Welcome

Welcome to the August 2009 edition of the "OSD Procurement e-NEWS" from the Operational Services Division (OSD).

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- ENE20 - Unleaded Gasoline
- ENE21 – Statewide Contract for Propane
- ENE23- Biodiesel Fuel
- ENE23- Ultra Low Sulfur Diesel
- FAC22 - Electrical and Lighting Supplies And Equipment
- FAC46 - Water Treatment Chemicals and Alternative Treatment Systems
- GRO22 - Grocery Related Paper Products/Foodservice Supplies
- ITT 09 - Communication Network Services Procurement,
- ITT 40 - Two-Way Radio Systems, Equipment & Services MED38 Pharmaceutical Prime Vending
- MED38 - Pharmaceutical Prime Vending
- OFF17 - Film, Photographic, Audio and Videographic Services and Related Supplies
- OFF18 - Multi-Media Equipment, Systems and Services, Surveillance and Security
- OFF27 - Document Solutions, Microfiche, Microfilm and Imaging Equipment, Software, Supplies and Services
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Statewide Contract Updates
CLT06 - Clothing, Uniforms, Footwear, Accessories and Hygiene Supplies
The CLT06 Statewide Contract has been extended through July 31, 2011. All vendors were renewed. Please note that Aramark has conditional renewal. This contract covers general clothing and uniforms, institutional clothing including rental. Footwear, embroidery, silk screening and hygiene supplies.

ENE20 - Unleaded Gasoline
The Statewide contract for the delivery of unleaded gasoline has been extended thru 07/31/10. Users should refer to the OSD Update for information on the contract. The Zone listing (on page 3) of the OSD Update will provide information to determine the city or town where you will have unleaded gasoline delivered. Contact the vendor responsible for that Zone to discuss account requirements and arrange for delivery. Each zone has one contractor. These contractors are responsible for servicing the eligible users within that zone.

ENE21 - Statewide Contract for Propane
This statewide contract for the bulk delivery of propane has been extended through 7/31/2011. End users are advised to check the Zone listing on the OSD Update to determine the city or town where you will have the propane delivered and who the vendor is for Zone.

ENE23 - Biodiesel Fuel
The Statewide Contract for Category 3-Biodiesel Fuel has been extended through 6/30/2010. Eligible Entities which elect to use this contract are required to remain on the contract for the remainder of the contract term. The awarded bidder may request this commitment in writing from the Eligible Entity. For contracts with six months or less remaining on the contract term, Eligible Entities may only join at the discretion of the awarded bidder.

ENE23 - Ultra Low Sulfur Diesel
The Statewide Contract of Ultra Low Sulfur Diesel has been extended thru 07/31/10. Eligible Entities which elect to use this contract are required to remain on the contract for the remainder of the contract term. The awarded bidder may request this commitment in writing from the Eligible Entity prior to making deliveries. For contracts with six months or less remaining on the contract term, Eligible Entities may only join at the discretion of the awarded bidder.

FAC22 – Electrical and Lighting Supplies And Equipment
The Electrical and Lighting Supplies and Equipment has been extended through July 16, 2011. There are a total of 17 categories on this contact. Purchasers of this contract must refer to the OSD Update for complete details. Please note that to use this contract, set up an account by contacting the appropriate account manager with shipping and billing information. Reference this contract, FAC22 and the contractor will take care of the rest.

FAC46 Water Treatment Chemicals and Alternative Treatment Systems
This Statewide Contract has been extended through October 31, 2009. Please note that there are 5 categories in this contract:

<table>
<thead>
<tr>
<th>Category #</th>
<th>Category Name</th>
<th>Awards Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Large order chemicals</td>
<td>One statewide</td>
</tr>
<tr>
<td>2</td>
<td>Swimming pool chemicals</td>
<td>Two statewide</td>
</tr>
<tr>
<td>3</td>
<td>Boiler plant and cooling tower chemicals</td>
<td>Three statewide</td>
</tr>
<tr>
<td>4</td>
<td>Drinking water and wastewater chemicals</td>
<td>Two statewide</td>
</tr>
<tr>
<td>5</td>
<td>Swimming pool alternative treatment technologies</td>
<td>One statewide</td>
</tr>
</tbody>
</table>

No awards were made for Category 6, Boiler plant and cooling tower alternative treatment technologies as these products and services are available through SWC FAC17.

