



Contracts

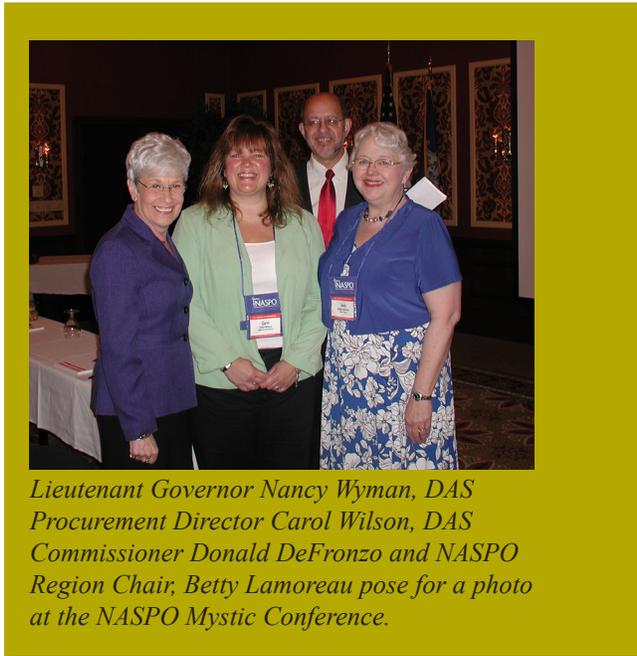
DAS Hosts NASPO East Region Conference

Mystic Seaport was the iconic backdrop to this year’s NASPO East region meeting. Although much of the state was shrouded in grey skies, Mystic boasted blue skies and warm temperatures for the morning. What better combination to highlight the history of the area and represent quintessential New England.

The National Association of State Procurement Officials welcomed nine states along with District of Columbia to the Mystic Hilton for two days of education and networking with state procurement officials.

DAS Commissioner Donald DeFronzo gave opening remarks and encouragement to conference participants by emphasizing how much impact state procurement officials have. “A dramatic impact can be felt and measured when procurement officials negotiate even a one or two percent savings. That can quickly add up to millions of dollars for taxpayers,” he said. He went on to promote some of the recent initiatives DAS Procurement is embarking on including Reverse Auctions and Online Bidding.

Lieutenant Governor Nancy Wyman also welcomed the audience by encouraging a trip to the local casinos as a plug for Connecticut tourism. “Be sure to play the slots, because that’s where the state gets some money,” she joked. She went on to complement DAS Procurement on what a great job they do and how DAS has strived to become more efficient and business friendly to contracting customers. “We’re making great strides in purchasing here in Connecticut,” she added.



Lieutenant Governor Nancy Wyman, DAS Procurement Director Carol Wilson, DAS Commissioner Donald DeFronzo and NASPO Region Chair, Betty Lamoreau pose for a photo at the NASPO Mystic Conference.

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Contracts Awarded over the last 14 Days

Click on the category to see the contract
Adobe Acrobat Required

11PSX0010 Government Contract Accounting & Auditing Services

11PSX0103 A propane powered forklift, 6000 LB. capacity

11PSX0113 Irrigation Pump Replacement for the Connecticut Agriculture Experimentation Station

Don't Get Fooled by Fraud

Connecticut's Department of Public Health issued a letter last week with regard to fraudulent calls to food establishments. Over the past few weeks, the DPH's Food Protection Program has observed an increase in the number of the fraudulent calls that have been targeting bakeries and ice cream establishments. Many states have reported similar calls being made to food establishments across the nation.

[A link to the entire letter can found here.](#)

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Wyman was excited about the passage of Senate Bill 882 which significantly reduces paper work and filing requirement of state contractors and the evaluation of contractors and sub contractors.

“We are also committed to promoting the value and use of small and minority-owned businesses. And as Governor Malloy has repeatedly stressed, ‘Connecticut is open for business.’ So, next week, DAS, in partnership with federal and state agencies, is hosting our first Matchmaker event which is designed to match qualified Connecticut small businesses with federal and state prime contractors to increase business opportunities. The matchmaker event will provide a forum for the small business community to meet with large prime contractors to inform them about the goods and services they provide in an effort to grow their business through new partnerships. It also provides prime contractors the opportunity to meet small businesses – including small, minority, women and veteran-owned businesses – they might not have previously known about, helping to increase their subcontracting pool and product offerings.”

The morning session opened with Louise Summa of Three Rivers community College with her presentation on “Persuasive Speaking and Business Communication.”

“Procurement professionals deal with any number of varying customers throughout the day,” said Procurement Director Carol Wilson. “From vendors to other state agency procurement staff, to current contract holders, I felt it was important for everyone to be able to identify their personal strength and weakness in communication as well as identifying certain ‘communication personalities’ and how to deal with them. The presentation was very eye-opening and educational.”

The afternoon sessions were more specific regarding popular topics facing state procurement professionals including Reverse Auctions, Barriers for Bidders, and spend reduction efforts. Day two of the conference had focused meetings on Supplier Diversity, Benchmarking and Cooperative Contracting.