IT Consulting Program Overview

Generating Success through Collaboration with OMNIA Partners
Today’s Speakers

**OMNIA Partners**

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**UC Procurement**

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Today’s Agenda

• Background: UC & OMNIA Partners LAMP Program
• UC RFP process and outcomes
• How to use Systemwide IT Consulting Contracts
• Next steps
• Q&A
Background
UC as a Lead Agency

BUYING POWER
10 campuses, 5 medical centers, and 3 national laboratories represent $3B+ in annual spend – buying power with a national influence

SOURCING INNOVATION
Best-in-class sourcing team with a robust methodology and investments in technology to meet growing needs and yield the best possible awarded contracts

FORWARD THINKING
On the leading edge of public procurement, giving suppliers a head start on being able to support key initiatives nationwide

UC MISSION & CORE VALUES
Leadership in sustainability, diversity, and local initiatives, which is appealing and transferable to other public entities
Support UC’s fundamental missions of teaching, research, and public service by:

- Providing funding for supply-chain programs that serve the entire UC
- Offering the opportunity for other public sector organizations without the scale and funding of UC to take advantage of our resources
- Validating the quality, ethics, and compliance with public sector standards of UC strategic sourcing

Promote core UC values nationwide by focusing on diverse, local, and sustainable Suppliers

Position UC team as best in class leaders in public procurement

Increase efficiencies throughout UC Procurement through centralized purchasing & tail spend management
RFP Process & Objectives
# Development and Strategy

## Project Goals

**Address Current Issues for Consulting Services**

- **Low Value Contracting Process**
  - Budget holders get frustrated and try to do sourcing works themselves
  - Campuses have different rates for the same services, creating campus equity issues
  - Team spends time negotiating contracts when they could have used a system-wide contract

- **Lack of Collaboration**
  - Campuses do not have a defined setting or structure to share past learnings and see if others have had the same issues with suppliers

## Outcomes (November 2023)

- Creation of strategic, good value contracts that encompass 6 key areas, in a clearly defined scope of work
- Competitively bid RFP that resulted in 12 systemwide contracts with an initial 3-year agreement with defined rates that can be used for up to 10 years.
- Collaboration amongst procurement, CIOs, CTOs, CISOs and other IT personnel to fully understand their requirements and needs for future projects
- Capture of OMNIA revenue, and additional incentives that benefit our campuses and students
- Establishment of a “Collaborative Culture” with each supplier to create an environment where SOWs and projects are able to be shared amongst different campuses
- Establishment of Annual Business Reviews with highest value suppliers

### Key Supplier Awards and Sub-contracting

- Multi-award RFP to capture small, diverse spend suppliers and foster inclusion for smaller, specialty firms that not only provide niche services, but also satisfy our supplier diversity goals
# RFP Overview

## Snapshot of Proposals

### Core Competencies In Scope

1. Software Planning and Implementations: Oracle, Concur, and others
2. On-Going Support for Software, Services
3. IT Security
4. Infrastructure and Hosting
5. Data/Analytics
6. Assessments and Planning

### Supplier Name | Contact Name | Live in Cal/Source
--- | --- | ---
*Benmar Group, LLC | Sabu Varghese - sabu@benmargroup.com, Ravi Natarajan - m.natarajan@unimindss.com | Yes
*Accenture | Kung, Janet - janet.kung@accenture.com, Johnson, Dawn - dawn.b.johnson@accenture.com | Yes
*Deloitte | Mathew, Roy - rmathew@deloitte.com, de Leon, Michael - mdeleon@deloitte.com | Yes
*Kyndryl | Joe Briggs III - JBriggs.Iii@kyndryl.com, Richard Cassell - Richard.Cassell@kyndryl.com | No
*Huron Consulting Group | Nate Haines - nhaines@huronconsultinggroup.com, Mark Cianca - mcianca@hcg.com | No
*Slalom | Bob Krueger - bkrueger@slalom.com, Cecilia Allen - cecilia.allen@slalom.com | Yes
EY | Keith Russ - keith.russ@ey.com, Graciela Chaluleu - Graciela.Chaluleu1@ey.com | No
Guidehouse | Joseph Glackin - jglackin@guidehouse.com, Callie Seymour - cseymour@guidehouse.com | No
Presidio Networked Solutions | Fooks, Jason - fooks@presidio.com, Ornelas, Dan - DOrnelas@presidio.com | No
Slower Inc. | Tom White - tom@slower.ai, Rikin Shah - rikin@slower.ai | Yes
KPMG | Cullum, Stuart R - scullum@kpmg.com, Schwartz, Liam - liamschwartz@KPMG.com | No
Optiv Security | Terrence Clark – Terrence.Clark@optiv.com | No

Awarded 12 systemwide agreements to the above suppliers for the scope listed to the left.

### Timeline for Contract Negotiation

| Live Contract | Completed March 2024 | Huron |
| To Be Complete Spring/Summer 2024 | Presidio, Guidehouse, EY, KPMG, Optiv, Kyndryl | Presidio Networked Solutions |
Awarded Suppliers and How to Use IT Consulting Contracts
Awarded Suppliers: IT Consulting

**Contracts Available in CalUSource**

Deloitte.
Contract #2023003897
Incumbent supplier, with 6 core competencies within scope.
Defined Rate Card

slalom
Contract #2024004018
Incumbent supplier, with 6 core competencies within scope.
Defined Rate Card

slower
Contract #2024004025
Incumbent supplier, with 6 core competencies within scope.
Defined Rate Card

BENMAR GROUP
Contract #2023003892
Incumbent and Small/Diverse supplier, with 4 core competencies within scope.
Defined Rate Card

accenture
Contract #2024004017
Newer IT supplier, with high scores from evaluation. 6 core competencies within scope.
Defined Rate Card

HURON
(NOT LIVE) Contract #2024004019
Incumbent supplier, with 6 core competencies within scope.
Defined Rate Card

Slower is not an OMNIA supplier
Additional Contract Value

**Defined Rates**
Defined rates for engagements compared to previous Statements of Work (SOW)
Additionally, contracts contain SOW templates as a resource for transparency

**Less Risk**
Terms and conditions aligned with UC needs, including:
GDPR requirements, BAA, HIPPA and P3 or P4 data inclusion in contracts

**Speed**
No further competitive bidding is needed. UC locations just choose which firm they would like to use on a project, and move forward with the engagement.
(although if it is a major project, procurement recommends reaching out to a few of our awarded firms)

**Flexibility**
12 supplier contracts awarded for several options to select for consulting engagements
Next Steps:

1. **Contact Your Local Procurement:**
   - [Campus Procurement Sites](#)

2. **Access CalUSource Direct:**
   - [CalUSource](#)

3. **Contact UCOP Procurement Services:**
   - hilary.Steinman@ucop.edu

4. **Learn about other available LAMP contracts:**
   - [LAMP Landing Page](#)
Questions?