

Statewide Enterprise Buy Program

What is the Statewide Enterprise Buy Program?

The program was created to leverage the combined taxpayer-funded buying power for state standards-based desktops, notebooks, LAN/WAN equipment, and servers. Pricing is negotiated at the manufacturer level and offered through authorized resellers based in Ohio or that have a significant presence in Ohio.

Why did the state of Ohio create the program?

The Department of Administrative Services recognized that there was significant buying power in the aggregated purchasing volume of state agencies that was not being realized because each agency purchased equipment on its own. This was also the case for local government and educational entities.

What are the benefits of the program?

Because the state is driving higher overall volumes, we are able to get more powerful equipment with longer warranties for less money. Yet every participant pays the same price for a single item purchase as an organization buying thousands of devices.

Through the combined buying power of state agencies, Ohio has achieved savings of between 10% and 25% across standards, brands, and models over previous state pricing benchmarks. Ohio's savings have even exceeded national benchmarks such as those set by the Western States Competitive Alliance (WSCA). The savings are passed on to any co-op eligible entity.

Another much-appreciated benefit of the program is the simplified shopping and procurement process, which saves agencies time during the procurement cycle.

Who can use the Statewide Enterprise Buy Program?

State agencies and any entity that is eligible for the Ohio Co-operative Purchasing Program and that completed the application process can buy through the program.

Is this a true competitive bid?

The program is competitively bid and negotiated at the manufacturer level and prices are set for the resellers. State agencies can procure from the program with a single quote from a single authorized reseller and are not required to obtain multiple quotes. For non-state agencies this process may not meet local regulations for a competitive bid. If your local laws require a competitive process, you may need to obtain multiple quotes.

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How can I find out more information or talk to someone about this program?

You can get more information by going to one of the following Web sites or sending an e-mail.

Statewide Enterprise Buy Program Web site:

<http://das.ohio.gov/Divisions/InformationTechnology/StatewideEnterpriseBuys.aspx>

State of Ohio Co-operative Purchasing Process:

<http://das.ohio.gov/CooperativePurchasing>

State of Ohio IT Standards:

<http://das.ohio.gov/Divisions/InformationTechnology/StateofOhioITStandards.aspx>

State of Ohio IT Standards Manager e-mail address:

State.ITStandards.Manager@oit.ohio.gov