



## **DAS/GSE Purchasing Presentation**

### **Legislative Fiscal Committee**

**Aug. 5, 2004**



## **Agenda**

1. Overview of DAS and Purchasing mission
2. Purchasing "lingo"
3. Purchasing services
4. Saving successes
5. Bidding and contracting process
6. Improvements underway

## **DAS Mission**



To provide high quality, affordable infrastructure products and services to customers of Iowa state government in a manner that empowers them to provide better service to the citizens of Iowa.

## **Purchasing Mission**



Facilitate a process that provides timely, cost-effective goods & services through cooperative and proactive procurement practices.

## **Purchasing “Lingo”**

The logo for the Department of Administrative Services (DAS) features a stylized map of the state of Texas in profile, facing right, with the letters "DAS" in a bold, serif font positioned to its right.

Master Agreements

Invitation to bid (ITB)

Request for Proposal (RFP)

Cooperative Purchases

## **Purchasing Services**

The logo for the Department of Administrative Services (DAS) features a stylized map of the state of Texas in profile, facing right, with the letters "DAS" in a bold, serif font positioned to its right.

Assistance with Bidding and Contracting

Contract Management (800+ contracts)

Service Contracting

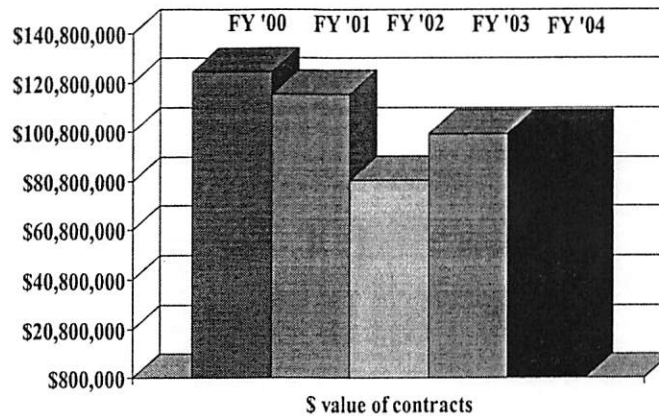
Advice for other purchasing agents

Market targeted small business program

Educate vendors on how to do business  
with the state

## Annual Purchases From Established Contracts

**DAS**



## Savings Successes

**DAS**

### Equipment Maintenance Contracts

State agency savings = \$171,950

Political subdivisions savings = \$ 68,442

### Vehicles

State agency savings = \$600,000

### Microsoft Enterprise Agreement

State agency savings = \$235,700

### Pharmaceuticals

DOC savings (est.) = \$,200,000 +

## **Contract Renewal Process**



**DAS**

Most contracts for goods have a three year term with an optional annual renewal.

Determining factors for rebidding or renewing:

Satisfactory rating

Economic indicators (Producer Price Index)

Value of contract

Comparison shopping

## **Improvements**



**DAS**

Better communication about available bidding opportunities

Outreach to Iowa vendors

Reverse Auction/ Procurement best practices

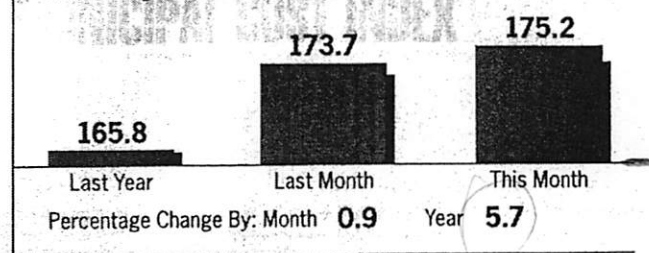
Entrepreneurial Business Plan  
(Outreach/Marketing to other political subdivisions)

