



DAS Welcomes Governor Malloy

By Donna Micklus and Nina Ritson

It certainly wasn't your typical Thursday morning in the halls of DAS. After all, it's not every day that a Governor pays a visit.

Walking over from his office across the street, Governor Dannel Malloy made three stops at DAS, making brief remarks and taking questions from employees.

Commissioner Donald DeFronzo introduced the Governor at each location, and Governor Malloy responded by emphasizing how hard the Commissioner works and how highly he regards both his leadership and experience.

"It is my practice to hire good managers to do their jobs – to empower their workforce so that they feel rewarded and happy and bring great ideas and concepts to the table," the Governor said.

Immediately establishing a warm rapport with the audience, he opened on a humorous note, commenting on the tropical banner décor still on the walls of the North Mechanical Room from a recent retirement luncheon.

"It's been a while since I've been to the Caribbean," he quipped. "In such an incredibly busy year I haven't had a chance to even think about a vacation, so I'm feeling good with all these palm trees around me," he joked.

Continued on next page



Inside this Issue

DAS CRCOG Partner
5

Hats Off
6

Web Updates
7

Making Inroads
7

Paperless!
8

RFI for Web Content Management
8

Comings and Goings
9

Blood Drive
10

His tone became more serious as he discussed the \$3.5 billion budget deficit he faces. "These are difficult times, and in Connecticut we are slow to be getting back. I must create efficiency, and I must pay the bills by July 1."

Following his remarks, he opened the floor to a wide range of questions. He was first asked about revenue generation and implementation of tolls again on state roads.

"The process to install toll booths will require permission from the federal government which could take quite a bit of time – tolls would be at least four years off. We need to achieve savings today," the Governor responded.

Another employee voiced concern about the existing traffic congestion in the southern part of the state and how toll booths would exacerbate that problem.

Effectively integrating humor from time to time in his remarks and responses, the Governor said, "I am from the southern part of the state so I'm aware of that. I ran for this job because it came with a house in Hartford." He then noted that tolling technology is much improved today in terms of efficiency and speed.

He also explained that the amount of funds to maintain roads in Connecticut is based on a fuel tax. "Did you know that General Motors introduced five new electric vehicles this

year? We need to come up with a revenue system that will not be dependent on gasoline sales – that revenue source is shrinking rapidly."

A question on technology clearly struck a chord as Governor Malloy commented on how far behind the

state's systems are. "At DSS the IT platform is from the 1970's, with an effective age of 1992. There are only two people left in DSS that can write programs for that system. The federal government is offering states an incentive to replace systems, and we still have not done it."

continued on next page



The DAS Times is published monthly by the Department of Administrative Services Communications Office 165 Capitol Avenue Hartford, CT 06106

Dannel Malloy
Governor

Donald DeFronzo
Commissioner

Donna Micklus
Editor

Visit our website at www.das.state.ct.us

Continued from previous page



A large crowd awaited the Governor in G-38, his last DAS stop, but nonetheless he again was able to engage employees in personal interaction and humor.

“The tall guy in the back with the green tie, what do you do?” Or “Mr. Argyle sweater, I’ve been wanting to call on you for a while now” were some great ice breakers that he employed. In so doing, he created an informal environment in each location that encouraged an enthusiastic give and take.

continued on next page

After fielding a few more questions, the Governor concluded his first stop saying, “People who work in state government have a calling to be part of an organization to provide service to the public. It is an honor to be here with you and I thank you all for the job that you are doing. My message is straight forward - I want you to be excited about your job and about recreating government.”

Then it was on to the next group of employees in the South Mechanical Room. The somewhat smaller venue and fewer numbers created an ideal platform for the Governor to engage in an interactive dialogue with folks. He was genuinely interested as he asked several employees what they did and reiterated that he is always interested in their ideas to save money.

When asked if he thought we would have a budget by July 1, he answered that he is hopeful and has “put the framework out there.”

“We haven’t had a budget in place by July 1 in many years. A lot depends on employees as well. We must change direction to a way that is sustainable. It is not my desire to see people lose their jobs.”

Many of the questions raised were similar to those previously asked so it appears that the same issues are on peoples’ minds.



The “Argyle sweater guy” asked about the consolidation of DOIT and DPW under DAS. Governor Malloy responded that he studied DPW and realized that a lot of employee functions really did not belong in that agency.

“I created a core construction department to serve as a center of excellence, and the functions that do not belong there go to DAS,” he reasoned.

Regarding the merger of DOIT into DAS the Governor said, “Our technology is lagging far behind. We need to empower people and give them the technology they need to do their jobs more efficiently,” he emphasized.

The last question, “Do you ever sleep?”

The Governor responded, “What I don’t have in natural energy I make up for in coffee. Seriously, I am blessed to have worked in the jobs that I have had.”



