

Deltek Pulse: General Government Services Recap December 2013

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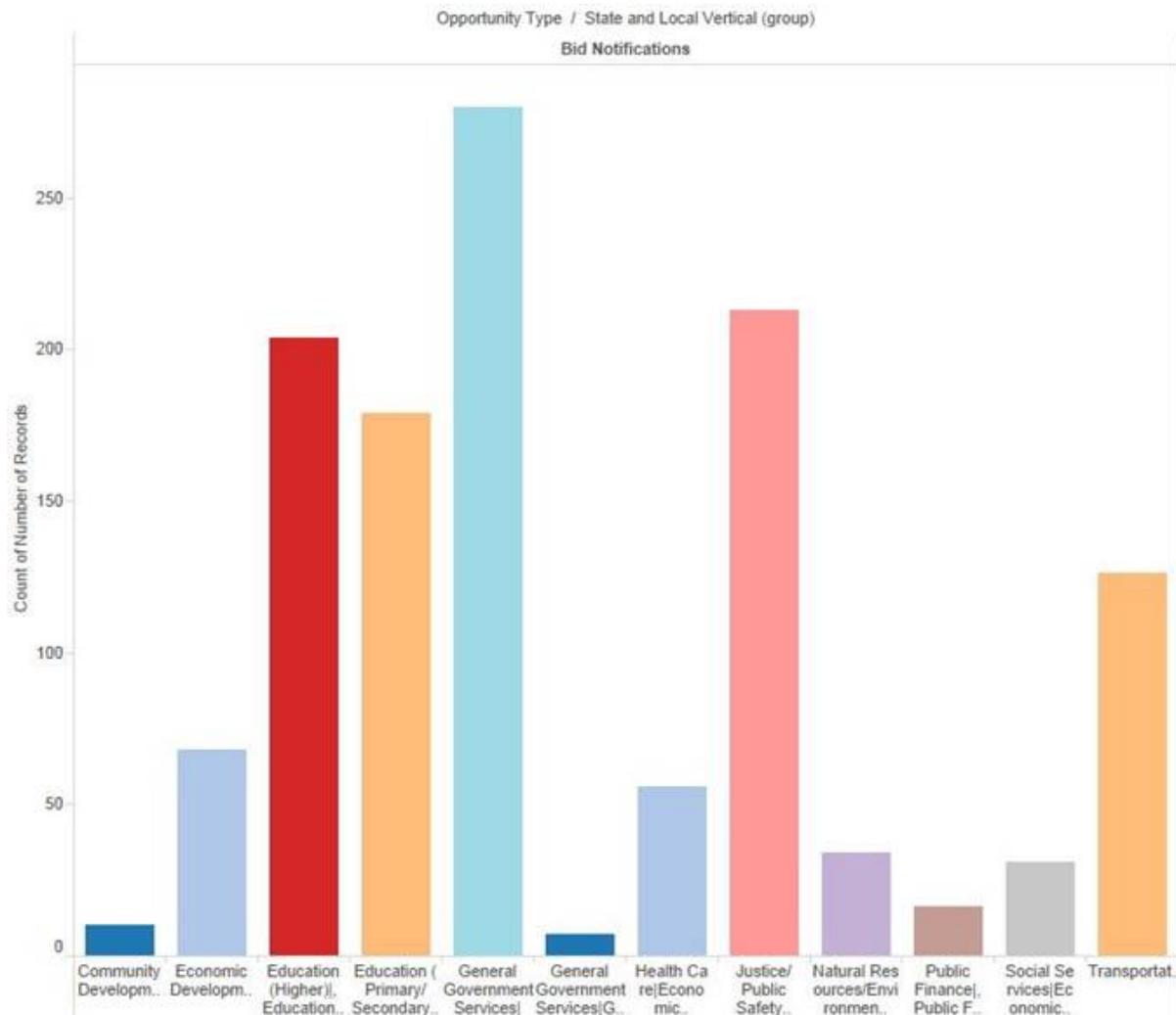
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Along with snow and sleet, the end of 2013 brought a flurry of procurement activity from state and local governments, with 1,226 general government solicitations with IT listed as the primary requirement released across the nation.



