



Partnership Opportunities

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Governor

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Commission on Independent Colleges and Universities

November 10, 2008

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Today's Goals



- Procurement Services Group
- Procurement Stewardship Act Update
- OGS Energy Contracts
- Aggregated Computer Purchasing
- Telecommunications Contracts
- Buses
- Q & A



OGS Procurement Services



- Staff of 95
- Commodities & Services
- 2800 + contracts
- Average annual sales of \$5.3 B
- Serve state & local agencies, schools, libraries and others authorized by law

Legal Basis



- Procurement Stewardship Act
- State Finance Law – Article 11
- Sections 160 to 168
- Passed 1995
- www.assembly.state.ny.us/leg



OGS Fuel Contracts



- Natural Gas
- Liquid Propane Gas
- Gasoline
- On Road Diesel and Bio Diesel
- Heating Fuel
 - Aggregated volume solicitation
 - Filed Requirements Contracts
 - Price adjusted
 - Indexed to Market

Natural Gas (NG)



- \$120 million annually
- Fixed/Firm: fixed price, firm supply for two years
- Indexible Firm: indexed price adjusted monthly
- Indexible/ Interruptible:
 - dual fuel facilities only (e.g. oil/NG)
 - indexed monthly
 - Agency nominates fuel choice
- Current contract term 11/1/08 to 10/31/10
- Requirement Letters issued November 2009

Liquid Propane Gas (LPG)



- \$6 milion annually
- Price adjusted
- 7/1/07 to 6/30/09
- Requirement letter responses due November 28, 2008

Gasoline



- \$130 million annually
- Types:
 - Unleaded regular
 - Unleaded Mid-range
 - Unleaded Premium
 - E-85 (85% ethanol/ 15% gasoline, vehicle must be retro-fitted)
- Indexed weekly (daily) based on OPIS
- 7/27/07 to 7/23/09
- Requirement Letters due November 28, 2008

On Road Diesel/ Bio-Diesel



- \$ 175 million annually
- Types:
 - Regular diesel
 - Premium
 - Kerosene to cut diesel (60% diesel/ 40% kerosene) for flow
 - Bio-diesel (B-20 and B-5)
- 8/17/07 to 8/13/09
- Requirement Letters due November 28, 2008

Heating Fuel



- \$350 million annually
- Indexed weekly (daily)
- Types:
 - #2 oil
 - #4 oil
 - #6 oil
- 8/17/07 to 8/20/09
- Requirement Letters due November 28, 2008



Benefits of OGS Fuel Contracts



- Optimum pricing
- On line posted prices
- Supplier assistance

To view fuel prices: <http://www.ogs.state.ny.us/asp/purchase/snt/fuels/index.asp>

NYS OGS - Fuel Contract Price Listing - Microsoft Internet Explorer provided by New York State OGS

Address: <http://www.ogs.state.ny.us/asp/purchase/snt/fuels/fuelsresults.asp?CID=34&c=Onondaga&d=10/1/2008>

Fuel Type	Net Price	Contract	Contractor	Contract Status
2-MT (0.5%)	3.1450	PC63177	HESS CORPORATION	CURRENT
2-TW (0.5%)	3.3264	PC63192	SUNOCO INC (R & M)	CURRENT
KERO (Heating)	3.6952	PC63192	SUNOCO INC (R & M)	CURRENT
FLEX FUEL (E-85)	2.7208	PC63854	SPRAGUE ENERGY CORP	CURRENT
GAS MID	3.0692	PC63205	GRIFFITH ENERGY CO INC	CURRENT
GAS REG	2.8461	PC63205	GRIFFITH ENERGY CO INC	CURRENT
LPG-100LB/CYL (23.6 GAL)	2.0855	PC63075	AMERIGAS PROPANE LP	CURRENT
LPG-34LB/CYL (7.9 GAL)	2.1855	PC63075	AMERIGAS PROPANE LP	CURRENT
LPG-BULK (GALLONS)	1.8255	PC63075	AMERIGAS PROPANE LP	CURRENT
ULSD 1D PREM (KERO)	3.8386	PC63235	SUNOCO INC (R & M)	CURRENT
ULSD 2D REG	3.3826	PC63232	PETROLEUM TRADERS CORP	CURRENT
ULSD 2D PREM	3.3853	PC63235	SUNOCO INC (R & M)	CURRENT
ULSD 2D BIO (B5)	4.0095	PC63226	ASCENT AVIATION GROUP INC	CURRENT
ULSD 2D BIO (B20)	4.0556	PC63226	ASCENT AVIATION GROUP INC	CURRENT
ULSD 1D REG (KERO)	3.9485	PC63232	PETROLEUM TRADERS CORP	CURRENT
ULSD 1D BIO (KERO) B5	4.3470	PC63226	ASCENT AVIATION GROUP INC	CURRENT
ULSD 1D BIO (KERO) B20	4.3470	PC63226	ASCENT AVIATION GROUP INC	CURRENT