DAS, CRCOG Partner on Reverse Auction Bidding

By Donna Micklus

Governor Dannel P. Malloy announced the signing of an agreement between the Capitol Region Council of Governments (CRCOG) and DAS to conduct online reverse auctions for the purchase of commodities. The agreement, signed on March 18, will not only achieve significant savings but will also generate new revenue for the state.

CRCOG, a voluntary association of municipal governments serving Hartford and 30 surrounding communities, has recently contracted with BidSync of Utah, an experienced vendor in government agency bid notification, to conduct the reverse auctions.

The CRCOG/DAS agreement affords DAS the opportunity to “piggy-back on” or use the contract at absolutely no cost to the state. The DAS agreement is structured to allow all Executive Branch agencies, including the DOT and the units of higher education, to utilize the reverse auction system.

“This is the type of creative partnering that all state agencies and municipalities should be exploring,” Governor Malloy said. “We all have a shared responsibility to help get our fiscal house in order, and initiatives such as this between DAS and CRCOG are a major step in that direction.”

According to DAS Commissioner Donald DeFronzo and CRCOG Executive Director Lyle Wray, the agreement represents the first such state/municipal partnering initiative in reverse auction bidding, and it is expected to yield mutual cost-savings.

“This is a classic example of doing more with less,” Wray said. “By streamlining bureaucracy through information technology, we’ll get a broader pool of potential bidders with much less paperwork and a much faster bidding process,” he added.

“We’re anxious to explore the possibilities this holds for the state,” DeFronzo said.

“As the principal purchaser for state agencies, DAS typically has more than 800 active contracts for goods and services at any one time, so the cost-saving potential down the road could be major,” DeFronzo stated. He added that DAS will begin piloting reverse auction bidding on several commodities over the next few months.

Unlike a sealed bid opening, a reverse auction is a bidding process in which multiple pre-qualified suppliers openly bid against one another electronically in an allotted time frame, and the suppliers are allowed to see each other’s bids. Vendors’ prices are open and adjusted in real-time in order to increase competition and subsequently drive down prices.

The winning bidder pays an administrative fee to BidSync based on a percentage of the contract award. One percent of that administrative fee goes to CRCOG, and one-half of that one percent reverts to DAS.



Seated: Commissioner Donald DeFronzo, Lyle Wray. Standing: Dr. Martin Anderson, Carol Wilson, Jennifer March-Wackers (CRCOG) and Devin Marquez

Other states including Utah and Nebraska have also contracted with BidSync for reverse auction bidding and have reported more than a ten percent reduction in contracted costs for goods and services.

With DAS contracts totaling more than \$2.4 billion in value, millions of dollars are likely to be saved over the term of those contracts. Over the next twelve months alone, as the new system is initiated, DAS estimates \$10 million in cost savings, or cost avoidance through use of the reverse auction tool and through related contract negotiations.

Though currently in its pilot phase, as the number of reverse auctions increases, costs would continue to decrease, and both DAS and CRCOG would continue to share a percentage of the growing number of administrative fees from the winning vendors.

HATS OFF!

By Cindy Rusczyk

Food Service Director Ernie J. Koschmieder from Windham Public Schools wrote to Linda Hubeny “to pass on a big thank you for having **Dan Sadowski** come out to Windham today.

He was great like you said and showed me several things I was not aware of with the ordering system. So my hats off to you and

your staff for the great support you lend to the Food Service Directors on a daily basis!!”

Supplier Diversity Program Manager Meg Yetishefsky thanked **Dan Sears** “for working on the ‘email upload notification’ function. This function is a big help to us! This allows for a much more efficient timely review of supplier diversity applications. I appreciate all your continued efforts on this project!!!”

DAS Commissioner Don DeFronzo wanted to thank everyone who helped coordinate Governor Malloy’s visit to DAS on March 24. “It’s all in the preparation for the event,” said DeFronzo. “A big thanks to: **Peggy Zabawar, Erin Choquette, Andrea Keilty, Rick Lopes, John McKay, Donna Micklus, Nina Ritson, Diane Mazar Roberts, Cindy Rusczyk and Steve Soklow**, along with Property Management’s **Fred Ondevilla, Quincy Cole and Fred Yopp.**”

Web Updates

By John McKay

What has 29,800 hits and keeps on going? The DAS Jobs E-Alert system! Since late December 2010 the self-notification system continues to grow. “It seems to be leveling out to about 20 new sign-ups a day,” said MIS’ Dan Sears. “We have over 10,600 email accounts signed up.”

In January 2010 the DAS Times reported 1,703 accounts. Today the e-alerts system has sent over 2,000,000 alerts to over 10,000 accounts.

Given the serious fiscal issues, what positions are being filled?