GRO22 Grocery Related Paper Products/Foodservice Supplies
The GRO22 Grocery Related Paper Products/Foodservice Supplies statewide contract has been renewed with four (4) contractors, AmSan, LLC-Chelsea, MA, Eastern Bag & Paper-Tewksbury, MA, Mansfield Paper-West Springfield, MA and Milhench, Inc.-New Bedford, MA. Please note the contract duration has been changed: the effective start date is 8/1/09 through 7/31/10. General contract information (OSD Update, cost comparison sheet, etc) and individual pricing for each contractor is available on the “Forms & Terms” and “Vendor” tab on Comm-PASS.

ITT 09 - Communication Network Services Procurement
ITT09 has been renewed thru 6/30/2010. The CNS Contract ITT09 provides a wide array of voice, data and cellular services. It allows eligible entities to choose from several companies (10) offering many of these services at great value. This contract allows existing CNS contractors the ability to
offer additional services. This brings more competition among contractors on the contract resulting in substantial savings to Commonwealth Agencies and eligible entities. All Contract users are advised to review the OSD Update prior to using this contract.

**ITT 40 - Two-Way Radio Systems, Equipment & Services**
Statewide Contract ITT40 – Two Way Radio Systems, Equipment and Services replaces expired contract ITT10 for similar products and services. This is a statewide contract for two-way radio and associated microwave radio equipment, systems, infrastructure, mobiles and portables, parts and accessories. Contractors are required to offer service for all the products they sell. In addition they may sell replacement/repair parts for all the products they sell. Please monitor this contract as new contractors will be added during the next few weeks once their paperwork is finalized.

**MED38 Pharmaceutical Prime Vending**
August is the transition month with Cardinal establishing accounts with current users of the pharmacy contract, installing equipment when needed and providing passwords to allow for online ordering which is required in most cases. Cardinal will also provide training on its online system. The last day for deliveries from AmerisourceBergen is August 31, 2009. The first day for ordering from Cardinal Health is August 31, 2009 with first delivery on September 1, 2009. A transition document with instructions has been posted on the MED38 Contract on Comm-PASS

**OFF17 - Film, Photographic, Audio and Videographic Services and Related Supplies**
Statewide Contract OFF17 has been renewed through June 14, 2010 for Categories A, B and C
- Category A - Film and Slide Services
- Category B - Audiotape and Videotape Services
- Category C - DVD Creation and Duplication

Category D users should note that Category D has not been renewed as they have been included with the OFF30 Statewide Contract procurement.

**OFF18 - Multi-Media Equipment, Systems and Services, Surveillance and Security**
This Statewide Contract has been extended through 8/31/2009 have been executed with all multi-media audio-visual vendors. The new Contract OFF30 will be in place on or before 8/31/2009. Please check Comm-PASS for details. Please note that OFF 18 contracts valid through 5/31/2010 have been executed with all Surveillance & Security vendors.

**OFF27 - Document Solutions, Microfiche, Microfilm and Imaging Equipment, Software, Supplies and Services**
OFF07 Document Solutions contract has been replaced by Statewide Contract OFF27. Contract Users are advised that in addition to reviewing the OSD Update they should also refer to the following information on categories and the details on how to use this contract.

