



# VITA Supply Chain Management: How can we help you?

Phil Pippert / Greg Scarce  
Supply Chain Management  
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# Agenda

## VITA Supply Chain Management Overview:

- *Who we are and what we do*
- *A look at some recent contracts that might be of interest to you*
- *How to use our website most effectively*



## Who we are and what we do

- **Statutory responsibility for procurement of IT and Telecommunications goods and services**
- **We develop and publish policies and guidelines**
- **We research and implement better practices for IT sourcing and contracting**
- **We promote participation of small, women and minority-owned businesses**
- **We establish and maintain statewide contracts for IT and telecommunications products and services available to all public bodies**



# Broadband

- VITA has contracts available to all Public Bodies for Broadband service coverage in all areas of the Commonwealth
- Customers have many options, including: 8 bandwidth speed tiers, 6 broadband technologies, and 14 suppliers
- All technology types support VPN connectivity
- Our [web tool](#) makes it easy for customers to enter a zip code and return a list of available technologies and speeds



# Broadband

- [FAQ's](#) available for more detailed information and ordering instructions.
- [Click for a look at the contracts](#)
- [Click to see how to learn how to use them](#)



## Cellular

- VITA has established contracts with a number of suppliers to provide a variety of wireless choices
- Plans include voice mail, caller ID, call forwarding, call waiting
- A variety of equipment types, including no cost and low cost phones
- Plans include no roaming or long distance fees
- For more information, [click here](#)



## IT Contingent Labor

- VITA has established a new contract for a single gateway to a pool of IT subcontractors
- Covers both staff augmentation or SOW-based engagements; adds additional specialties
- Zero Chaos has been selected as the managed service provider
- Reduction in rate of 15% from previous contract
- For more information, [click here](#) or contact Hubie Harris at [hubert.harris@vita.virginia.gov](mailto:hubert.harris@vita.virginia.gov)



## Oracle

- VITA has awarded a contract with [Mythics](#) (A DMBE Small Business) for Oracle applications and database products
- The contract is ideal for purchasing maintenance or licenses. Additional savings may be available for large purchases
- Mythics offers tools to help manage and track licenses
- Contact Mythics or Jimmy Mackenzie at VITA for additional information ([james.mackenzie @vita.virginia.gov](mailto:james.mackenzie@vita.virginia.gov))



## Wide-Format Printers

- Awarding soon, by categories, multiple awards, brands
- These will also replace the old ink jet and small laser contracts
- Leasing will be offered
- Statewide coverage by all awardees for sales and for service
- Contact Greg Searce:  
[gregory.searce@vita.virginia.gov](mailto:gregory.searce@vita.virginia.gov)



# Servers

- **Multiple awards made, providing greater choice**
- **Enhanced savings can be achieved via request for quote process**
- **All types of servers are available: stand-alone, rack and blade**
- **Suppliers offer a variety of models, not just standard configurations**
- **Statewide coverage by all awardees for sales and for service**



# Cabling

- New contracts established or cabling contractors, interior or exterior.
- 3 suppliers in each VDOT area so you have a choice. Our prices are ceilings and they may be lowered by asking the three suppliers for competitive quotes.
- [Click here for details](#)
- For more information, contact John Tackley at [john.tackley@vita.virginia.gov](mailto:john.tackley@vita.virginia.gov)



## Audio Visual

- **Current contracts have been extended through January 2011**
- **RFP to be issued during Fall '10 for replacement contracts**
- **For more information, contact Greg Searce at [gregory.searce@vita.virginia.gov](mailto:gregory.searce@vita.virginia.gov)**



# How to use our website

- [General information](#)
- [Contracts page](#)
- [How to conduct searches](#)



# Summary

We have added new contracts that you can take advantage of

Explore our website and find out what tools might be of use to you.

Feel free to [contact someone at SCM](#) at anytime