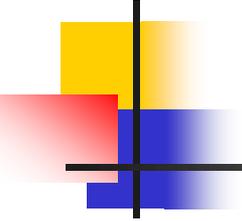


Caltrans Best Practices

Advocacy/Procurement

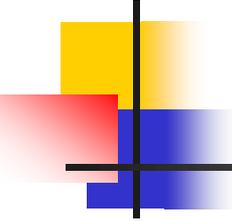
- District Small Business Liaisons are located in all 12 Districts
- State and Federal Goals
- Office of Business and Economic Opportunity
- Department of Procurement and Contracts





Caltrans Best Practices

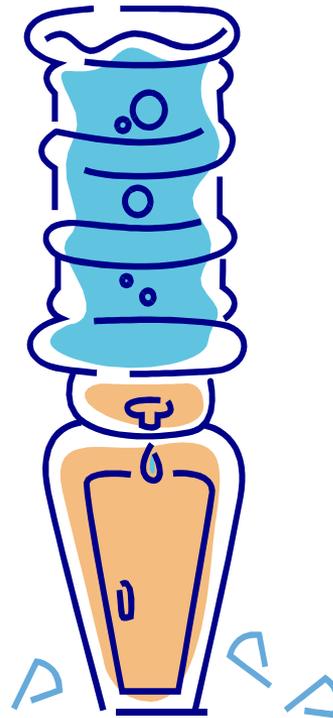
- Connecting with SB & DVBE firms who want to do business with Caltrans
- Communication about Purchasing Practices
- SB/DVBE Option
- Provide excellent Customer Service

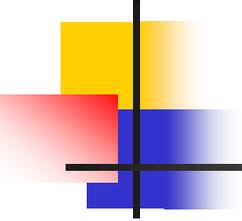


Caltrans Best Practices

Questions

10 Minute Break





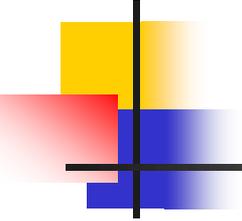
OFFICE OF RISK AND INSURANCE MANAGEMENT

Donna Sanderson

Associate Risk Analyst

donna.sanderson@dgs.ca.gov

916-376-1621



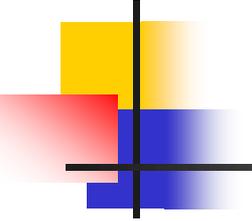
The REMI Group

Jason Mann

Program Manager

jmann@theremigroup.com

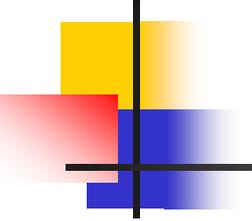
916-216-9984



EMMP Insurance Program

DGS EMMP - Overview

The Office of Risk and Insurance Management (ORIM) has implemented an insurance based Equipment Maintenance Management Insurance Program (EMMP) through its contracted broker, Alliant Insurance Services.

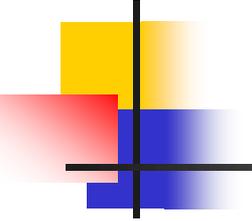


EMMP Insurance Program

DGS EMMP - Overview

What it does:

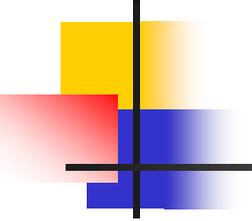
1. Replaces excising original equipment manufacturer (OEM) and 3rd party service contracts.
2. Enables departments to reduce the annual cost of maintaining equipment by 25%.



EMMP Insurance Program

DGS EMMP - Overview

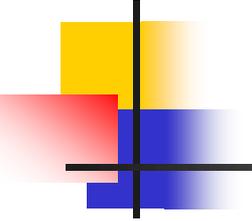
3. Improves service performance of vendors and repair technicians.
4. Enhance tracking of maintenance events and related costs.
5. Vendor neutral – encourages utilization of DVBE/Small Business first.
6. Tracking of Vendor utilization.



