

The Purchasing Post

Contract Updates

Dell Contract, #12444

In an effort to address complaints re: Dell's failure to respond to orders & problems, K-State Purchasing has attached a contact list of Dell personnel in our contract listing (PPM Chapter 6312), right after the Dell contract itself. A copy is also attached to this newsletter. Note the people named are dedicated to the Higher Education division of Dell. Contacts listed on the State of Kansas website are strictly government. Hopefully getting in touch with the Higher Ed sales rep and support staff will alleviate some of the problems.

Recruitment - Advertising Agreement

Because Kansas State University places numerous recruitment ads in "The Chronicle of Higher Education" journal, we decided to take advantage of our volume and get a better price for everyone. All colleges and departments are able to place a print display ad in the journal at a discounted rate. Discount is:

10% for 1- 20 column inches

15% for 20.25 or larger column inches

Call Purchasing if a copy of this agreement or more details are needed.

Furniture

The new State of Kansas furniture contract went into effect on January 1, 2012. It is very different from previous contracts. In an effort to provide options, Kansas Procurements & Contracts (formerly Div of Purchases) has entered into sixteen (16) multiple catalog-type agreements with furniture manufacturers for office, library, school, and laboratory furniture. Be advised, this new all-encompassing negotiated contract process includes Kansas Correctional Industries, Herman Miller (30880), and Spacesaver Corp. (10050). Hon is back. Allsteel, Spectrum Industries, and Jasper are some of the new lines added as contracts.

Each manufacturer, in turn, has dealers to sell their wares across the State. This brings in another 49 entities. This results in 65 new contract numbers because each manufacturer and dealer has their own respective number for processing in the State's financial system. A listing of the manufacturers, dealer, contract numbers, and websites are attached. The furniture contract link in PPM Chapter 6312, provides even more info, such as types of furniture, zones, and addresses.

Given the massive amount of information, Purchasing can't locate three-ring binders large enough to hold all of the furniture contracts and options. Therefore we will be discontinuing our furniture book checkout system. The vendor's website will be the best method to see what is offered. Fabric samples are to be provided on request. The Purchasing office is still wading through the information and determining the best way to support these contracts, so please bear with us. Any ideas or suggestions are welcome.





<http://www.dell.com>

Dell Inc., Education Major Accounts Team

Revised: December 6, 2011

Higher Education Home Page

www.dell.com/hied

K-12 Education Home Page

www.dell.com/k12

Major Account Tech Support: (800)274-7799 (option 3)
Customer Service Line: (800)274-7799 (option 4)
General Purchase Order Fax Line: (866)501-8291
Premier Helpdesk (877)542-3355

Jeff Cannon PH: (913) 439-8690 mobile, (816) 437-7646 office

Account Executive

Jeff_cannon@dell.com

Territory based account manager available for Dell products and services consulting, new product roadmaps, technology planning, Dell capabilities presentations, bid planning and all other onsite sales activities.

Jennifer Shear PH: (800) 274-7799 ext. 5139384 or Direct at (512) 513-9384
Inside Sales Representative FX: 877-459-7307

Jennifer_shear@dell.com

Austin-based account manager available during business hours for configuration assistance and pricing, order inquiry, shipping information, product specifications and recommendations and all other day-to-day activities.

Terry Homan PH: (402) 452-8605 mobile

Enterprise Solutions Consultant

Terry_homan@dell.com

Territory based Server/Storage consultant available for Dell PowerEdge, PowerVault, Dell Networking and Storage product consulting, new Enterprise product roadmaps, technology planning and all other onsite pre-sales services, server and storage activities.

Chris Bergen PH: (800) 274-7799 ext. 5139396

Technical Sales Representative

Chris_bergen@dell.com

Austin-based resource available during business hours for configuration assistance and pricing, product specifications and recommendations for Enterprise-level products including servers, storage and networking.

Joey Meijer PH: (720) 273-1760 mobile Fax: (512) 283-9281

Services Solutions Executive, Team Lead Western US, Services

Joey_meijer@dell.com

Responsible for Enterprise level services for the ESL Major Accounts West Region. Services include Assessments, Enterprise/Client Infrastructure Operations, Enterprise Backup and Recovery, Messaging Migrations, and all other Dell Professional Services engagements.

Douglas Wilkinson PH: (512) 758-9914 mobile

Imaging Consultant

Douglas_wilkinson@dell.com

Territory-Based Dell Printer Consultant available to provide comprehensive information on Dell's Laser printing solutions, inclusive of Product Roadmaps, Comparative Product overviews, Print environment analysis and Solution recommendations.

Darren Lewis PH: (312) 215-2698 mobile
Field Product Specialist, Software
Darren_lewis@dell.com

Territory based specialist available for Software licensing consulting. Dell capabilities around software presentations, bid planning and all other onsite sales activities.

