

How To Become a DIR Vendor

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Transforming How
Texas Government
Serves Texans


Texas Department of Information Resources

Introduction of Speaker



Lynn Hodde, Director
HUB Outreach &
Training

- Joined DIR in August 2013
- Responsible for HUB Compliance for DIR and DIR Customers
- Over 24 years of state service with the General Services Commission (GSC), Texas Building and Procurement Commission (TBPC), Texas Department of Agriculture (TDA), Texas Comptroller of Public Accounts (CPA), The University of Texas at Austin, The University of Texas System, and Texas A&M University



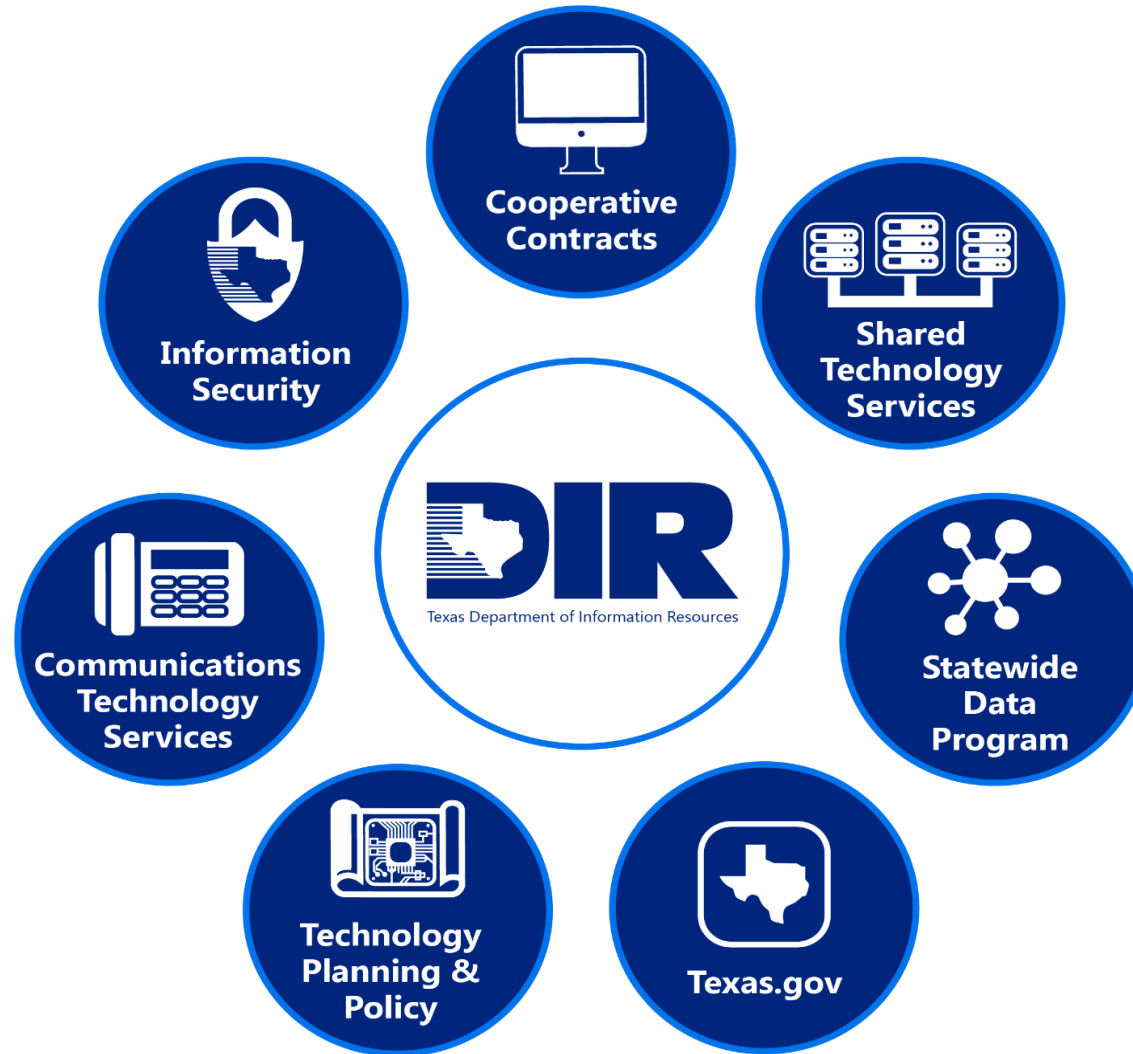
The mission of the Texas Department of Information Resources is to **serve** Texas government by leading the state's technology **strategy, protecting** state technology **infrastructure**, and offering **innovative and cost-effective** solutions for all levels of government.

