



## Create Your BizNet Account Today

BizNet is a central collection area and informational tool for companies looking to do business with the State of Connecticut.

It is now a requirement of DAS/Procurement Services that all suppliers and prospective suppliers create a business network account (BizNet) by adding a company profile in our BizNet system. Companies that are currently certified through the DAS Supplier Diversity and DAS Construction Contractor Pre-Qualification Programs already have active accounts in BizNet and will have the ability to access and update their company information electronically.

As a result of Public Act 11-229, DAS/Procurement Services' goal is to make doing business with the State of Connecticut more business friendly. To eliminate redundancy, forms that were repetitively filled out with each Invitation to Bid or Request for Proposal (RFP) are being automated in BizNet.

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## Reversing the Trend

In a world where it seems like prices are only headed in one direction, DAS Procurement has had success with three recent reverse auction events.

In a regular auction, purchasers are allowed to place a bid on an item, which is the amount they are willing to pay in order to buy the item. The business which places the highest bid usually ends up with the item.

With a reverse auction, however, the opposite is true. More specifically, the buyer (DAS Procurement) advertises a need for an item or service. Sellers then place bids for the amount they expect to be paid in order to perform such a service or provide such an item. Generally, the seller who places the lowest bid will win the job or sell the item.

One reverse auction in particular has saved the state \$126,000 in its purchase of reflective sheeting for state license plates. Purchased by the square foot, the Department of Corrections was very pleased to pay 78 cents a square foot versus last year's

*continued...*

- Contracts
- Supplier Diversity
- Promo Contract
- Furniture Contract



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## Contracts Awarded over the last 14 Days

Click on the category to see the contract  
Adobe Acrobat Required

**11PSX0164** Aluminum 10 Cubic Yard Combination Dump Body Sand/Salt Spreaders with Double Wing Plows

**11PSX0203** Furnish and Install two (2) new Boilers with Burners

**11PSX0210** Oracle M3000 & M4000 Servers

**11PSX0248** Dell Desktop PC's, Laptops and Servers

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## Promotional Items Contract Awarded to CT SBE/MBE's!

The much awaited contract for both end users and CT Certified Minority Business Enterprises (SBE/MBE) has been posted. The intent of this contract is to assist state agencies in reaching their Set-Aside goals in accordance with D.G.S. 4a-60 g, assist CT SBE/MBE's and allow end users to choose from several contractors who offer a vast variety of promotional items which may meet their business needs. Check out the new contract **11PSX0148**. In it you will find easy instructions and tips on how to use a multiple award contract. Any questions you have can be directed to Teresa Dupont at [Teresa.Dupont@ct.gov](mailto:Teresa.Dupont@ct.gov).

## DAS Supplier Diversity Shines at Seminar



*From L-R: CT Congressman Chris Murphy, DAS' Meg Yetishefsky, Brien Robertson and SBA Regional Administrator Jeanne Hult.*

On August 26, Congressman Chris Murphy and SBA Regional Administrator Jeanne Hult hosted a seminar on contracting with state and federal governments.

The opening remarks by Congressman Murphy and Regional Administrator Jeanne Hult focused on government being here to help small business owners. Of course, with Hurricane Irene approaching the East coast, the topic veered towards how the SBA and Congressman Murphy's office can be of assistance to small business in an emergency.

DAS' own Meg Yetishefsky, Director of Supplier Diversity Program of the Department of Administrative Services gave her overview of the program and doing business with the State of Connecticut.

"It was a really successful event," said Meg. "With the support of Congressman Murphy and Administrator Hult, everyone who attended and presented really benefitted in meeting face-to-face with the government representatives. The small businesses were encouraged to hear the benefits government contracting can be to their small business."

# Before Buying New Furniture Products...

***Why Not Check Out DAS Contract #11PSX0107 for Pre-Owned and/or Refurbished Furniture Products and Services? It's also good for the environment – Reduce, Reuse, Recycle!***

DAS Contract #11PSX0107 is a multi-vendor contract award for the purchase or rental of pre-owned and/or refurbished furniture products which include freestanding wood and metal furniture products (files, desks, chairs etc.) systems workstation furniture, demountable wall systems, reupholstering and refinishing of customer-owned furniture products. This contract that is available for all using state agencies, political sub-divisions and not-for-profit organizations. This contract #11PSX0107 will replace contract #06PSX0122 and will take effect on October 1, 2011 through September 30, 2016.

In utilizing this contract, DAS recommends that contract users review the contract document and all awarded contractor pricing schedules (Exhibit "B"). Please be aware that Exhibit "B" Contractor Price

Schedules do vary and the using entities need to determine their requirements prior to ordering. Once a contract user determines their furniture needs, if possible, DAS recommends the user to obtain a minimum of two written quotes from the awarded contractors in order to be assured that they are receiving the best product at the best possible price prior to order placement.

If you have any questions with regard to this contract, please feel free to contact Susanne Hawkins at [Susanne.Hawkins@ct.gov](mailto:Susanne.Hawkins@ct.gov) or call (860) 713-5064.

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### ***create your BizNet Account Today, continued...***

DAS/Procurement Services is also beginning the transition to on-line bidding by automating completion of Affidavits and Procurement forms. Companies will submit forms electronically and on an annual basis be able to update online rather than with each submittal. This information will reside in the BizNet database and will be accessible for viewing. DAS/Procurement Services expects to automate additional forms as the on-line transition continues.

Click on the link below to register your company, complete Affidavit and Non-Discrimination forms, or update company information.

Create and Manage Your BizNet Account Here  
<https://www.biznet.ct.gov/AccountMaint/Login.aspx>

### ***Reverse Auctions continued,***

price of 89 cents per square foot. "It's a commodity that's going to be used with every state license plate," said DAS contract administrator Pam Anderson. "We had 7 potential bidders during the auction and it eventually came down to two companies competing for the contract, in turn, lowering the price per square foot."

Another reverse auction will be saving the state \$61,188 per year for the next three years. The competitive pricing of all wheel drive loaders during the auction drove the price down and it's a piece of equipment that will be in need for the foreseeable future.

Savings is still savings. Not every reverse auction generates huge returns, but a recent 1 year contract for 3 million laser check envelopes for the Office of the Comptroller in August related in \$250 savings for the state.