EMMP Insurance Program

DGS EMMP – Current Program Statistics

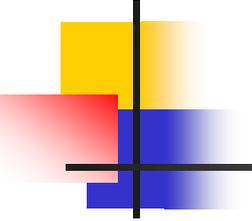
- 23 participating departments in 8 agencies:
 - Government Operations
 - K-12
 - Health and Human Services
 - Corrections
 - Transportation
 - Environmental Protection
 - Business, Consumer & Housing
 - Legislative, Judicial, & Executive



EMMP Insurance Program

DGS EMMP – Current Program Statistics

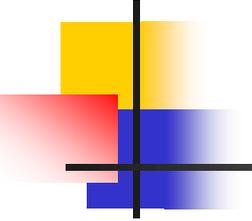
- Covers 28,000 equipment assets, such as: IT, Medical, Scientific, General Office, Communications, Mail Room, Printing, Security, etc.
- EMMP utilizes 5% DVBE participation through the Alliant Insurance Services contract



EMMP Insurance Program

DGS EMMP – Current Program Statistics

- Over 8,000 scheduled maintenance events / repairs have been managed and completed on covered equipment through the EMMP.
- 13% of the Vendors used, and Over 60% of Vendor spend goes to certified Small Businesses and Minority Businesses.



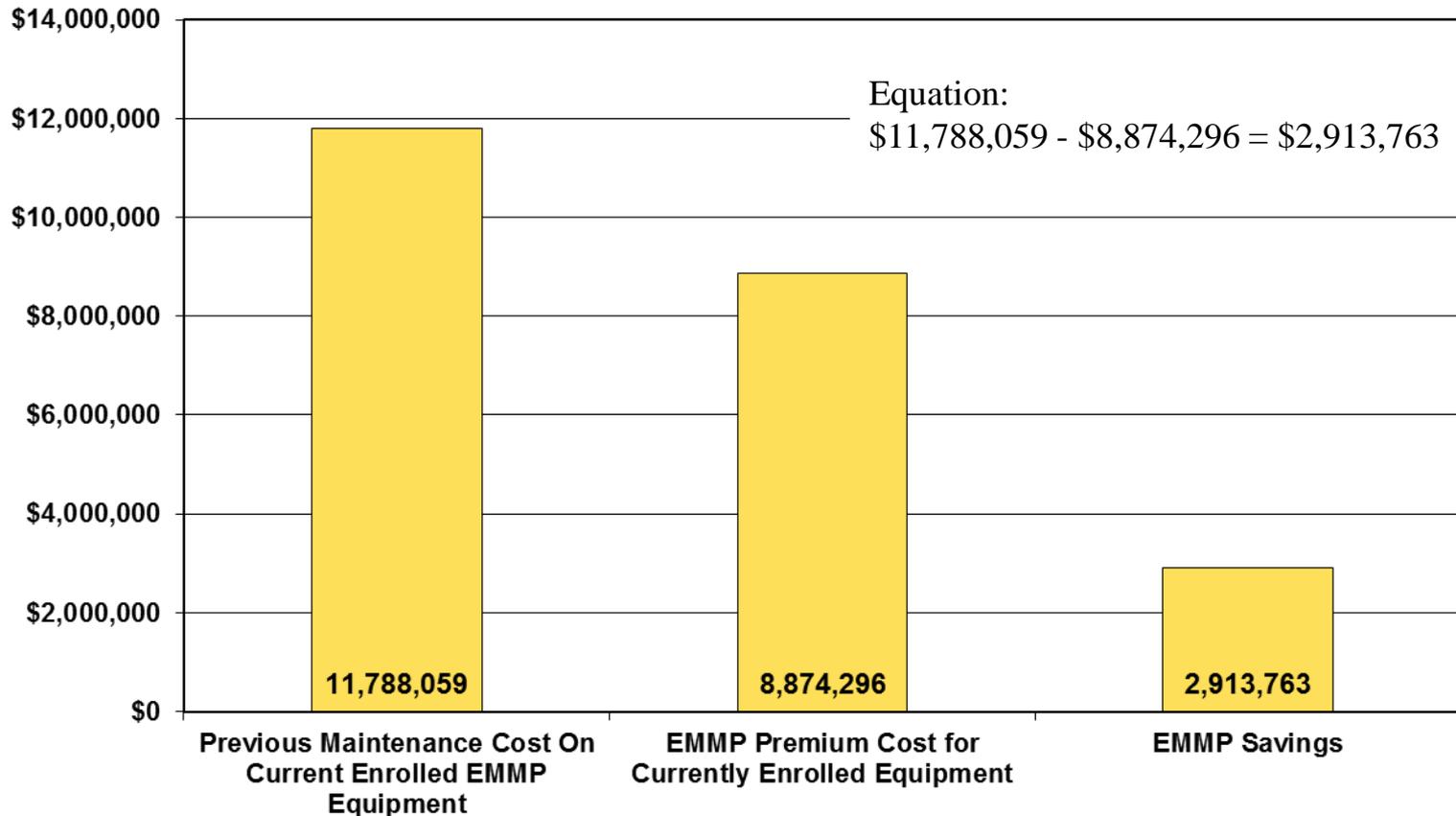
EMMP Insurance Program

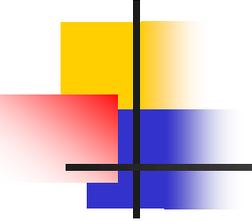
DGS EMMP – Current Program Statistics

- Annual savings of almost \$3,000,000 in FY 13/14.
- It is estimated that the State would have spent \$11.7 million in maintenance costs on currently enrolled equipment outside of the EMMP

EMMP Insurance Program

EMMP Premium and Savings (6/30/13 - 3/7/14)

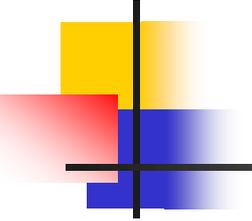




EMMP Insurance Program

EMMP – Program Benefits

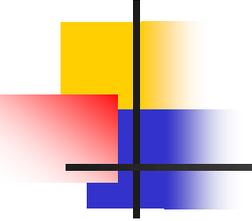
- Guaranteed 25% savings: Current Original Equipment Manufacturer (OEM) service contract or extended warranty maintenance pricing is discounted 25%.



EMMP Insurance Program

EMMP – Program Benefits

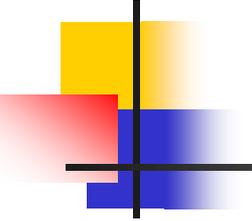
- 25% savings comes from:
 - OEM service contracts are written for individual types of equipment and generally have a higher cost structure that can include substantial profit margins for the OEM.



EMMP Insurance Program

EMMP – Program Benefits