The state will always have a need for correction officers, nurses, doctors, and a multitude of positions that are needed simply to keep state functions operating.

To set up your jobs e-alert account, visit the DAS homepage and click on the Exams & Jobs button.

In other DAS web news, the Employees’ Review Board website was officially launched on the DAS site this month. The Board’s mission is to decide personnel appeals of state managers and confidential employees or groups of such employees, who are not included in any collective bargaining unit of state employees. Their new page contains meeting and agenda information along with state statute and regulation information.

The State Marshal Commission is looking to hire state marshals.

State marshals are appointed to work as independent contractors, as well as public officers with the status of peace officers, to make service of process in civil judicial and administrative proceedings and to do legal executions. They are not state employees, but rather individuals engaged in the profession of performing critical functions necessary to the fair, efficient and effective administration of the judicial and administrative law system and the enforcement of judgments, and orders.

You can also check out the State Marshal’s Commission and apply for a State Marshal position via the homepage.

Business is booming for Fleet's daily rental program.

"Increased demand, along with the realization that inclement weather doesn't stop the need to do agency business, are considerations that have led us to expand the number and types of vehicles available from the rental fleet," said Fleet Director Frank Sanzo.

The two most prominent changes? Ford Fusion sedans are now available as a daily rental from all DAS Fleet maintenance facilities and Buckingham Street, and by

maintenance locations or at the Buckingham fuel station in Hartford.

Just a reminder – The Law is the Law! Fleet Operations gets many complaints regarding drivers of DAS vehicles using hand held phones. Each complaint is forwarded to the agency ATA's so that they can research, review and follow-up. Lots of energy and effort could be eliminated if all drivers simply followed the law.

Need to work while servicing your car? The wireless connection in New Haven has been

motor vehicle laws and/or ordinances that result in an issued infraction for such violation(s) to YOU as the identified driver- **MUST** be paid in full by YOU within the appropriate time frame as defined by the issued ticket. Failure to do so will cause increasing penalties to the original fine that YOU will also still be responsible for paying.

Bottom line: If you get a ticket and do not pay it, your agency will be informed.

Driving a state vehicle while conducting state business DOES NOT allow you (or any state official) immunity from motor vehicle violations, so extra care should be taken when parking and driving state vehicles- as you would with your own car!

Additionally, GL115 identifies

the following as a driver responsibility:

"Notifying his or her Agency Transportation Administrator and the Director of DAS Fleet Operations within 72 hours if he or she has been convicted of or has made payment for any motor vehicle violation (not including parking tickets) while driving a state owned vehicle."

Making Inroads !



By Jim Palmer

this fall each of the four locations will be assigned at least one four-wheel drive Ford Escape. This small SUV will be available for an hourly rate of \$7 or an all-day charge of \$34. "And remember, these low rates include gasoline!" said Sanzo.

DAS vehicles are very affordable as indicated on the rate chart which can be found at <http://www.das.state.ct.us/cr1.aspx?page=11>

These short term lease cars can be picked-up at any of the three

completed! Now anyone with a state-issued laptop can access the Internet, and state employees can access their state e-mail while waiting for service at the New Haven garage. DAS expects to install similar wi-fi equipment in the Wethersfield and Norwich locations in the near future.

Sanzo and Assistant Director Jim Palmer wanted to share this excerpt from one agency's communication to its drivers:

"Please remember that when you are using a state vehicle ANY and ALL violations of state/local

Am I driving safely?
FLEET.CT.GOV

Another Process Goes Paperless

Applying for state certification to the DAS Supplier Diversity program just took a huge step forward on March 1.

Customers can now upload their corporate documents 24/7 as part of their certification process. No longer do customers need to gather, copy and mail their information. If the information is already electronic, it can be sent securely to DAS' Supplier Diversity Unit.

"It's a business-friendly and green initiative that is the next logical step in making our program more efficient," said Supplier Diversity's

Program Manager Meg Yetishefsky. "In 2007 we created an online application, now, as part of our process, uploading electronic documents is paperless and secure."

The system upgrade also benefits already existing customers who can upload their documents when it comes time to recertify.

"It's a natural progression of technology," said Yetishefsky. "Technically speaking, we've taken customers from the post office, to fax machines to email, now to online applications and the paperless uploading of documents."

By John McKay

As of March 22, Supplier Diversity has had close to 70 documents uploaded. "Our customer feedback has been positive," said Meg. "Many have commented on the environmental aspects regarding not copying documents and saving a lot of paper."

"We have also implemented some new internal technology to further assist customers in the efficiency of online document submissions. These new procedures are an offshoot of our "upload procedures" looking to make the process efficient and business friendly for our customers," she added.

RFI for Portal Improvement in the Works

By Nina Ritson

Nothing is sure on this earth but death and taxes - and technology updating!