Jeffrey Nielsen PH: (800) 556-4524 toll free direct
Inside Account Manager, Software
Jeffrey_nielsen@dell.com

Office based Government and Education account manager for selected accounts for software. Handle daily activities including quoting, customer inquiries, order processing, and account expansion.

Dana Clark PH: (800) 274-7799 ext. 5139415 or Direct at (512) 513-9415
Inside Sales Manager
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Responsible for managing the Inside Sales Representatives for the ESL Major Accounts West Region

Darren Estridge PH: (817) 343-2868 mobile
Regional Sales Manager
Darren_estridge@dell.com

Responsible for managing the field Account Executives, Consultants, Engineers for the ESL Major Accounts West Region

Manufacturers, Dealers & Web Links

Contract #	Manufacturer	Dealer	Zones	URL
36510	Kansas Correctional Industries (KCI)			http://kancorind.com
36508	Herman Miller			Under Construction - URL not Available
36573		Workplace Resource Denver	1	
36553		Designed Business Interiors	2	
36557		John A. Marshall, Kansas City	4	
36558		John A. Marshall, Wichita	3	
36513	ABCO			www.abcofurniture.com
36566		Scott Rice/Office Works -Lawrence	1, 3	
36549		Commercial Concepts	2	
36560		McCarty's Office Machines	4	
36559		Kansas Contract Design	5	
36564		Office Solutions Inc.	6	
36506	AllSteel			www.allsteeloffice.com/AllsteelOffice/Government/State+of+Kansas
36547		Business Interiors by Staples	1, 3, 4, 5, 6	
36561		Modern Business Interiors	2	
36507	Global Industries dba Total Office			http://www.globalindustries.com/Kansas_State_Contract.html
36566		Scott Rice Office Works	1, 2, 3, 4, 6	
36551		Contract Furnishings	5	
36514	HLF Furniture			http://www.hiffurniture.com/kansasstatecontract.htm
36549		Commercial Concepts	1, 2, 3, 4	
36567		Scott Rice Office Works	5, 6	
36509	HON			http://www.hon.com/Government/State-Local-Contracts/State-of-Kansas.aspx
36545		BA Designs	1	
36546		Business Interiors by Staples	2	
36563		Office Plus of Kansas	3	
36555		Galaxie Business Equipment	4	
36565		Robert Hutch Line	5	
36568		Southern Office Supply/ Office Solutions	6	
36515	High Point Furniture (HPFI)			http://www.hpfi.com/sw/common/custom/internet/custompage.asp?SWAPPID=75&SubPageID=61181
36545		BA Designs	1, 3	
36549		Commercial Concepts	2	
36562		Navrat's Office Products	4	
36554		Encompass	5	

36564		Office Solutions Inc.	6	
36516	Jasper Seating Company			www.jsifurniture.com/jsi_gsastatecontracts.php
36545		BA Designs	1, 3	
36549		Commercial Concepts	2	
36560		McCarty Office Machines	4	
36559		Kansas Contract Design	5	
36564		Office Solutions, Inc.	6	
36519	Legacy Furniture Group			www.legacyfurniture.us/state/pks.htm
36550		Contract Design Group	1	
36570		Spaces Inc.	2	
36556		Indoff-Salina	3	
36549		Commercial Concepts	4	
36554		Encompass	5	
36572		Today's Office Furniture	6	
36523	Mayline Co. Inc.			www.mayline.com/kansascontract
36549		Commercial Concepts	1, 2, 3, 4, 5	
36596		Today's Office Furniture	6	
36517	National Office Furnitue			http://www.nationalofficefurniture.com/app/static/stlocalKansas.aspx
36545		BA Designs	1, .3	
36557		John A. Marshall	2, 5	
36546		Business Interior by Staples	4	
36552		Design Central Inc.	6	
36520	Pro Systeme dba Artopex			www.artopex.com
36549		Commercial Concepts	1, 2, 3, 4, 5, 6	
36518	Spacesaver Corporation			-
36569		Southwest Solutions of Kansas	1, 2, 3, 4, 5, 6	
36511	Spectrum Industries			Under Construction - URL not Available
36548		CCS Presentation Systems	1, 5, 6	
36511		Pat Upton Spectrum Sales	2, 3, 4	
36512	Teknion Sales			http://www.teknionhub.com/main/resourcelibrary/us/government-gsa.html
36571		Team Office	2, 3	
36545		BA Designs	1, 4, 5, 6	

Manhattan & Salina are in Zone 3
Hays, Colby, Garden City, Tribune are Zone 6
Wichita is Zone 5
Parsons is Zone 4