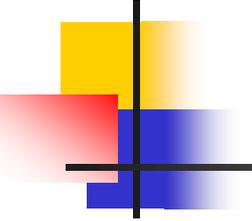
- 25% savings comes from:
 - The EMMP utilizes a more efficient cost structure by spreading the risk of incurring maintenance costs across many different types of equipment and paying for maintenance on an as needed basis.



EMMP Insurance Program

EMMP – Program Benefits

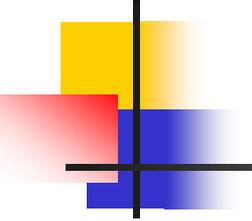
- 25% savings comes from:
 - This approach enables the EMMP to charge 25% less than OEM service contract pricing and pay the incurred maintenance costs for equipment enrolled in the EMMP



EMMP Insurance Program

EMMP – Program Benefits

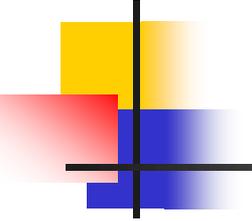
- Reduction of administrative burdens:
 - One Master Insurance program eliminates multiple service contracts or extended warranties.
 - One insurance premium paid annually at coverage inception in lieu of multiple billings.



EMMP Insurance Program

EMMP – Program Benefits

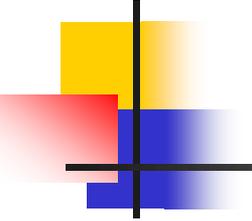
- Reduction of administrative burdens:
 - Eliminates need for maintenance service Bids/RFPs. ORIM has already met the requirement through the Alliant Insurance Services contract that utilizes 5% DVBE participation



EMMP Insurance Program

EMMP – Program Benefits

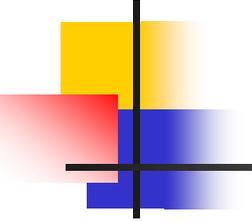
- Maintenance service is performed by the manufacturer or any qualified service vendor that is deemed acceptable by the end user.
- EMMP is vendor neutral. End Users are encouraged to choose DVBE and Small Businesses for service.



EMMP Insurance Program

EMMP – Program Benefits

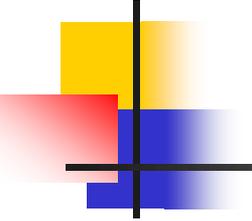
- DVBE/ Small Business certification, as well as other certifications are verified for all Vendors that participate in the Program.
- Vendor participation is tracked and reported to end users through the online reporting system



EMMP Insurance Program

EMMP – Program Benefits

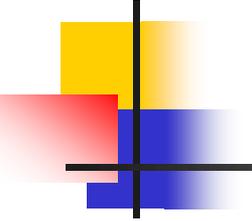
- Repairs and scheduled preventive maintenance including parts, travel and labor with 24x7 service available are paid through program.