**Categories 1A & 2A**
Categories 1A & 2A pricing reflects a Percentage (%) Off a dated manufacturers Price Lists. The PMT feels strongly that this pricing structure will result in a competitive and value added pricing structure for Eligible Entities. The Percentage (%) Off List offered is fixed for the entire term of the contract including option years. A minimum of a 12 month warranty that includes all parts and labor on all equipment on Contract is included in the pricing for Categories 1A and 2A equipment. All equipment prices also include delivery and installation statewide. If special installation is required, such as but not limited to rigging, the Contractor and Eligible Entity must negotiate and agree on a cost for the special installation and note it on the equipment confirmation form prior to releasing a purchase order. Prior to purchasing from Categories 1A and 2A Contract Users are advised to review and use “Equipment Confirmation Form” available on-line on the forms and terms tab in Comm-PASS.

**Categories 1B & 2B**
Categories 1B & 2B line item pricing are fixed for the initial 12-month term of the contract. Other services not listed on the initial award must be submitted for review by the Contract Manager and the PMT. The Contract Manager and the PMT will review, for approval or rejection, the additional service request and the associated pricing. All Contractors must receive written approval from the Contract Manager for any additional services before services are rendered. Prior to purchasing from Categories 1B and 2B Contract Users are advised to review the “Category 2A Hardware and Software Overview by Vendor” information available on-line on the forms and terms tab in Comm-PASS.

**PRF06, Management Consultants, Program Coordinators and Planner Services**
The renewed Statewide Contract has forty-two (42) vendors for eligible entities to choose from.
These are qualified independent contractors that provide services that include, but are not limited to, the following fields of specialization: economics, education, engineering, the environment, health, investment services, social services, strategic sourcing and transportation.

**VEH83 – Tires & Tubes, New & Retread**
This statewide contract has been extended through July 31, 2010. Pete’s Tire Barns and Goodyear Tires Rubber Company have been renewed. Contract users are advised that Mohawk Rubber Sales has chosen not to renew their contract.

**Do you need additional information?** Complete details on these and other Statewide Contracts can be found in the “OSD Update” for each contract which is located in Comm-PASS on the "Forms and Terms“ tab. For additional assistance please contact the Procurement Manager whose name is listed on the "Issuers Tab" in Comm-PASS.

### Upcoming Events and Training Opportunities

The following is a listing of OSD training and events for the month of August 2009. Please note that classes are being added all the time, for an up-to-date listing of training opportunities please go to the [OSD Events and Training web page](#).

**Affirmative Market Program FY10 AMP Kick Off & Networking Event September 15, 2009 – Boston**
Attention all Statewide Contract users – your time is important, don’t miss this great networking opportunity to meet State Certified M/WBE Vendors. Special recognition will be given to Departments and their AMP Coordinators for outstanding performance. If you have questions please e-mail: Amp@OSD.state.ma.us or register on-line.

**EPP Vendor Fair and Conference October 27, 2009 - Worcester**
The EPP Program's signature event brings together over 1,300 federal, state and local procurement officials, fleet and facility managers, and environmental staff. The show also features 160 exhibitors of EPPs, a slate of 10 workshops, breakfast and lunch and a day of fun activities and networking. The EPP Vendor Fair is free to all public sector personnel. Additional information and registration information is available in the [Did You Know section of this Newsletter](#).

**Understanding Statewide Contract / Comm-PASS August 27, 2009 – North Andover**
OSD will be conducting a free training session for the Town of North Andover. This training will provide a broad overview of Statewide Contracts, including how they are developed, how to use them and an on-line review of how to locate Statewide Contracts using the Commonwealth's e-Procurement system, Comm-PASS. To register for these session please send an email to osdoutreach@state.ma.us indicating in the subject field which session you would like to attend. Please note seating is limited so register early.