# ACROSS AMERICA municipal cost indexes

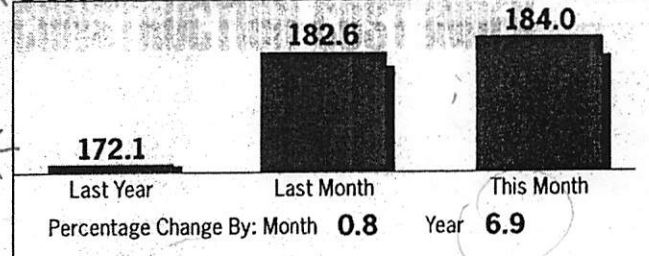
## Most Recent Marketbasket

	Current	Percent Change From	
		Last Month	Last Year
Air Conditioning Equipment	138.8	0.7	1.0
Asphalt Felts, Coatings	118.5	1.7	-1.5
Ball, Roller Bearings	177.0	0.5	3.2
Cement	155.4	1.0	1.8
Coal	109.6	0.4	-8.2
Communication Equipment	104.8	0.2	-1.2
Concrete Products	158.6	0.3	3.3
Construction Machinery	157.0	-0.1	2.3
Crude Petroleum	105.3	6.7	42.3
Diesel Fuel (No. 2)	121.1	-3.1	37.8
Electronic Computers	30.7	-0.3	-11.8
Fabricated Metal Products	162.6	2.5	11.8
Floor Coverings	134.8	1.1	1.7
Foundry, Forge Shop Products	142.3	0.1	3.8
Gasoline	140.5	5.7	48.7
Glass Containers	144.2	0.3	3.3
Gypsum Products	190.9	2.6	11.4
Hardwood Lumber	199.5	0.4	5.8
Heating Equipment	169.1	1.6	3.6
Heavy Motor Trucks	154.7	-2.0	0.5
Home Heating Oil and Distillates	110.1	-1.7	32.8
Internal Combustion Engines	145.8	0.1	1.3
Iron Ore	100.0	3.2	4.9
Iron and Steel Scrap	256.9	-15.7	52.3
Milled Rice	146.3	7.0	47.6
Mixed Fertilizers	127.3	-0.6	6.1
Motors, Generators	149.1	0.1	1.1
Natural Gas	226.4	6.4	7.2
Office, Store Machines	112.7	0.0	0.5
Paper	147.6	0.4	0.8
Passenger Cars	132.2	1.1	2.4
Plumbing Fixtures, Brass Fittings	186.2	0.4	1.4
Plywood	224.4	1.2	54.3
Prepared Paint	174.6	0.3	2.3
Pumps, Compressors	166.1	0.9	2.1
Residential Electric Power	121.0	0.0	3.3
Sand, Gravel, Crushed Stone	182.7	0.6	3.2
Sanitary Papers, Health Products	147.8	1.0	-1.9
Sporting, Athletic Goods	123.2	-0.2	-1.5
Steel Mill Products	142.8	5.4	31.0
Switchgear	162.6	0.4	2.1
Synthetic Fibers	106.3	0.6	-0.6
Tires, Tubes, Tread, etc.	102.6	-0.1	5.1
Tools, Dies, Jigs, Fixtures	139.0	-0.1	-0.3
Transformers	135.9	1.6	3.3
Transmission Equipment	177.8	1.3	3.8
Truck Trailers	147.9	0.5	6.0
Wiring Devices	173.3	3.2	13.6

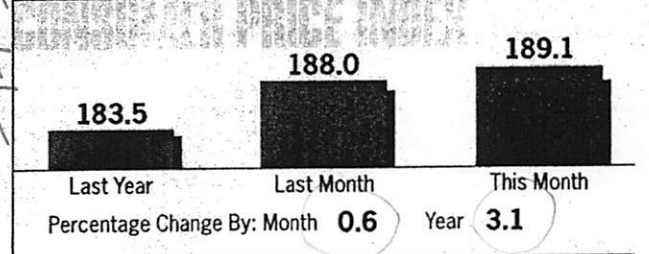
## Municipal Cost Index



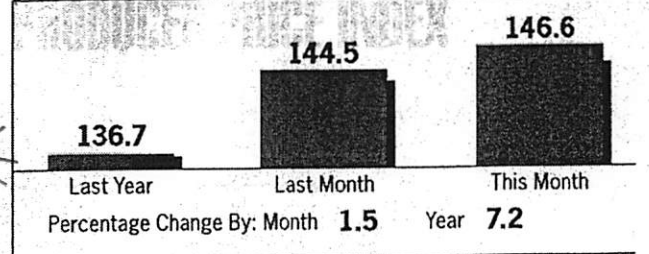
## Construction Cost Index



## Consumer Price Index\*



## Producer Price Index\*



\* The consumer and producer price indexes are published monthly by the U.S. Department of Labor's Bureau of Labor Statistics. The PPI figure used is the number for All Commodities. The CPI and PPI figures published in this issue are from May 2004. The construction cost index is published monthly by the U.S. Department of Commerce. The municipal cost index incorporates those three indexes, plus the building cost index, published monthly in Engineering News Record.

Visit American City & County's Web site at [www.americancityandcounty.com](http://www.americancityandcounty.com)

... for more detailed information about the cost indexes, including a history of the Municipal Cost Index, formulas and an archive of past cost indexes.