EMMP Insurance Program

EMMP – Program Benefits

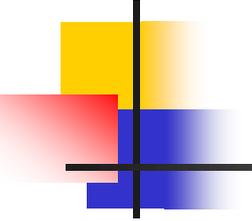
- Equipment can be added and deleted on a prorated basis at any time during the program term.



EMMP Insurance Program

Online Reporting System

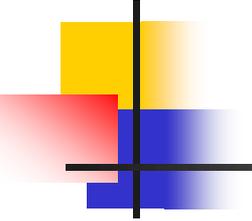
- Gives you the ability to assess, evaluate, control, and act upon all information related to EMMP covered equipment.
- All program transactions, equipment maintenance activity, and vendor information is available through a secure web based system.



EMMP Insurance Program

Online Reporting System

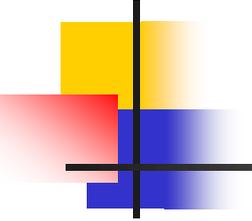
- This online tool has been instrumental in helping agencies make informed, accountable and fact-supported decisions for directives ranging from vendor assessment, equipment life cycle review, equipment utilization, & equipment performance.



EMMP Insurance Program

Online Reporting System

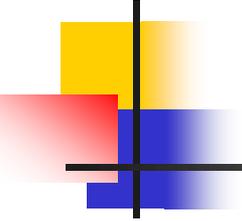
- End users access the online portal with a username and password in order to see their agency's reports.
- DVBE/Small Business utilization reports are available at any time.



EMMP Insurance Program

Some of the reports available include:

- Schedule of Covered Equipment
- Vendor Utilization Reports
- Vendor Invoice/Payment Reports
- Preventative Maintenance Reports
- Repair History Reports
- Location Specific Performance Reports
- Modality Specific Performance Reports
- Vendor Specific Performance Reports



EMMP Insurance Program

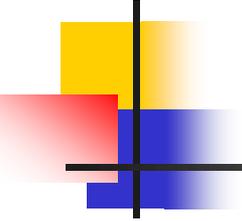
Any Questions, or to participate in the EMMP please contact:

Donna Sanderson
Associate Risk Analyst
Office of Risk & Insurance
Management
916-376-1621
donna.sanderson@dgs.ca.gov
www.dgs.ca.gov/orim/Programs/Insurance.aspx

Trevor DeAnda
Assistant Risk Analyst
Office of Risk & Insurance
Management
916-376-5305
trevor.deanda@dgs.ca.gov

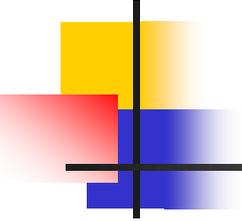
Jason Mann
Program Manager
The REMI Group
916-216-9984
jmann@theremigroup.com

Jessica Carpenter
Program Representative
The REMI Group
916-216-8727
Jessica.carpenter@theremigroup.com



EMMP Insurance Program

Questions



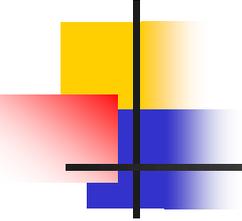
CAL-PCA Update

Molinda Zinda, Instructor

California Procurement & Contracting
Academy

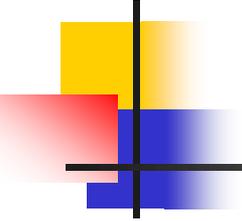
Molinda.Zinda@dgs.ca.gov

(916) 375-4388



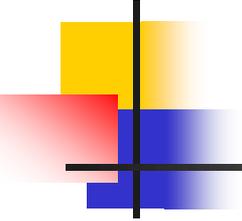
CAL-PCA Update

- 2,000 – 2013/14 FY Attendance Goal
- 2,543 as of 5/23/2014
- 168 more for online webinar =
- 2,711 total for 2013/14 FY ☺☺☺☺