How to Become a DIR Vendor

DIR Services and Solutions



Texas Department of Information Resources Overview



Cooperative Contracts Program



Cooperative Contracts Products

- Computers
- Software
- Networking Equipment
- Printers & Copiers
- Surveillance Cameras
- Data Storage
- Digital Photography
- Accessibility Products
- Projectors
- Security Products
- Videoconferencing Equipment
- Classroom Interactive Products
- Body Cameras
- Drones
- Disaster Recovery Products
- IT Land Based Survey Products
- GIS Products



Cooperative Contracts Services

- IT Staffing Services
- Technology Based Training
- End-User IT Outsourcing (Seat Management)
- Managed Document Output
- Deliverables Based IT Services (DBITS)
- IT Security Services
- Comprehensive Web Development
- Cloud Managed Services
- Cabling Services
- GIS Mapping Services
- Break/Fix Services
- Telecommunications Products and Related Services:
 - Network and Communications
 - Video Conferencing
 - Web Conferencing
 - Interpreter Services – over the phone and video



IT Staffing

Information Technology Staffing Augmentation Contracts (ITSAC) provide for temporary IT Staffing services

- Internships
- Applications/Software Development
- Data/Database Administration
- Web Development
- Quality Assurance (QA) and Testing
- Networking/ Telecommunications
- Security
- Project Management
- Technical Services, Help Desk and Operations
- IT Services Management (ITSM) Operations
- IT Marketing
- IT Contracting and Procurement



Deliverables Based IT Services (DBITS)

DBITS contracts provide deliverables-based, outsourced systems integration or application development projects

- Application Development
- Application Maintenance and Support
- Business Intelligence (BI) and Data Warehouse
- Enterprise Resource Planning (ERP)
- Independent Verification and Validation (IV&V)
- Information Technology Assessments and Planning
- Project Management
- Technology Upgrade/Migration and Transformation
- IT Procurement Assistance



DIR Shared Technology Services (STS)



DIR Shared Technology Services Model

State Agency

State Agency

Local
Government

K - 12
Education

Higher
Education

Multi-sourcing Services Integrator (MSI)

- Marketplace
- Service Management
- Business Management
- Operations Management
- Customer Relationship Management

Data Center Services

- Texas Private Cloud
- Public Cloud Manager
- Mainframe Services
- Technology Solution Services
- Print, Mail, & Digitization

Texas.gov

- Constituent Payment Portal
- Texas by Texas Digital Assistant
- Identity Solutions

Managed Security Services

- Device Monitoring
- Incident Response
- Assessments

Open Data Portal

- Official State Repository of Publicly Available Electronic Data



DIR Shared Technology Services: Data Center Services

Multi-sourcing Services Integrator (MSI) - Capgemini

- Marketplace
- Service Management
- Business Management
- Operations Management
- Customer Relationship Management

- Privileged Access
- Policies & Standards

DCS Security Operations SAIC

- Active Threat Identification
- Security Incident and Event Management

- Technology Planning
- Reference Architecture

Technology Solution Services (TSS) Deloitte

- Solution Consulting
- Project Delivery

Application Services Deloitte

- Application Development
- Application Maintenance
- Legacy Modernization
- Staff Augmentation

Private Cloud Atos

- Managed Server Compute
- Managed LAN/WAN
- Data Center Facilities

Public Cloud Manager Rackspace

- AWS, Azure, Google
- Managed Cloud Services
- Email O365
- Geographic Information Systems

Mainframe Atos

- Managed Mainframe Services

Print Mail Xerox

- Managed Print & Mail
- Digitization
- Document Management System



DIR Shared Technology Services: Texas.gov

Multi-sourcing Services Integrator (MSI) - Capgemini

- Marketplace
- Service Management
- Business Management
- Operations Management
- Customer Relationship Management

Texas.gov Services Deloitte

- Constituent Payment Portal
- Texas by Texas Digital Assistant
- Identity Solutions
- Statewide Internet Portal
- Marketing & Advertising



Texas.gov Payment Texas NIC

- Payment Processing
- PCI Compliance
- State Accounting System Integration

DIR Shared Technology Services: Managed Security Services

Multi-sourcing Services Integrator (MSI) - Capgemini

- Marketplace
- Service Management
- Business Management
- Operations Management
- Customer Relationship Management

Security Monitoring & Device Management AT&T

- End Point Device Management
- Intrusion Detection/Prevention
- Malware Detection/Prevention
- Managed Firewalls
- Security Operations Centers

Incident Response AT&T

- Incident Response and Resolution
- Digital Forensics
- Response Preparedness

Compliance & Risk AT&T

- Controlled Penetration Testing
- Vulnerability Assessments
- Security Risk Assessments
- Web Application Vulnerability Scanning













DIR Shared Technology Services: Open Data Portal

Multi-sourcing Services Integrator (MSI) - Capgemini

- Marketplace
- Service Management
- Business Management
- Operations Management
- Customer Relationship Management

