

The logo of Austin University of Health Sciences is a circular seal. It features a central shield with a building and a figure. The word "AUSTIN" is written in an arc at the top, and "1839" is at the bottom. The letters "ED" are visible at the bottom left of the seal.

# Small & Minority Business Resources Workshop

“IT Opportunities”

March 26, 2013

5:30pm -7:00pm

One Texas Center

The image features a large, faded, light gray seal of the City of Austin in the background. The seal is circular and contains the text "AUSTIN" at the top and "1839" at the bottom. In the center of the seal is a shield with a building and a figure. The seal is partially obscured by the text.

Stephen Elkins, Chief Information Officer, City of Austin

# **INTRODUCTIONS**

# Agenda

- Introductions
- City of Austin and WBE/MBE
- IT Staff Augmentation
- Future Opportunities
- Market Intelligence
  - General access
  - Solicitations
  - Finding opportunities
- Next Steps
  - On the spot registration
  - Business information verification

Stephen Elkins

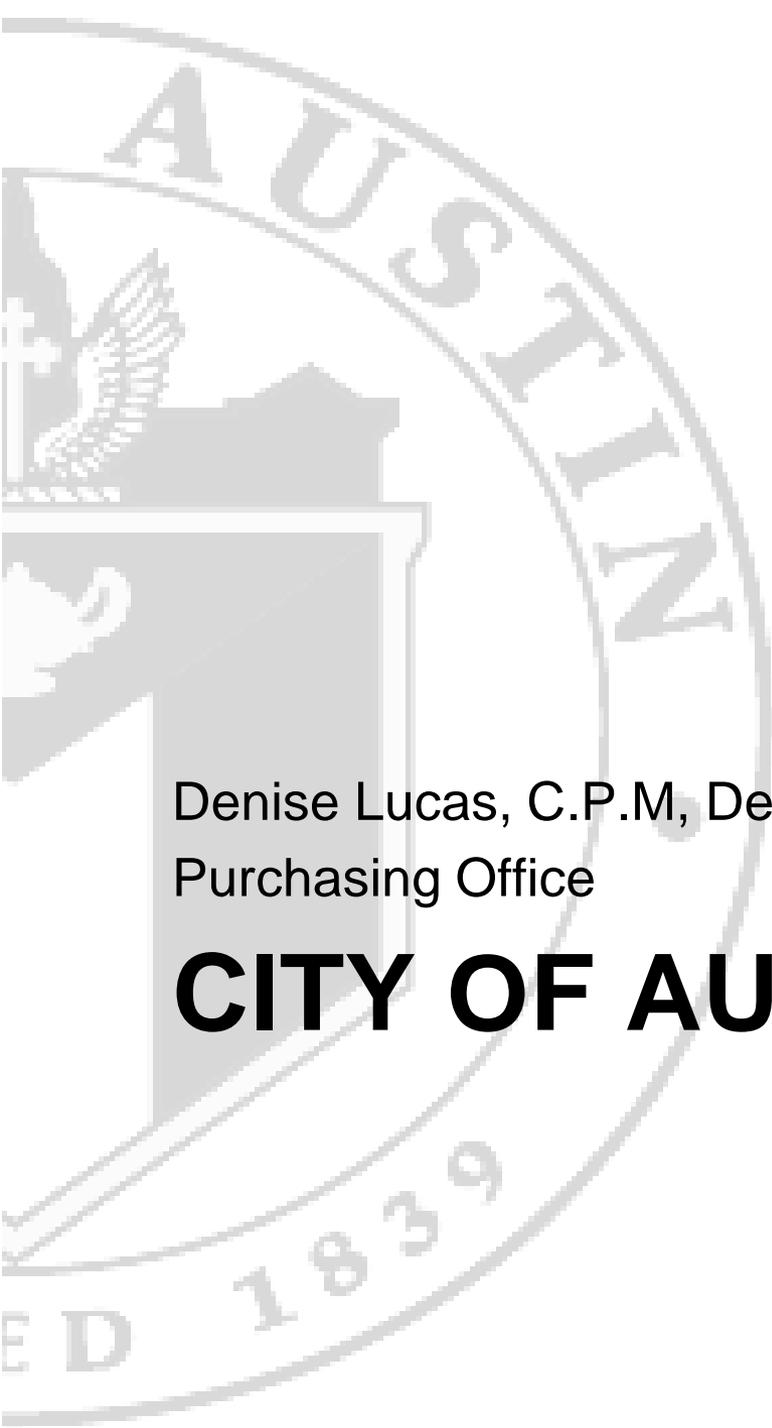
Denise Lucas  
Stephen Elkins

Denise Lucas

Kerrica Laake