CAL-PCA Update

Announcing
new class schedules
for fiscal year 2014/15



CAL-PCA Update

DGS Training Registration System

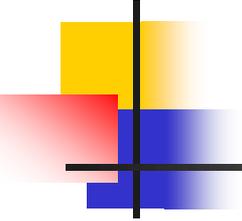
<https://www.training.dgs.ca.gov>

Basic Acquisitions & Contracting Program - 2013/14 SCHEDULE

Track #	day 1	day 2	day 3	day 4	day 5	Registration
BP1301	8/20/13	8/21/13	8/22/13	8/27/13	8/28/13	6/20/13 Thursday
BP1302	9/10/13	9/11/13	9/12/13	9/17/13	9/18/13	
*BP1303	10/7/13	10/8/13	10/9/13	10/10/13	10/11/13	
BP1304	10/22/13	10/23/13	10/24/13	10/29/13	10/30/13	
BP1305	11/5/13	11/6/13	11/7/13	11/12/13	11/13/13	9/5/13 Friday
BP1306	12/3/13	12/4/13	12/5/13	12/10/13	12/11/13	
BP1307	1/7/14	1/8/14	1/9/14	1/14/14	1/15/14	
*BP1308	2/10/14	2/11/14	2/12/14	2/13/14	2/14/14	
BP1309	3/11/14	3/12/14	3/13/14	3/18/14	3/19/14	1/10/14 Friday
*BP1310	4/7/14	4/8/14	4/9/14	4/10/14	4/11/14	
BP1311	4/22/14	4/23/14	4/24/14	4/29/14	4/30/14	
BP1312	5/13/14	5/14/14	5/15/14	5/20/14	5/21/14	

(* Preference given to students from remote locations)

(All dates are subject to change.)



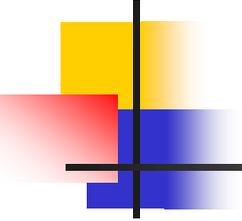
CAL-PCA Update

Our Request for your
Agency's Training Coordinator:

**Only ONE User Profile
per Employee**

Student Information[Click Here to View/Edit Subscriptions](#)

User Name	joslwat		Password	Change Password			
*First Name	Joseph	MI L	*Last Name	Watkins			
*Email	joseph.watkins@dgs.ca.gov		*Entity Type	State ▼			
You are a member of GENERAL SERVICES Z-01 . Click Here to change it.							
*Phone	916	- 375	- 4637	Cell Phone	916	- 719	- 9966
Title	Cal-PCA Manager		Fax	916	- 375	- 4545	
*Address	707	3rd Street	Address 2				
*City	WEST SACRAMENTO ▼		*State	CA			
*Zip	95605						
<input checked="" type="checkbox"/> You are an instructor Courses You Teach			<input checked="" type="checkbox"/> I am a training coordinator.				
Special Needs	<input type="checkbox"/> Lactation Room <input type="checkbox"/> large font handouts <input type="checkbox"/> Open Caption Videos <input type="checkbox"/> Other <input type="checkbox"/> Sign Language Interpreter						
Supervisor Information:							
First Name	Ricardo		Last Name	Martinez			
Email	ricardo.martinez@dgs.ca.gov		Phone	916	- 375	- 4563	
			<input type="button" value="Submit Form"/>	<input type="button" value="Cancel Changes"/>			
* Required							



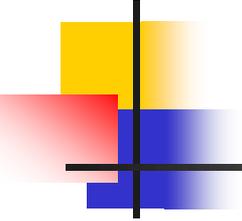
CAL-PCA Update

Help Desk

California Procurement & Contracting Academy

CalPCAOnline@dgs.ca.gov

(916) 376-4628



CAL-PCA Update

Questions?

Acquisition Branch

Multiple Awards Program Section (MAPS)

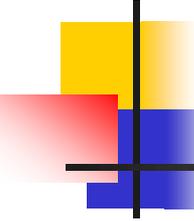
Cooperatives, WSCA/NASPO, SLP

Steven Kobayashi

PROGRAM MANAGER

Steven.kobayashi@dgs.ca.gov

(916) 375-4607

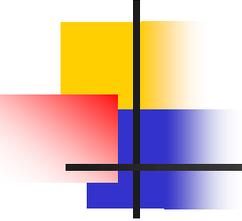


Software Licensing Program

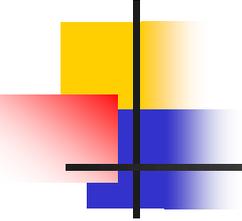
New and Renewed

- Accela
- Adobe
- Dhaani Systems
- Kronos
- Microsoft Select Plus
- Palantir

WSCA/NASPO Purchasing Cooperatives



- Light Duty Automobile Parts (CA)
- Computer Equip, Peripherals & Related Services (MN)
- Public Safety Communication Equipment (WA)
- Data Communication Products & Services (UT)
- Copiers & Related Software (NV)