Open Data Portal Socrata

- Official State Repository of Publicly Available Electronic Data
- Self-Service Data Consumption
- Automated Data Updates

 Permits & Licensing Data on Permitting and Licensing in Texas	 Recreation Find information on recreation in Texas	 Business & Economy Economic and business data in Texas	 Government & Taxes Explore the information on the government and how taxes are spent
 Social Services Social service data for Texas citizens	 Transportation Transportation data for Texas	 Agriculture Agriculture, food and nutrition data for Texas	 Veteran Veteran data for Texas Veterans
 Education Education data for Texas	 Public Safety Public safety data for Texas	 Energy and Environment Energy and environmental data in Texas	 Public Reports and Maps Explore copies of previously published Texas reports and/or maps

Communications Technology Services

DIR provides a wide variety of telecommunications services to eligible customers throughout the State.

Telecom serves DIR customers in three (3) ways:

- **Capitol Complex Telephone System (CCTS)** designed for agencies in the Capitol Complex
- **Texas Agency Network (TEX-AN)** including Voice (local and long distance) and Data offerings (internet services)
- Other Telecom Services including Wireless, Conferencing, and Managed Services



Telecommunication Services

Other Telecom Services

Wireless Services

- Mobile satellite voice equipment (satellite phones);
- Pagers;
- Wireless equipment (cellphones, smartphones, accessories, wireless air cards, etc.); and
- Wireless voice and data services.

Conferencing Services

- Audio Conferencing;
- Video Conferencing;
- Web Conferencing; and,
- Webcasting.

Managed Services:

- Management of call-processing architecture;
- Call Center or Contact Center Services;
- IVR/Auto-Attendant;
- Phone Systems Management (PBX, key system, etc.) or Integration;
- Network Optimization; and
- Management of Voice and/or Data Networks.



Eligible DIR Customers

Texas State Agencies and Institutions of Higher Ed (183)

Local Government (6200+)

- Cities
- Counties
- Public School Districts
- Municipalities
- Junior College Districts
- Special Purpose Districts

Other Organizations

- Assistance Organizations
- Electric Reliability Council of Texas (ERCOT)
- Lower Colorado River Authority (LCRA)
- Private Schools
- Private or Independent Institutions of Higher Education
- Volunteer Fire Department
- Public entities outside Texas
- Public Safety Entities
- Hospitals



Contracting Process

- DIR competitively bids all contracts.
- DIR establishes Statewide Master contracts with vendors for products or services when sufficient customer demand exists.
- DIR posts request for offers (RFOs) on the Electronic State Business Daily (ESBD).
- RFOs are generally posted for 30 days.
- Many contracts include multiple awards.
- Contracts are awarded for a specified term.

Information for Vendors

News | Career Opportunities | Calendar | [Sign in to My DIR](#)

DIR

[Skip to Content](#) | [All Contracts & Services](#) | [Resources](#) | **Information for Vendors** | [About DIR](#) | [Contact DIR](#)

Texas Department of Information Resources

Can't find what you're looking for? [Contact DIR](#)

Home / Information For Vendors



Information For Vendors



General Information for Vendors

Discover the benefits of being a DIR vendor, what's required, and who you'll reach.

How to Become a DIR Vendor

Learn the processes for becoming a DIR vendor and how contracts are established and awarded.

HUB

Learn about DIR's HUB program, HUB certification, HUB subcontracting plans, Economic Opportunity Forms, and more.

Current Contracting Initiatives

See current solicitations in the planning, evaluation, negotiation, and recently awarded stages.



Current Contracting Initiatives

The screenshot shows the top navigation bar of the DIR website. It includes the DIR logo on the left, and links for News, Career Opportunities, Calendar, and Sign in to My DIR on the right. Below this is a secondary navigation bar with links for Skip to Content, All Contracts & Services, Resources, Information for Vendors, About DIR, and Contact DIR. A search bar is located below the navigation, with the text "Texas Department of Information Resources" on the left and "Search DIR..." in the input field. To the right of the search bar is a magnifying glass icon and a "Contact DIR" button. Below the search bar is a breadcrumb trail: Home / Information For Vendors / Current Contracting Initiatives.