### Training opportunities for Commonwealth Departments

<table>
<thead>
<tr>
<th>Training</th>
<th>Date</th>
<th>Time</th>
<th>Boston</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMP Workshop for Departments</td>
<td>August 19</td>
<td>9:30 – 12:00</td>
<td></td>
</tr>
<tr>
<td>RFR Workshop</td>
<td>August 28, 2009</td>
<td>9:00 – 3:00</td>
<td>Boston</td>
</tr>
</tbody>
</table>

**Comm-PASS Training**
To register for upcoming training, send an e-mail from a public domain, e.g., name@city.us, name@school.edu, indicating date/location and your interest as an Administrator, User, or both to the [Comm-PASS Helpdesk](#). Please indicate in the Subject line which session you are interested in attending. Please remember our training classes fill up quickly so be sure to register early!

*Admin training* – must have signatory authority – should attend user session  
*User training* – designated by admin user.

<table>
<thead>
<tr>
<th>Training – Boston</th>
<th>Date</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Comm-PASS Admin</td>
<td>August 20, August 27, September 10 and September 24</td>
<td>10:00 – 11:30</td>
</tr>
<tr>
<td>Comm-PASS User</td>
<td>August 20, August 27, September</td>
<td>12:30 – 3:30</td>
</tr>
</tbody>
</table>
Training opportunities for Local Businesses, Interested Bidders, Vendors and SOMWBA Certified Vendors.

<table>
<thead>
<tr>
<th>Training</th>
<th>Date</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMP M/WBE Vendor Basic Training</td>
<td>August 22</td>
<td>10:00 - 12:00</td>
<td>Boston</td>
</tr>
<tr>
<td>AMP – How to Submit an Effective AMP Plan</td>
<td>August 15</td>
<td>10:00 – 12:00</td>
<td>Boston</td>
</tr>
<tr>
<td>August 30</td>
<td>10:00 – 12:00</td>
<td>Boston</td>
<td></td>
</tr>
<tr>
<td>How to Effectively Navigate Comm-PASS for M/WBE Vendors *</td>
<td>August 22</td>
<td>1:00 – 3:00</td>
<td>Boston</td>
</tr>
</tbody>
</table>

If you are unable to attend these sessions and feel these trainings would benefit your municipality, department or associations please contact us by sending an email to osdtraining@osd.state.ma.us.

What’s New?

New Assignments for OSD Procurement Managers
OSD enters Fiscal 2010 with a shift in contract assignments. Here is a QuickGuide to OSD’s Procurement Manager responsibilities, over the course of the next few months additional reassignments will be made. Please note that the Statewide Contract Booklet has been and will continue to be updated as new assignments are made, please refer to Appendix G – Statewide Contract Listing on page 73 for updated assignments.

### Infrastructure & Support

**Darcy Rowell**: Director of Infrastructure & Support (617) 720-3128

- **Contracts reassignment**: See Statewide Contract Booklet. Appendix G for updated information
- **Animals and Animal Supplies** - Livestock & related products and services such as feed, bedding, veterinary services and general supplies.
- **Clothing and Toiletries** - Clothing and apparel, uniforms and personal hygiene products.
- **Homeland Security-“HIRE”** Hazardous Incident Response Equipment
- **Public Safety/Law Enforcement Equipment, Supplies and Services** – Firearms, ammunition, targets, fire fighting equipment, body armor, first aid supplies, and other commodities and services used by public safety organizations.

**James Ferri**: (617) 720-3168

- **Energy - Utilities and Fuels** - Electricity, natural gas, distillate oil, residual oil, gasoline, diesel fuel and utility bill audits.

**Dmitriy Nikolayev**: (617) 720-3351

- **Environmental Services** – Hazardous waste disposal and testing services, etc.
- **Facilities – Outdoor Landscaping, Building Materials, Toilets and Composting Products**

**Debra Combra**: (617) 720-3305

- **Facilities - Materials, Repairs, and Operations** - Commodities and services related to the maintenance and operation of physical plants & property (e.g., building materials, trade work, lawn & grounds equipment, etc.)