Acquisition Branch

Multiple Awards Program Section (MAPS)

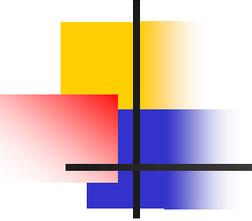
Master Agreements

Diane Leung

**IT CONSULTING SERVICES MSA
CONTRACT ADMINISTRATOR**

Diane.leung@dgs.ca.gov

(916) 375-4635

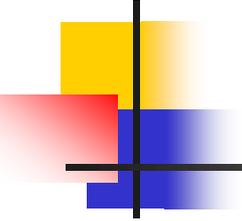


IT Consulting Services MSA

- 82% Award rate: 155 of 189
- Lower Hourly rates:

Classification	Lowest Hourly			Highest Hourly		
	New	Previous	Difference	New	Previous	Difference
Sr. Project Manager	\$78.00	\$65.00	\$13.00	\$216.00	\$305.00	-\$89.00
Project Manager	\$67.00	\$61.21	\$5.79	\$165.00	\$250.00	-\$85.00
Sr. Technical Lead	\$76.00	\$80.00	-\$4.00	\$195.00	\$395.00	-\$200.00
Technical Lead	\$68.00	\$45.00	\$23.00	\$160.00	\$190.00	-\$30.00
Sr. Programmer	\$72.00	\$50.00	\$22.00	\$145.00	\$160.00	-\$15.00
Programmer	\$58.00	\$40.00	\$18.00	\$125.00	\$140.00	-\$15.00
Systems Analyst	\$58.00	\$55.00	\$3.00	\$138.00	\$156.00	-\$18.00

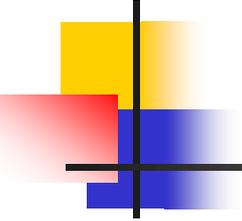
- 65% Small Business Award
- Approval Required \$1.5+ mil ≤ \$10 mil



Master Agreements

Upcoming

- Application for Contract
- Customer Survey
- American Express Card Acceptance Services
 - Expires 6/30/2014
 - Extension in process



Acquisition Branch

Multiple Awards Program Section (MAPS)

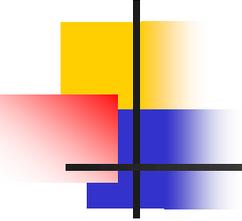
California Multiple Award Schedules

Rhonda Smith

PROGRAM MANAGER

Rhonda.smith@dgs.ca.gov

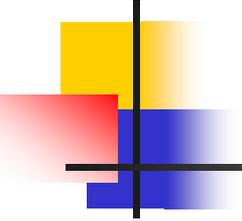
(916) 375-4377



CMAS

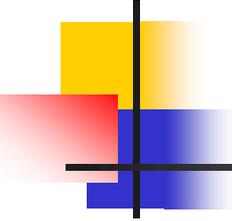
- Less than 30 day application processing time
- 1,500 contracts for 840 IT Goods and Services
- 43% Small Business
- 6/13/14 – Cut off for CMAS review of Non-IT Purchase Orders over \$50,000

<http://www.documents.dgs.ca.gov/pd/cmas/ReqforCMA SPOsNon-ITServices.pdf>



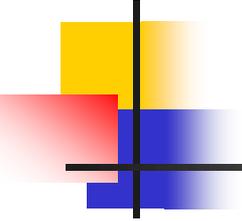
CMAS

- Departments must:
 - Review the entire CMAS contract to identify the terms and conditions and what is available under the CMAS
 - Check GSA eLibrary to ensure pricing submitted is at or below the GSA



Acquisition Branch Update

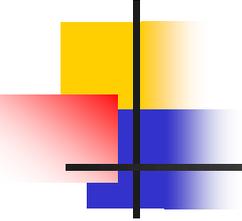
Questions



Feedback

Please fill out the feedback form before you leave. Your input is greatly appreciated!

****Mark Your Calendar for the Next
Customer Forum
September 17 ,2014**



Closing Remarks

Danetta Jackson

**Program Manager
Office of SB and DVBE
Services/Outreach Branch**

Danetta.Jackson@dgs.ca.gov

(916) 375-4483