Current Contracting Initiatives

Managed Print Services, Copiers, Printers, 3D and Scanning Equipment and Related Services, Document Imaging, Enterprise Content Management

State Agency Consolidated Purchase of Salesforce.com Branded Products and Related Services

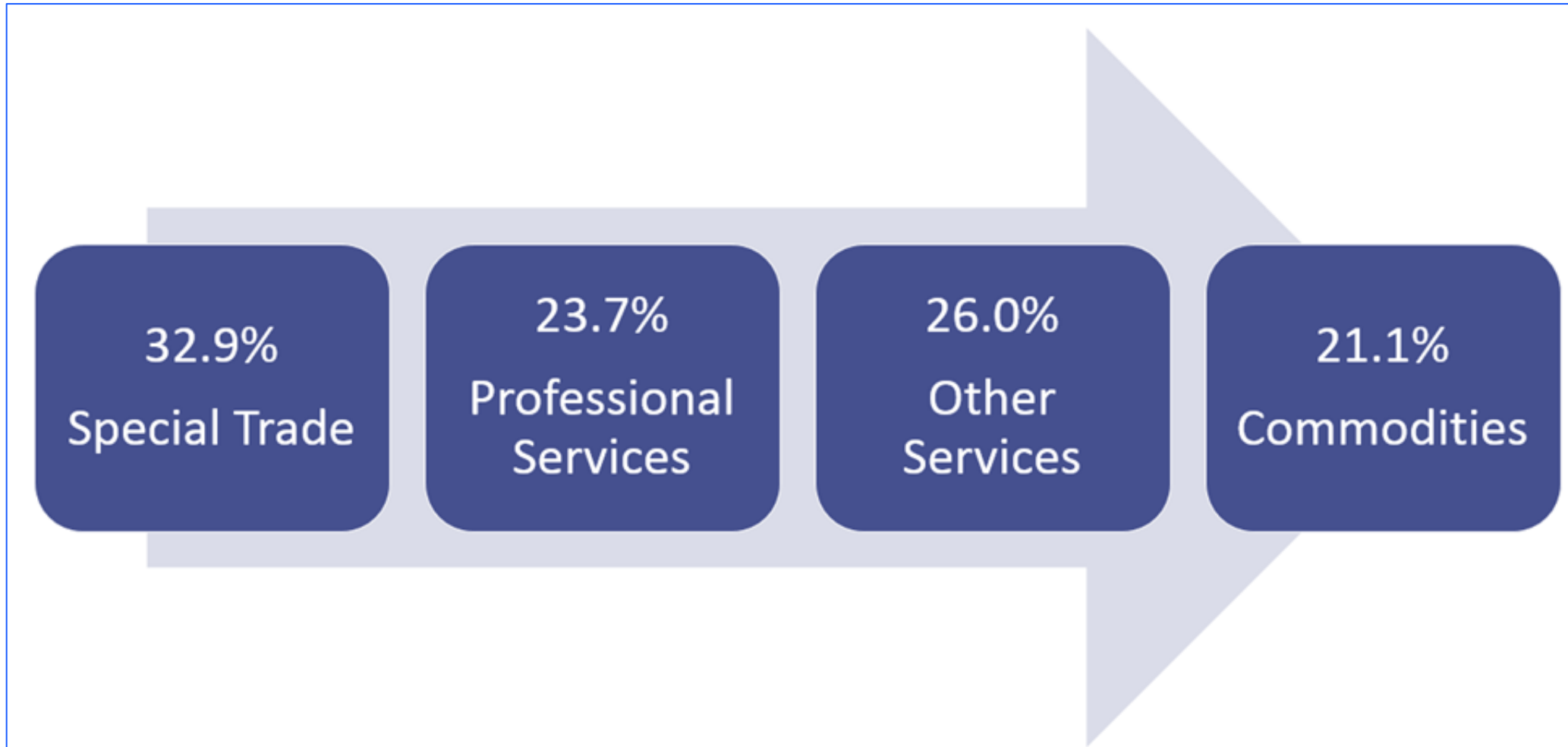
Current Contracting Initiatives

The awarding of DIR contracts consists of five phases:

- Planning Phase – check in often to see upcoming requests for Solicitations
- Notices - Click on the posting number
- Posting Phase – active Solicitation postings with due dates
- Evaluation Phase – Solicitations closed, vendor proposals under evaluation
- Negotiation Phase – Solicitations closed, selected vendors invited to negotiate
- [Recent Awards](#) – click on the contract number for details



HUB Goals



HUB Resources

HUB Certification

<https://comptroller.texas.gov/purchasing/vendor/registration/>

Centralized Master Bidders List (CMBL)

<https://comptroller.texas.gov/purchasing/vendor/registration/>

Electronic State Business Daily (ESBD)

<http://www.txsmartbuy.com/sp>

HUB Coordinator Contact List

<https://comptroller.texas.gov/purchasing/vendor/hub/resources.php>

HUB Reports

<https://comptroller.texas.gov/purchasing/vendor/hub/reporting.php>

EOF Calendar

<http://www.txsmartbuy.com/eof/index.html>

Get to Know DIR's HUB Team

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Thank You

dir.texas.gov

#DIRisIT

@TexasDIR



Transforming How
Texas Government
Serves Texans

Texas Department of Information Resources