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UNIVERSITY OF CALIFORNIA

IT Consulting Program Overview

Generating Success through Collaboration with OMNIA Partners

Bill Allison (UCB)

Matthew Klaas (UCD Health)

Van Williams (UCOP/Systemwide)

Aisha Jackson & Melanie Douglas (UCSC)

Molly Greek & Kari Robertson (UCOP)

Lucy Avetisyan (UCLA)

Brian DeMeulle (UCSD)

Matthew Gunkel (UCR)

Amanda Marks (UCOP)

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THANK YOU!
THANK YOU!

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

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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

LAMP Objectives

- 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

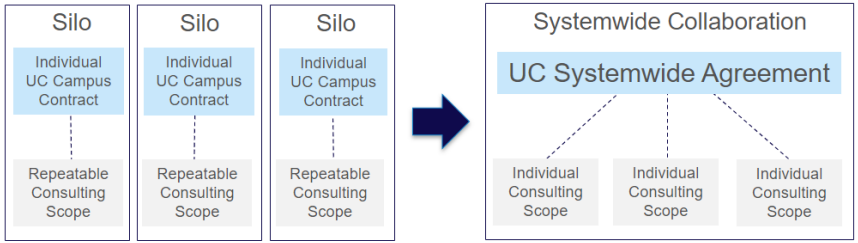
RFP Process & Objectives

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



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

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

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

Timeline for Contract Negotation

Live Contract	Deloitte, Benmar, Slower, Accenture, Slalom
Completed March 2024	Huron
To Be Complete Spring/Summer 2024	Presidio, Guidehouse, EY, KPMG, Optiv, Kyndryl

Results

Supplier Name	Contact Name	Live in CalUSource
***Benmar Group, LLC**	Sabu Varghese - sabu@benmargroup.com Ravi Natarajan - rnatarajan@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 - Joe.Briggs.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 - bob.krueger@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 - jfooks@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.

Diverse/SBE Subcontracting Program

Diverse and/or SBE supplier

*** OMNIA Partner**

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 is not an OMNIA supplier

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 in scope.
Defined Rate Card

HURON

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

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.

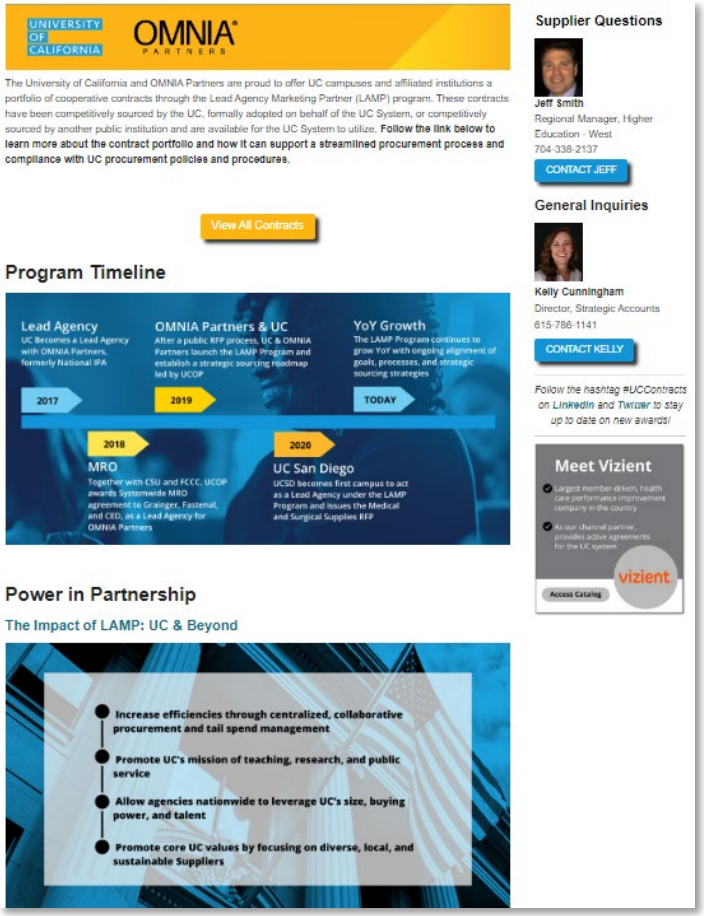
(although if it is a major project, procurement recommends reaching out to a few of our awarded firms)

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?