This is the basis for the forming of a new enterprise Web Content Management group, the architecture group, consisting of web masters, designers and administrators who have gathered to prepare an RFI for web content management for the CT.gov portal. Dan Sears, Dana Soderlund, Donna Camillone, John McKay and Nina Ritson were chosen to be a part of this team. As nothing is constant but change itself, the portal, which felt so new a short time ago, is starting to feel the pains of aging; incompatibility in a world of rapidly evolving software development and adaptation.

Well, change is good.

As this team has been meeting regularly for several weeks, the specs for an RFI to be posted by DOIT procurement are nearly complete for companies to propose how the state can improve its e-services for the people of Connecticut. "The technology has changed so rapidly in the last five years alone and governments are moving more services online in an effort to save taxpayer money - an enterprise portal. Of course we are always concerned about compatibility and integrating applications - but even more so - security!" said Sears.

Currently there is a deadline to select a product by early June with implementation following afterward. The standard must be established by July 1, so a schedule of re-requesting, reviewing, scoring and selecting is in place over the next

few months. This is quite the task considering the wide range of applications that all state agencies employ to do business must integrate cleanly with the new web software.

Along with the usual concerns of choosing a web content solution: functionality, integration with streaming media, compatibility with existing applications, graphics, accessibility there is one very significant change - a sign of the times. Better integration with social and mobile media making ct.gov easily accessible and the push for e-commerce.

One of Governor Malloy's top initiatives is technology so this project is a priority! So stay tuned to changes coming and better government services available at your desktop!



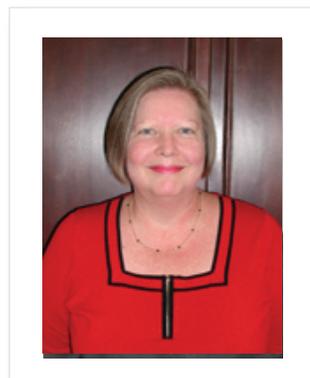
New employees to DAS (from l to r):

Mark Carroza – (Returning) Contract Specialist, Procurement
Richard Lopes – Durational Project Manager, Strategic Services
Terrence Tulloch-Reid – Executive Assistant, Office of the Commissioner
Jane Panetta, Fiscal Administrative Assistant – Business Office

COMINGS & Goings

Goings – both transferred out of DAS:

Anna Candelario –
 Executive Secretary, State Properties Review Board
Shelley Mosig –
 Human Resources Associate, CoreCT



Retirements:

Collection Services:
 Isaac Eze
 Paul Przygocki

Core CT:
 Lina Simonu
 Catherine Bysiewicz-Cluen

Fleet Operations:
 Joseph Holloway

Business Office:
 Diane Preble
 Kerry Kudelchuk
 Carl Hosmer

MIS:
 Nathaniel Jenkins

DAS Hosts Another Successful Blood Drive

By John McKay

It's true that every drop counts. DAS is doing its part on behalf of the Red Cross by hosting another SOB Blood Drive on March 10.

One of the early morning donors and supporters was Commissioner Donald DeFronzo who mingled with employees and remarked how convenient it is having a blood drive within the State Office Building.

Procurement's Teresa Dupont, who helped organize the event said, "Our goal for this drive was 40 pints and we collected 45! That is eight pints more than we collected on our last drive." She added that in addition to the great folks at DAS, thanks to employees in the SOB's other agencies, DPW, DCP, DAG, SDE as well as BESB who took the time to donate blood and help out with this much needed cause.

"This could not have been done without the help and generosity of the following DAS people who are all needed to make these drives such great successes. Through their generous donations of time to help set up the room, man the canteen and registration tables, or bake delicious homemade treats (or provide McDonald parfaits) for the donors to enjoy, they make this happen each and every drive. Thank you!" DuPont emphasized.

Special thanks to: Mayme Casady, Quincy Cole, Eva Green, Will Hauschulz, Suzanne Hawkins, Doreen Kearney, Cindy Milardo, Fred Ondevilla, Marisol Rivera, Madeline Vargas, and Fred Yopp.

DAS is obviously doing something right. In February, DuPont received a letter from American Red Cross CEO Paul Sullivan recognizing DAS with Platinum Level achievement. In the letter Mr. Sullivan wrote:

"I'm pleased to share that your organization has achieved the Platinum Level based on your employees' donations during 2010. Platinum is the highest achievement in the Life Share program and is awarded to sponsors with a participation rate of greater than 30 percent. The enclosed certificate is a token of our appreciation for your hard work and support of this program."

For those of you who want to help out by participating in the next drive on Wednesday, May 25, please go to www.redcrossblood.org and use sponsor code: DASCT to set up an appointment or contact DuPont at Teresa.Dupont@ct.gov or 860-713-5073.