**Betty Fernandez**: (617) 720-3133

- **Food** - Groceries and related products, Equipment and services - Food preparation products & equipment, Prime grocer, Food auditing services, Catering, Dairy products, Baked commodities, Bottled water

**Ron Whitaker**: (617) 720-3112

- **Vehicles and Highway Related Services** - Transportation equipment for land, sea or air and related maintenance products and services; road materials (sand, salt, etc.).

### Information Technology and Office

**Richard Mordaunt**, Director of IT and Office Procurement (617) 720-3302

- **Information Technology, Hardware** - Computers, peripherals, related hardware, network integration and support services and paging services.
- **Office, Recreational, Educational Equipment, Supplies and Services** – Office, Paper and Envelope supplies, Photocopier, Laser Printer, Facsimile, Postage equipment (excluding computers), Office, School & Library furniture, Copy, Offset Printing and Mailing services, Micrographic and Imaging equipment, supplies and services etc.
- **Telecommunication** – Voice, Data, Internet and Radio Communication Equipment & services.

### Professional & Institutional Services

**William Funk**, Director of Professional & Institutional Services (617) 720-3329

- **Hospital, Laboratory, Dental Supplies and Equipment** - Medical Equipment, Beds, Furnishings, Dental, Laboratory, treatment and monitoring equipment. Medical, Laboratory and Industrial Gases.
- **Laboratory Products (Institutional Services)** - Services related to Laboratory supplies. Testing, reagents, equipment, chemicals, education & training.
### Medicine and Medical Services
- Pharmaceuticals, services related to medical care, personal client specific medical items and prosthetics, and Medical & Surgical Commodities.

**Grace Poirier:**  
(617) 720-3135

### Financial Services (Professional Services)
- Services related to financial disbursement and collection of monies by Commonwealth financial professionals. Corporations may provide electronic payment processing, cost recovery services, debt collection, tax-exempt lease purchases and other financial services to professionals who work for Massachusetts government.

**Legal Support Services (Professional Services)**
- Services or personnel related to law. Service areas include legal services, client legal services and legal research tools. Agencies or individual persons may provide contracted work for court reporters, court transcription services, investigators, inspectors, reviewers, paralegals, polygraph examiners, title examiners, arbitrators, and mediators.

**Human Resources (Professional Services)**
- Services or personnel related to the provision of Human Resource professionals. Agencies or individual persons may provide contracted services in the following areas: management consultants, writers, performers/actors, temporary help, archivists/librarians, interpreters/translators, records managers, training, meteorologists, and marketing.

### Vehicles and Related Services

**Daniel Bowen, Director Fleet Management**  
(617) 720-3337  
Daniel.Bowen@state.ma.us

**Lauren Wides**  
(617) 720-3178

### New: Policy Impacts Commonwealth-Distributed ARRA Fund Recipients
If your organization has received or will receive Commonwealth-distributed American Recovery and Revitalization Act (ARRA) funds, also known as “federal stimulus,” AND your organization will conduct a competitive procurement or offer a grant using those funds, you must follow **OSD Policy 10-03** issued on July 16, 2009 by Secretary of Administration and Finance Leslie Kirwan and State Purchasing Agent Ellen Bickelman.

This policy was issued under the authority of Chapter 30 of the Acts of 2009 (An Act Mobilizing Economic Recovery in the Commonwealth), MGL c. 7, § 22, MGL c. 30, § 51, MGL c. 30, § 52, 801 CMR 21.00 and 815 CMR 2.00, and applies to all public entities in Massachusetts that receive ARRA funds directly from the Commonwealth. If you have any questions about complying with the policy, please send an email to comm-pass@state.ma.us using the Subject line: ARRA Question.

### New: Comm-PASS Banner Ads Promote Statewide Contract Vendors
OSD is pleased to announce that visitors will begin seeing five new pictures each month on the Comm-PASS home page to promote specific Statewide Contract vendors authorized to sell specified goods and services.

