

WACS ITPS LISTENING SESSION

September, 2021

DES Contracts & Procurement

ITPS CURRENT PROCESS

Two-tiered state contract program administered by DES that consists of 12 categorized notification lists of IT service providers within WEBS.

First Tier – Vendors submit click-through agreements and vendors are added to the notification lists in WEBS.

- Vendors certify that they will comply with basic term and conditions and that they are able to perform services under the categories they applied for.
- DES does not verify their certifications at this tier.

Second Tier – Customers conduct a competitive solicitation by posting their statement of work to WEBS under a certain ITPS category that aligns with their needed services.

ITPS VENDOR DATA

| Total Vendors in WEBS | Small | WBE | MBE | Veteran |
|---|-------------------|-----------------|-----------------|-----------------|
| 641 | 259 | 25 | 31 | 20 |
| Total Vendors on ITPS Roster (self-identified) | Small | WBE | MBE | Veteran |
| 659 | 385 | 157 | 0 | 39 |
| Total Vendor Sales | Small | WBE | MBE | Veteran |
| \$ 225,603,320.15 | \$ 142,535,665.98 | \$ 9,155,419.00 | \$ 5,338,657.00 | \$ 2,091,239.00 |

WHAT WE HEARD FROM CUSTOMERS

- 600+ vendors on the roster: many are unqualified
- Customers must complete their own formal solicitation process:
 - Takes too long (minimum of 6-8 weeks).
 - ITPS does not provide value if purchasers still have to do their own formal competition.
 - Qualified vendors are unavailable at the time of selection.

OTHER CHALLENGES

- Improper posting of second tier solicitations to WEBS and vendors are not properly notified about the opportunity.
- WEBS has errors with the large notifications lists. This type of error might result in a major issue if a vendor misses an opportunity.

NEXT STEPS FOR DES

Strategy Confirmation and Outreach

- Draft Communication Plan and Project Webpage
- Hire Consultant
- Vendor Outreach and Request for Information
- Customer Communications: WACS, PCAG, OCIO, etc.

THANK YOU



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