

OMNIA[®]
PARTNERS

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)

Kathleen Donohue (UCOP)

Tomek Kuszec (OMNIA Partners)

**THANK YOU!
THANK YOU!**



Today's Speakers

OMNIA Partners



Jeff Smith

Regional Manager, Higher Education

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704-338-2137

UC Procurement



Hilary Steinman

Senior Category Manager

Hilary.Steinman@ucop.edu

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

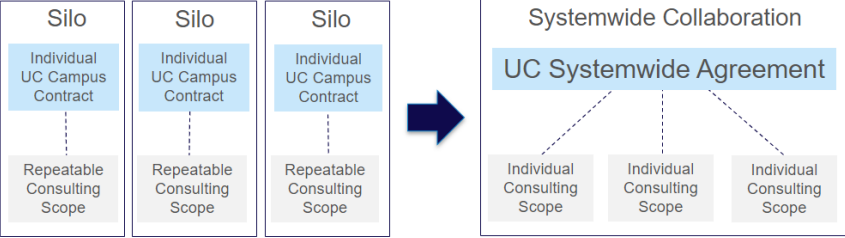
LAMP Objectives

- ❖ 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	Outcomes (November 2023)
<p>Address Current Issues for Consulting Services</p> <ul style="list-style-type: none">• Low Value Contracting Process<ul style="list-style-type: none">▪ 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<ul style="list-style-type: none">▪ Campuses do not have a defined setting or structure to share past learnings and see if others have had the same issues with suppliers  <p>Key Supplier Awards and Sub-contracting</p> <p>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</p>	<ul style="list-style-type: none">• 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		Results																																									
<p style="text-align: center;">Core Competencies In Scope</p> <ol style="list-style-type: none"> Software Planning and Implementations: Oracle, Concur, and others On-Going Support for Software, Services IT Security Infrastructure and Hosting Data/Analytics Assessments and Planning 		<table border="1"> <thead> <tr> <th>Supplier Name</th> <th>Contact Name</th> <th>Live in CalUSource</th> </tr> </thead> <tbody> <tr> <td>*Benmar Group, LLC</td> <td>Sabu Varghese - sabu@benmargroup.com Ravi Natarajan - rnatarajan@unimindss.com</td> <td>Yes</td> </tr> <tr> <td>*Accenture</td> <td>Kung, Janet - janet.kung@accenture.com Johnson, Dawn - dawn.b.johnson@accenture.com</td> <td>Yes</td> </tr> <tr> <td>*Deloitte</td> <td>Mathew, Roy - rmathew@deloitte.com de Leon, Michael - mdeleon@deloitte.com</td> <td>Yes</td> </tr> <tr> <td>*Kyndryl</td> <td>Joe Briggs III - Joe.Briggs.III@kyndryl.com Richard Cassell - Richard.Cassell@kyndryl.com</td> <td>No</td> </tr> <tr> <td>*Huron Consulting Group</td> <td>Nate Haines - nhaines@huronconsultinggroup.com Mark Cianca - mcianca@hcg.com</td> <td>No</td> </tr> <tr> <td>*Slalom</td> <td>Bob Krueger - bob.krueger@slalom.com Cecilia Allen - cecilia.allen@slalom.com</td> <td>Yes</td> </tr> <tr> <td>EY</td> <td>Keith Russ - keith.russ@ey.com Graciela Chaluleu - Graciela.Chaluleu1@ey.com</td> <td>No</td> </tr> <tr> <td>Guidehouse</td> <td>Joseph Glackin - jglackin@guidehouse.com Callie Seymour - cseymour@guidehouse.com</td> <td>No</td> </tr> <tr> <td>Presidio Networked Solutions</td> <td>Fooks, Jason - jfooks@presidio.com Ornelas, Dan - DOrnelas@presidio.com</td> <td>No</td> </tr> <tr> <td>Slower Inc.</td> <td>tom white - tom@slower.ai rikin shah - rikin@slower.ai</td> <td>Yes</td> </tr> <tr> <td>KPMG</td> <td>Cullum, Stuart R - scullum@kpmg.com Schwartz, Liam - liamschwartz@KPMG.com</td> <td>No</td> </tr> <tr> <td>Optiv Security</td> <td>Terrence Clark - Terrence.Clark@optiv.com</td> <td>No</td> </tr> </tbody> </table>			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
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Diverse/SBE
Subcontracting Program



Diverse and/or
SBE supplier

* OMNIA Partner

A woman with curly hair is smiling and looking to the left. The image is overlaid with a blue tint and several large, semi-transparent geometric shapes (triangles and polygons) in various shades of blue. The text is centered in a bold, yellow font.

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](#)

The screenshot displays the OMNIA Partners website interface. At the top, the University of California and OMNIA Partners logos are visible. A navigation bar includes a 'View All Contracts' button. The main content area features a 'Program Timeline' section with a horizontal arrow indicating the years 2017, 2018, 2019, 2020, and TODAY. Key milestones are highlighted for 2018 (MRO) and 2020 (UC San Diego). To the right, there are contact cards for Jeff Smith and Kelly Cunningham, each with a 'CONTACT' button. Below the timeline, a 'Power in Partnership' section lists the impact of LAMP. On the far right, a 'Supplier Questions' section is partially visible.

UNIVERSITY OF CALIFORNIA **OMNIA PARTNERS**

The University of California and OMNIA Partners are proud to offer UC campuses and affiliated institutions a portfolio of cooperative contracts through the Lead Agency Marketing Partner (LAMP) program. These contracts have been competitively sourced by the UC, formally adopted on behalf of the UC System, or competitively sourced by another public institution and are available for the UC System to utilize. **Follow the link below to learn more about the contract portfolio and how it can support a streamlined procurement process and compliance with UC procurement policies and procedures.**

[View All Contracts](#)

Program Timeline

Year	Event
2017	UCOP becomes a Lead Agency with OMNIA Partners, formerly National IPA
2018	MRO: Together with CEU and PECC, UCOP awards Systemwide MRO agreement to Granger, Fastenal, and CED, as a Lead Agency for OMNIA Partners
2019	OMNIA Partners & UC: After a public RFP process, UC & OMNIA Partners launch the LAMP program and establish a strategic sourcing roadmap led by UCOP
2020	UC San Diego: UCSD becomes first campus to act as a Lead Agency under the LAMP Program and issues the Medical and Surgical Supplies RFP
TODAY	YoY Growth: The LAMP Program continues to grow top with ongoing alignment of goals, processes, and strategic sourcing strategies

Supplier Questions

Jeff Smith
Regional Manager, Higher Education - West
704-338-2137
[CONTACT JEFF](#)

General Inquiries

Kelly Cunningham
Director, Strategic Accounts
615-786-1141
[CONTACT KELLY](#)

Follow the hashtag #UCContracts on LinkedIn and Twitter to stay up to date on new awards!

Meet Vizient

- ✓ Largest member driven, health care performance improvement center in the country
- ✓ As our channel partner, provides active agreements for the UC system

[Access Catalog](#) **vizient**

Power in Partnership

The Impact of LAMP: UC & Beyond

- Increase efficiencies through centralized, collaborative procurement and total spend management
- Promote UC's mission of teaching, research, and public service
- Allow agencies nationwide to leverage UC's size, buying power, and talent
- Promote core UC values by focusing on diverse, local, and sustainable Suppliers

A photograph of a man in a dark suit and glasses standing at the front of a classroom. He is smiling and looking towards the students. Several students in the foreground have their hands raised, indicating they want to ask a question or participate. The classroom has a whiteboard and a desk with a laptop in the background. The image has a blue color cast and a yellow horizontal band across the middle.

Questions?