



OSU Teams With the State of Ohio on Personal Computer Standards

In an effort to save time and money on personal computer (PC) purchases, The Ohio State University (OSU) has been working with the State of Ohio (State) to share the same standards for PCs. The project began with an analysis comparing OSU's current PC standards to those the State had recently established. We found that the State had a higher standard and a lower total cost of ownership. In summary, OSU can raise the existing standard to match the State's standard and save OSU approximately \$912k annually.

There are several items that contribute to the annual cost savings; Unit Price, Warranty, and Refresh Rate. OSU spent \$9.8 Million on PC's in Fiscal Year 2010. Based on this volume, OSU will save over \$247k on the unit price by adopting the State's standards. A big difference in the State's standards and the OSU standards is the Warranty. The State has a 4 year next business day warranty included in their price, while OSU has a 3 year warranty. The cost to add the additional 1 year warranty is over \$381k per year. Having a 4 year warranty also adds another benefit; OSU will now refresh our PC's every 4-5 years instead of every 3-4 years. OSU will save 1 full PC refresh over a 12-15 year period or approximately \$283k per year.

In addition, OSU will have representation on the State's Standards committee. The committee meets as needed to discuss potential adjustments to the existing standards and updates the contracts based on any changes that are made. OSU will be a key contributor to the committee and will provide valuable input to ensure OSU's PC needs are met and expressed in the contract.

OSU bought nearly 5,000 standard PC's in Fiscal Year 2010 while the State bought an estimated 10,000. It is also expected that several members from the Inter University Council (IUC) will also join the group and further add to the number of PC's purchased through the contract. When all the volume is combined, it is estimated that more than 20,000 PC's will be purchased through the contract. Combining the volume from several entities provides the added incentive to the manufacturers to keep their pricing competitive while continuing to enhance their quality, service, and delivery models.

This is one of many collaborative efforts between the State and OSU. With the budgets being cut across the State, groups will need to collaborate and combine efforts in order to cut costs and continue to raise quality, service, and delivery expectations.

eStores and Ordering Details

Dell

Dell's new eStores catalog with State of Ohio pricing will go live on Monday August 22nd, 2011. A new contract page will also be posted on August 22nd, 2011 on OSU's Purchasing website within the Contract Book area. The contract page will provide key contact details and key highlights of the new contract.

HP

HP's new eStores catalog with State of Ohio pricing will go live on Monday August 22nd, 2011. A new contract page will also be posted on August 22nd, 2011 on OSU's Purchasing website within the Contract Book area. The contract page will provide key contact details and key highlights of the new contract.

Lenovo

Effective immediately CDW-G will be the supplier of Lenovo PC Standards. CDW-G's eStores catalog is currently being updated and will be available no later than Monday, August 8th, 2011.