



CALIFORNIA  
STRATEGIC  
SOURCING  
INITIATIVE

# THE CALIFORNIA STRATEGIC SOURCING INITIATIVE **OFFICEMAX CONTRACT**

#1-01-75-55

As a part of the CSSI, the Department of General Services (DGS), in partnership with the Office Supplies Category Team, has successfully renegotiated the State of California's (State) existing contract with Boise-Cascade, now known as OfficeMax. The renegotiated OfficeMax contract became effective January 1, 2005 and is projected to save roughly \$9 million between now and July 2006, when the contract expires. The State successfully leveraged its buying power to achieve an overall 18-19% reduction in the prices it pays today for the same goods.

## NEW AND IMPROVED PRICES

### Examples of Significant Savings for General Office Supplies

Manufacturer	Description	Old Price	New Price	Savings
3M	4" x 6" Yellow Ruled Note Pad	\$7.70	\$5.28	31.4%
BIC	Medium Black Roller Pen	\$0.38	\$0.22	42.4%
SWI	Black Desk Stapler	\$10.89	\$7.55	30.7%

## CONTRACT BENEFITS

In addition to dollar savings, the contract also provides other benefits to support departments' needs:

- Higher service level agreements, including improved fill rates (98% for core items and 95% for non core items) and faster deliveries (96% on time);
- Incentives for on-line ordering (additional 1% discount) and for payments using the State's Cal-Card electronic payment system (continued 1% discount);
- Consistent prices, ensuring that State employees will pay the same prices for purchases at all OfficeMax stores;
- Comprehensive reporting to enable the State to monitor its commitments to saving tax dollars, providing opportunities for small businesses (SBs) and disabled veteran business enterprises (DVBES), and purchasing environmentally preferable products. The renegotiated contract requires that OfficeMax subcontract a substantial amount of the contract products and services to California-certified small businesses and DVBES. Based on existing spending patterns, the State estimates that 25% of the business under the new contract will go to SBs and DVBES.

## CONTRACT MANAGER

Hiroko Kurosawa serves as the DGS Contract Manager for the OfficeMax contract, assisting in implementation and compliance.

User Instructions that include the process and procedures for using this renegotiated contract are available on-line at the DGS website.

## CONTRACT INFORMATION

If you have questions regarding use of the OfficeMax contract or the User Instructions, contact Hiroko Kurosawa at (916) 375-4382 or [hiroko.kurosawa@dgs.ca.gov](mailto:hiroko.kurosawa@dgs.ca.gov).

If you have general questions about CSSI or the renegotiation of the OfficeMax contract, please contact the CSSI team at [www.pd.dgs.ca.gov/stratsourcing](http://www.pd.dgs.ca.gov/stratsourcing) or call the CSSI Help Desk at: (866) 885-8344.

If you have questions regarding purchasing authority to use this contract, contact Purchasing Authority Management section by email at [pam@dgs.ca.gov](mailto:pam@dgs.ca.gov).

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