Buyers can be assured that if they select the picture displayed, they will access a document or web page which is compliant with the Statewide Contract vendor’s terms and pricing.

Statewide Contract vendors are purchasing these spaces as part of a pilot program which re-introduces banner ads originally launched in 2000. Vendors pay a fee of $1,200 for one month’s exposure and all ad content must meet the procurement manager’s approval before it is posted. Given the site’s traffic, this fee averages about one penny per view!

These fees will only be used for the operation, maintenance, and development of the Comm-PASS site.

The month of September has sold out, but you may begin seeing individual ads as early as August. As content is approved, OSD is deploying the ads early as a way of saying thanks to our inaugural participants. If you have any questions about the Comm-PASS Advertising program, send an email to comm-pass@state.ma.us using the Subject line: Comm-PASS Ads.

### New Look and Feel for the OSD Web Site
The Operational Services Division (OSD) website has changed. We’ve migrated our content into our Secretariat’s (Administration & Finance, A&F) web portal so that we may leverage other A & F agency web content for your benefit. As part of this process, we’ve reviewed, changed, added, and removed outdated content that we hope will better meet your needs when visiting our new home. How do you find our information in the new portal? There are several ways to access Operational Service Division’s information.

1. Select and bookmark the address for the ANF Portal page: www.mass.gov/ANF:
Click on Procurement Information

OSD’s content can be found under the following sub-categories: **Buy From a State Contract, Sell to the State, Conduct a Procurement, OSD Events and Training and Procurement Programs & Services**  OR

Select and bookmark the address for the new OSD Landing page: [www.mass.gov/OSD](http://www.mass.gov/OSD)

This is our new landing page and acts as a "business card" for our agency; letting you know who we are and what we do. On this page you will find the same links to the sub-categories listed above as well as additional business information specific to the mission of the Operational Services Division.

Also, on this page you may click on the "Administration and Finance" label name in the picture at the top of this page or on the "Home" label name located directly above the red "Operational Services Division" label name. Both of these links will take you to the A & F homepage ([www.mass.gov/anf](http://www.mass.gov/anf)).

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**Cost Saving Opportunities...**

**MED38 Pharmaceutical Prime Vending Cost Savings**

OSD is pleased to announce that the Procurement Management Team achieved a series of better % markups (MU) over acquisition cost which will result in a savings of at least $479K in FY 2010 based on current annual contract volume of $34M. The new % MU for the standard Commonwealth 45 day payment term is a negative 2.97%. For Purchasing Entities willing to pre-commit to making early payments superior terms are available on MED38 up to a negative 3.81%.

<table>
<thead>
<tr>
<th>Pre-commit payment days</th>
<th>MED17 AmerisourceBergen % MU</th>
<th>MED38 Cardinal Health % MU</th>
<th>% Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>45 days</td>
<td>-1.5</td>
<td>-2.97</td>
<td>1.47</td>
</tr>
<tr>
<td>30 days</td>
<td>-1.7</td>
<td>-3.34</td>
<td>1.64</td>
</tr>
<tr>
<td>22 days</td>
<td>NA</td>
<td>-3.53</td>
<td>NA</td>
</tr>
<tr>
<td>15 days</td>
<td>-1.95</td>
<td>-3.67</td>
<td>1.72</td>
</tr>
<tr>
<td>9 days</td>
<td>NA</td>
<td>-3.77</td>
<td>NA</td>
</tr>
<tr>
<td>7 days</td>
<td>-2.4</td>
<td>-3.81</td>
<td>1.41</td>
</tr>
</tbody>
</table>

**Three PRF06 Vendors Join $ave$mart**

Three of our contractors on PRF 06 - Management Consultants, Program Coordinators and Planner Services contractors are now offering cost savings via the OSD $ave$mart Program.

