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Procurement Services

Weekly Information Newsletter



Save the Date!
CT Shops 2004
November 9, 2004!

Special Edition

New Office Supply Contract!



Have you seen it? There is a brand new office supply contract that goes into effect on July 1, 2004! That's right! Old contract RFP990-A-14-0346-C (00PSX0088) for Miscellaneous Office Supplies, Printing and Writing Paper, and Specialty Paper is ending on June 30, 2004. **A Brand New Contract 04PSX0016 (General Office Supplies, Paper and Toner) will become effective July 1, 2004 through June 30, 2007. A new contract means new vendors and that means big savings to you! And we are talking BIG savings!**

The new contractors are:

- Boise Cascade Office Products** (Non-SBE Full-Line Supplier)
- Spendra Corporation/Fairfield Stationers** (SBE Full-Line Supplier)
- Suburban Stationers** (SBE Full-Line Supplier)
- Aztec Technologies** (MBE Supplier offering toner and related products)

And just look at the **BIG SAVINGS** each contractor is offering under this new contract:

- | | |
|--------------------------------------|--|
| Boise Cascade Office Products | Est. 36% overall savings! |
| Fairfield Stationers | Est. 2% on Full Catalog Discount! |
| Suburban Stationers | Est. 13% overall savings! |
| Aztec Technologies | Est. 9% overall savings! |

Not only will you save more money, you will save more money on more items! Check this out:

- **Increased fixed price item list** to give you more choices at greater savings!
 - Fixed Cost Office Supplies
 - Previous Contract: 265 fixed cost office supplies
 - New Contract: **807 fixed cost office supplies!**
 - Fixed Cost Paper
 - Previous Contract: 20 fixed cost papers
 - New Contract: **32 fixed cost papers!**

Look at the comparisons below to see what type of savings are in store for you!

Price Comparisons on New Fixed Price Items

Description	Previous Contract Price	New Contract Price	SAVINGS\$
Recycled Copy Paper			
20#, 30% Post-Consumer Waste 8-1/2" x 11" (Carton)	\$24.70	\$19.59	\$5.11
20#, 30% Post-Consumer Waste 8-1/2" x 11" (Carton – Colors)	\$30.60	\$25.77	\$4.83
20#, 30% Post-Consumer Waste 8-1/2" x 14" (Carton)	\$32.70	\$24.85	\$7.85
OEM Toner Cartridges			
Hewlett Packard HEWC6578DN	\$29.94	\$24.00	\$5.94
Hewlett Packard HEW6615DN	\$24.77	\$20.39	\$4.38
Hewlett Packard HEWC1823D	\$25.60	\$24.00	\$1.60
Canon CAN0881A003 (CNM0881A003)	\$17.52	\$14.09	\$3.43
Canon CAN0905A003 (CNM0905A003)	\$33.63	\$23.21	\$10.42
Please Note: <i>Additional savings can be realized by purchasing remanufactured toner cartridges and all contractors have agreed to take back used toner cartridges for recycling!</i>			
General Office Supplies			
Stock #/Description			
MMM620034X36 Tape, Magic, 3/4" x 36 yd	\$0.51	\$0.40	\$0.11
PAP12132 Pencil, #2	\$0.45/12	\$0.37/12	\$0.08
AVE00166 Glue Stick, Permanent	\$0.26	\$0.13	\$0.13
AAGSK2400 Desk/Wall Calendar	\$4.40	\$1.17	\$3.23
ESS094122 Book, Received, Recycled, 60 pg.	\$1.44	\$0.80	\$0.64



And how about this! All fixed priced items will be loaded into the State's E-Commerce system, Core-CT.

Not convinced yet as to how much money you will save by utilizing this new contract? You want to see even more savings? Just look at the full catalog discounts that each of these vendors will be giving:

Full Catalog Discounts:

Description	Previous Contract Price	New Contract Price
Boise Cascade Office Products	-8% Discount(Not Boise)	-15.2% Discount
Suburban Stationers	+11.1% Markup	-4.5% Discount
Fairfield Stationers	+20% Markup	+18% Markup

Additional features and company highlights!

[“CLICK HERE”](#)

Another really neat feature of this contract is that there will be a link to each of the vendors **Fixed Price Items**. As you look through the contract award, you will notice that the awarded vendors will have a [“Click Here”](#) link located in their Overview section. Upon opening the [“Click Here”](#) link, you will be able to view the Fixed Price Spreadsheet, Pricing tabs for General Office Supplies, Paper, Toner, Recycled Content Products as well as the Overall Full Catalog Discount and Name Brand Alternative.

Pricing

Customers can obtain pricing for all other contract items (Full Catalog) through a variety of ways: Core-CT, Printed Pricer or the Contractor’s Web Site.

IMPORTANT!

To obtain contract pricing please identify yourself as a customer of this contract. At that time, please verify with the vendor your correct agency/organization billing and shipping information.

Boise/OfficeMax



- In addition to the Full Line Catalog, Boise can provide a Printed Pricer for customers who do not have access to a computer. Please contact Madeline McCourt, Sales Administrator, by e-mail at: madelinemccourt@boiseoffice.com
- Boise will also provide a Paper Resource Guide and Technology Products catalog. These will be provided in each order for the first month of the contract. Please call Boise if you need additional catalogs.
- Summary Billing – Check it out in the contract Overview
- Boise/OfficeMax has 10 retail store locations throughout the state. If you wish to buy any **Fixed Price** item at these locations, you will receive contract pricing. As the Full catalog becomes available at the retail locations, we will notify you. Please see the Overview for store locations.
- If your agency now uses a custom requisition form to place orders, Boise can help you create a new form based on the most frequently purchased items your account now purchases. Please contact Customer Service to make your request.

Spendra/Fairfield Stationers

Fairfield Stationers will provide your account with the following discounts:

- Monthly rebate of 1% for invoices paid within 30 days
- Rebate of 1% on any order over \$200.00
- Rebates will appear as credits on all invoices, where applicable



Suburban Stationers

- Suburban Stationers can provide contract pricing for orders picked up at their retail location at 16 Stack Street, Middletown.



Aztec Technologies

- Aztec will be offering a \$3.00 credit for the return of Hewlett-Packard brand or Aztec Technologies' brand toner cartridges. The credit does not apply to Lexmark, Xerox, Panasonic, or any other name brand cartridge.
- Aztec has also agreed to pick-up any used inkjet toner, but will not be providing a credit for the return of the item.



We are sure you will be pleased with this new Office Supply contract. Remember, it goes into effect on July 1, 2004. If you have any questions, contact the appropriate vendor or Cindy Milardo at DAS. She will be more than happy to answer any questions or concerns you may have. Cindy can be reached at cindy.milardo@po.state.ct.us or 860/713-5084.

If you know someone who may be interested in receiving this newsletter, have him or her send an email with the following information:



Name:
Job Title:
Agency/Organization Name:
Mailing Address:
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Send it to Teresa Dupont at teresa.dupont@po.state.ct.us or fax it to her at 860-622-2940. Once she gets the information, they will be added to the "WINner" list!

Likewise, if you do not wish to receive WIN, send us a note and your name will be removed.

Questions? Call Teresa at 860-713-5073.

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