As the above word cloud of solicitation titles demonstrates, this month's batch of bids has a decidedly professional services flavor, with "services," "management," "maintenance" and "support" all featured prominently.

Nearly one-quarter of the total bids released came out of four states: California, Texas, New York and North Carolina. Meanwhile, 10 states were responsible for more than half (700) of the total bids released in December. Six of those states (New York, North Carolina, Virginia, Florida, Massachusetts and Maryland) are located on the Eastern seaboard of the United States, which is typically where procurement activity is the heaviest.



Nearly 300 of the 1,200 solicitations released in December were tagged primarily or partially with the general government vertical designation, while the K-12 and higher education verticals both churned out nearly 200 solicitations each. More than 200 of the bids released under the general government vertical had justice/public safety components, while another 126 had transportation-related requirements.

Tracked Opportunity Coverage

Massachusetts is seeking to establish a new contract **for IT professional services for both solution providers and technical specialists**. Previously, these services were split up into two separate contracts, but high-level state IT policymakers have decided on a consolidated approach for this iteration. The state estimates the total value of this contract will approach \$100 million.

The Massachusetts Executive Office of Environmental Affairs is also purchasing an **enterprise information system** that will promote online collaboration and information sharing among EEA agencies, regulated businesses and individuals, environmental stakeholders, and the public.

Vendors involved in ERP saw some solicitation releases from major government entities this month. **Harris County, Texas, released a solicitation** for a needs assessment to replace its current ERP solution for finance, human resources, payroll and procurement. The incumbent vendor is SunGard Public Sector. The Illinois State Toll Highway Authority is looking for a vendor to **install and implement an ERP system** as well as provide independent verification and validation services.

The telecommunications field also saw some significant activity. The Texas Department of Information Resources released a major solicitation for **data communications and networking equipment and related services**. Given the size and scope of the project, Deltek believes this may wind up having an eight-figure contract value, with the current estimated value of \$400 million over the lifetime of the contract. Additionally, North Carolina is setting up the latest iteration of its contract for **telephony premise equipment and maintenance**. The state currently has nine incumbent vendors under contract for these services: Avaya, NWN

Corporation, Nu-Vision Technologies, CenturyLink, Siemens AG, Toshiba Corporation, Brightstar Partners, Centrex and Bunn Communications.

Procurement News and Analysis

New Mexico passed a law [requiring all state and local governments](#) to proactively provide contact information for their chief procurement officers by January 2014. In addition, the law requires all procurement officials to undergo state certification and training by 2015.

In a move that caught many by surprise, the chief information officer for Cook County, Ill., [resigned on December 19, citing personal reasons](#). The post remains vacant and county officials are scrambling to find a replacement candidate to oversee IT policy for 2014.

New York State Governor Andrew Cuomo liked New York City Mayor Michael Bloomberg's top technology aide so much, he hired her to his own staff. [Rachel Haot will serve as Governor Cuomo's deputy secretary of technology](#) and will help oversee the newly created Office of Information Technology Services, which has been undergoing a large-scale [IT transformation](#) effort over the past three years. On a related note, the Office of Information Technology Services appointed Mahesh Nattanmai as executive deputy chief information officer. Nattanmai starts his post on January 23 and will oversee operations for major IT services and strategic planning initiatives.

Anyone who has picked up a copy of the Washington Post or New York Times over the past few months is likely familiar with the scandal that has enveloped Governor Chris Christie and the New York/New Jersey Port Authority as details have emerged regarding the intentional closing of bridge lanes as a form of political payback. I posted a blog in December discussing the authority's history of transparency scandals and [my attempts to get the authority to release information related to an award made for a transparency website](#).

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