**E. Wallace Coyle Associates** is currently providing an offer of a 5% discount for new programs developed for any state agencies, municipalities, or government entities. E. Wallace Coyle Associates, founded in 1978, has had extensive experience in management consultation, training, and organizational development with numerous public and private organizations over the past twenty-four years in delivering a range of management development programs for entry level, middle, and senior management.

**JB Consulting** is having a 10% discounted fixed hourly or project rate during the months of August to December 2009. Julie Bernardin has served the Commonwealth and local communities since 1989 providing project management, writing, events design, coaching and group facilitation services. The following are examples of their work; Providing customer feedback surveys, Leading in-house team through project, Conducting small group feedback sessions. Documenting results, Career or performance coaching, Serving as liaison between agencies or city/state entities and Designing and facilitating strategic planning retreat

**The UMass Donahue Institute** will be offering a 5% discount on all new PRF06 contracts negotiated during the month of September. The University of Massachusetts Donahue Institute provides government, business, and non-profit organizations with effective solutions in the areas of research, program evaluation, policy analysis, organizational development, personnel development, training, and technical assistance. They are the public service, outreach, and economic development unit of the University of Massachusetts President’s Office. Working with their clients, they draw upon the faculty and staff from the five UMass campuses, bridging academic theory with real-world business applications.

Remember - Before you buy look for “Greater Savings on Statewide Contracts” with OSD’s
$ave$mart Program. The following are some highlights for August 2009! Please be sure to check the complete listing below for all $ave$mart opportunities!

**The following is a complete listing of all the $ave$mart opportunities for the month of August:**

- GRO21C - Catering Services, Conference Space and Hotel Rooms
- GRO21C - Catering Services, Conference Space, Hotel Room Accommodations / Four Points Sheraton Norwood Hotel & Conference Center
- GRO21C - Catering Services, Conference Space and Hotel Rooms / Sturbridge Host Hotel
- ITC16A - Desktops, Laptops, Tablets and More
- ITS33 - Information Technology Services - Technical Specialists / Chameleon Consulting, Inc.
- OFF16 - Digital Photocopiers - Categories 1B, 1C & 1D / Konica Minolta
- OFF22 - Postage & Mail Processing Equipment
- PRF 06 - Management Consultants, Program Coordinators and Planner Services / E. Wallace Coyle Associates
- PRF06 - Management Consultant, Program Coordinator, and Planner Services / JB Consulting
- PRF06 - Management Consultant, Program Coordinator, and Planner Services / UMass Donahue Institute
- PRF33 - Marketing and Advertising, Design & Development [Small-dollar Annual Spend (up to $5M)] / Buyer Advertising
- PRF33 - Marketing and Advertising, Design & Development [Small-dollar Annual Spend (up to $5M)] / Direct Associates
- PRF34 - Temporary Help Services / Cleary Consultants Inc.
- PRF34 - Temporary Help Services / Contemporaries, Inc.
- PRF34 - Temporary Help Services / R.A.D. Employment Services, Inc.
- PRF34 - Temporary Help Services / RHI Accountemps
- PRF36 - Promotional Incentives Acquisition Services / Sterling Printing

**Did You Know?**

**FY10 AMP Kick Off & Networking Event - Tuesday, September 15, 2009 - 9:00am-1:00 pm**

**M/WBE Vendors**—This is an opportunity for M/WBE vendors to meet and market their business to the Commonwealth AMP Coordinators, OSD Procurement Managers /Directors and Prime Contractors on Statewide Contracts who are looking for partnerships early in the Fiscal Year.

**All State Entities**—Your time is important, don’t miss this great networking opportunity to meet State Certified Vendors. Special recognition will be given to Departments and their AMP Coordinators for outstanding performance.

Register [online](#). There is no cost to attend this event, but all attendees must preregister. The location will be in the Great Hall of the Massachusetts State House, Boston, MA.

