



OFFICE OF THE STATE CHIEF INFORMATION OFFICER

J. Clark Kelso
Chief Information Officer

July 8, 2005

To: Agency Information Officers
Departmental CIOs
Data Center Directors

I am pleased to inform you that State agencies now have the opportunity to purchase IT personal computing hardware using new strategically sourced contracts that offer a great combination of significant savings, excellent quality and a first for the State of California: common configurations established with the active assistance of the Information Technology Council's Acquisitions Committee.

These new contracts feature desktops, notebooks, monitors, printers and peripherals, and are some of the growing number of contracts offered by the Department of General Services' California Strategic Sourcing Initiative. It is estimated that California could save \$22 million a year on IT hardware purchases using these new contracts.

The new IT hardware contracts feature a "total-cost-of-ownership" approach to contracting, and services and warranties are already included in the contract's various product packages. Our common configurations will save even more money and streamline operations when it comes to IT service and support.

We achieved this positive result as a result of extensive teamwork and collaboration. DGS's strategic sourcing initiative is led by Terese Butler, and her PC Goods team included Tom Abeyta (DGS), Victor Haggerty (DOT), Kyme Lee (Corrections), Nicole McKenzie (FTB), Pat Thomas (Teale) and Dorothy Turner (EDD). The IT Council's Acquisitions Committee included Christy Quinlan (Chair, DHS), Janice King (DGS), Bob Austin (HHSDC), Dave Dawson (SCO), Gary Arstein-Kerslake (CalEPA) and Ben Williams (DWR). Quite a few others contributed to this massive effort. We're doing IT right.

For more information on the contract, including user instructions, please visit <http://www.pd.dgs.ca.gov/StratSourcing/contractsindex.htm>. You will find common configurations for each of the product categories at <http://www.pd.dgs.ca.gov/StratSourcing/Commonconfiguration-IT.htm>.

I urge you to take advantage of this opportunity to save 15 percent to 46 percent off prevailing prices on equipment purchases that will advance the State's IT agenda.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Clark Kelso". The signature is written in a cursive style with a large initial "J" and "K".

J. Clark Kelso