Fuel Prices for Onondaga County October 1, 2008

Done Trusted sites

Requirement Letters:



<http://www.ogs.state.ny.us>

at Procurement Contracting Services select "Alerts and Bulletins"

OR

Customer Services 518-474-6717

OR

Buyer Information (PNS)

Classification #15



Aggregated PC Purchasing

- Leveraged volume
- First initiative (2005) savings \$320 million
- 70% of purchases by local users including k-12 and higher education
- Meets EPEAT silver (or higher) standard



Aggregate Purchase

- Business Class Desktop with
 - 19" Flat Panel Monitor
 - 3 Year Warranty
 - Free Shipping
 - With Intel Processor \$549 compare to list \$1316, Contract \$1184
 - With AMD Processor \$499 compare to list \$1242, Contract \$1118

http://www.ogs.state.ny.us/purchase/PCPurchase.htm

2008 Aggregate Purchase Initiative

CONFIGURATION CATEGORIES	LOWEST AWARD	2nd LOWEST AWARD
Business Class Desktop (Intel)	Dell	Hewlett Packard
Business Class Desktop (AMD)	Dell	Hewlett Packard
Workstation Class Desktop (Intel)	Hewlett Packard	Dell
Workstation Class Desktop (AMD)	Hewlett Packard	*
Business Class Notebook (Intel)	Dell	Lenovo
Business Class Notebook (AMD)	Dell	Hewlett Packard
Light Weight Notebook	Dell	Lenovo
Convertible Tablet Notebook	Hewlett Packard	Lenovo
Unbundled Displays	Dell	Hewlett Packard

* There is no award for 2nd lowest in this category.

The above links provide access to the two awarded contractors websites, per category, set up specifically for this initiative. All authorized users are encouraged to select the contractor that provided the lowest priced quote per category.

NYS agencies will be required to purchase from the awarded contractor who quoted the lowest price for each awarded configuration, unless justification for purchasing from the second lowest contractor is approved by the NYS OCIO through the Plan to Procure process (PTP) which will be based on total cost of a unit's configuration including any and all options (mandatory and standard) purchased and the NYS agency's current install base.



Telecommunications Contracts

- Comprehensive Telecommunications Services
- Telecommunications Equipment
- Security Solutions
- Radio Communication



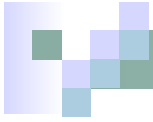
Buses

- Type A – Light Duty - Award #19198
- Up to 14 passengers
- Gasoline and Diesel
- Standard Equipment + options and upgrades
 - Wheel chair lifts
 - Kevlar seat covers
 - Additional heaters



Buses

- Type C & D Medium Duty – Award #18543
- 28, 46, 58 & 64 passenger buses
- Standard Equipment + options and upgrades
- Gasoline, Deisel and CNG
 - Check funding from NYSERDA for alternative fueled buses.



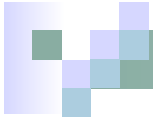
Buses

- Transit Buses - Award #21513
(to begin January 2009)
- 12, 20, 24 & 40 passenger buses
- DOT authorized only

How to Contact PSG



- Email: customer.services@ogs.state.ny.us
- Telephone: 518.474.6717
- Fax: 518.474.2437
- Mail: OGS Procurement Services Group
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www.ogs.state.ny.us

Questions