**On-line Registration Now Open for the 15th Annual EPP Vendor Fair and Conference Maximizing Resources and Spend through Green Procurement - October 27, 2009**

The on-line Registration is now OPEN for the Environmentally Preferable Products (EPP) Vendor Fair and Conference, scheduled for **Tuesday, October 27, 2009** at the DCU Center in Worcester, MA.

This unique and always popular conference and exhibition brings over 1300 attendees together with 165+ providers of cost-saving green products and services and includes an exciting slate of practical and informative workshops. This year’s event has more NEW vendors than ever as well as informative workshops on how to get the biggest bang for your buck on green state contracts! Many exhibitors also offer product and service “pilots”, or trials either at no charge, or for a significant discount. These will be added to our website right up until the event week, so check ahead of time and visit their booth to win!

Registration, meals and parking are **FREE** for public sector personnel, higher education and related
non-profits. Re-certification education credits are available. Visit www.mass.gov/eppfair to register and get more details. Come see why this event attracts purchasers and managers from all over the country as well as MA and neighboring states. Register now to reserve your place. Thanks and we’ll see you in October!

**Water Saving Devices and Kits New to State Contract!**

After living through the rainy months of June and July this summer, it’s hard to take the thought of a water shortage very seriously; but did you know that current reports reveal that 80 countries now have water shortages that threaten health and economies and that water supply cannot remotely keep pace with demand, as populations continue to soar. Before you run to fill up your bathtub, check out the new MA state contract for Plumbing and Heating Supplies (FAC58) that includes a designated category for Water Conservation Devices and Kits and another for Waterless Urinals. New Resources Group and Niagara Conservation Corp. are the two vendors offering the equipment such shower heads, sprinkler gauges, aerators and more that can save as much as 40% or more on your water and energy use. For facilities looking to actually eliminate water use in certain restroom applications, Waterless Company, Ferguson Enterprises and Met Pipe all offer several models of waterless urinals. Check www.comm-pass.com for pricing and details.

**Janitorial Cleaning – We Want Your Green Service Providers!**

OSD is in the process of drafting a first-ever RFR for Janitorial Cleaning Services that requires all awarded contractors to use green cleaning products and practices as specified under the new FAC59 contract for green cleaning products. As part of this tandem contracting process, OSD is asking agencies and municipal departments to spread the word of this upcoming contract opportunity to their current cleaning providers by referring them to the www.comm-pass.com website, solicitation # PRF45. The initial contract will be on a rolling enrollment basis to give all companies – small, medium and large – a better chance to participate. The procurement team is also planning to provide one or more FREE training sessions to all awarded contractors in order to ensure that the proper chemicals, energy efficient equipment and green practices are used under the contract. Make sure your favorite suppliers are included – tell them about PRF45. The estimated posting date of the RFR is October 1, 2009.

**Get Recognized with Environmental Purchasing and Sustainability**

Every year, the Operational Services Division, Department of Environmental Protection and Executive Office of Environmental Affairs present their Environmental Purchasing and Sustainability Awards for outstanding efforts in purchasing EPPs and other sustainable practices among Commonwealth public sector entities and businesses. This year's application/nomination forms are now available for download on the EPP Program’s website.

The long history of the awards has seen their scope expand as Massachusetts state agencies, cities, towns and state contractors grew in their understanding of environmental issues – and in their efforts to make a difference. Today’s awards recognize not only green purchasing efforts, but such sustainable efforts as:

- Climate protection and energy efficiency,
- Waste reduction and recycling,
- Reduction or elimination of use of mercury and persistent bio-accumulative toxins (PBTs),
- Sustainable design and construction, and
- Water conservation.

Last year’s award ceremony and luncheon took place at the Massachusetts State House and featured heads of the state’s purchasing, building/property management and environmental agencies as speakers and award presenters. This year’s ceremony is tentatively scheduled for October 25, 2006 at the 12th Annual EPP Vendor Fair on Worcester, MA. Take this opportunity to have your efforts recognized! **Application deadline: September 6, 2006!**

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