



**For Immediate Release:** 10/25/2017

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## **OGS WINS AWARD FROM NATIONAL TRADE ASSOCIATION FOR PROCUREMENT EXCELLENCE**

RoAnn M. Destito, Commissioner of the New York State Office of General Services, today announced that OGS was awarded a silver George Cronin Award for Procurement Excellence for its information technology Manufacturer-Based Umbrella Contracts by the National Association of State Procurement Officials (NASPO). The award was recently presented at the association's annual conference in Atlanta.

“Governor Cuomo has made the creation of state contracts that result in cost savings while increasing opportunities for companies to do business with New York State one of his priorities,” Commissioner Destito said. “The IT Manufacturer-Based Umbrella Contracts is part of a suite of new IT contracts that make it easier and more cost-efficient for our customers to purchase the hardware and software they want as well as the cloud, implementation, and training services they need. I am proud of my procurement team at OGS for developing these innovative contracts and delighted that NASPO has recognized our efforts.”

Implemented in 2015 to address ever-evolving demands for IT solutions and lower costs, the umbrella contracts allow vendors to provide a full scope of services and products under a single contract to state agencies, local governments, schools, and organizations authorized to use New York's centralized contracts. This approach saves customers time and money by lowering administrative costs associated with having to coordinate multiple contracts to complete an IT project while still maintaining a level of competition that also results in cost-savings. Vendors benefit by not having to spend time and effort responding to individual requests for goods and services in multiple categories. In 2016, state contract users who made more than \$226 million in purchases through the Manufacturer-Based Umbrella Contract, realized savings of nearly \$51 million.

Under the suite of IT umbrella contracts, manufacturers are encouraged to sell their products through authorized re-sellers of IT products, which creates additional opportunities for companies, including minority- and women-owned businesses, to do business with New York State. In 2015, Manufacturer Umbrella contracts were awarded to 70 manufacturers, who, in turn, utilize 375 re-sellers, including more than 100 MWBE re-sellers.

The periodic recruitment of new vendors is an integral part of the IT umbrella suite of contracts. It allows for the future inclusion of a wider range of technology products and services and for improvements to be made based on feedback from contract users and the businesses community.

On October 10, OGS received 109 responses to the first periodic recruitment for the IT Manufacturer-Based Umbrella Contracts. Those responses are now being reviewed.

The George Cronin Award for Procurement Excellence, named for the founder of NASPO, is recognized as a premier achievement for innovative public procurement, honoring ground-breaking state programs. OGS last won a Cronin Award in 2015 for its online Vehicle Marketplace and in 2013 for its Hourly Based IT Services (HBITS) contract.

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Attached: photo of the New York State Office of General Services Manufacturer-Based Umbrella Contracts team, courtesy of OGS.