Mark Walsh & Chris Owan

All

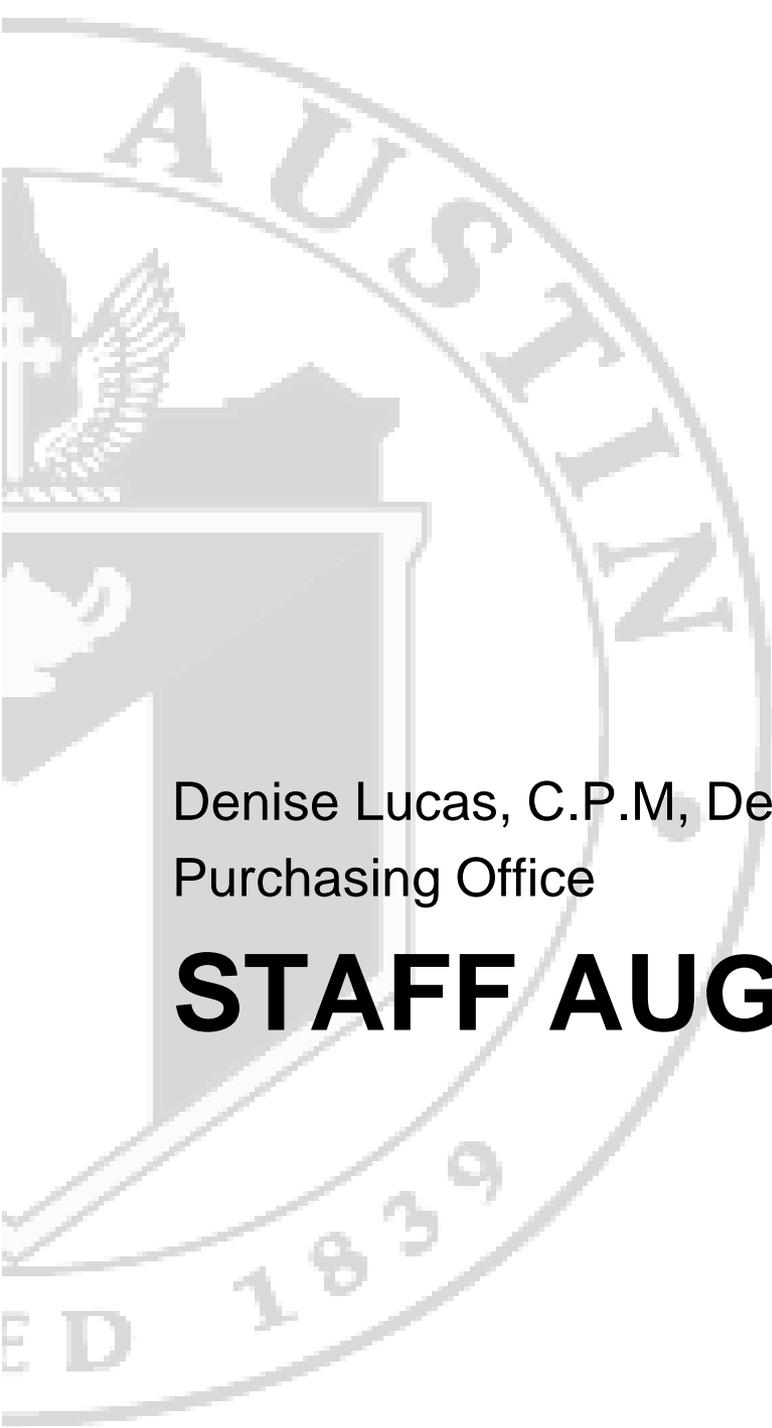
The background features a large, faded circular seal of the City of Austin. The seal contains the text "AUSTIN" at the top and "1839" at the bottom. In the center of the seal is a shield with a building and a figure.

Denise Lucas, C.P.M, Deputy Purchasing Officer,  
Purchasing Office

# **CITY OF AUSTIN & MBE/WBE**

# Progress... more to do...

| <b>M/WBE Participation in DIR Authorization</b>  |   |                                       |
|--|---|---------------------------------------|
|  | <b>Total Contracted<br/>as of 9/25/12</b> | <b>% Contracted<br/>as of 9/25/12</b> |
| <b>Hardware - M/WBE</b>                          | \$ 1,924,311.40                           | 13.65%                                |
| <b>Hardware - Other</b>                          | \$ 12,175,094.24                          | 86.35%                                |
| <b>Hardware - Total</b>                          | \$ 14,099,405.64                          | 100.00%                               |
| <b>Services - M/WBE</b>                          | \$ 2,401,610.25                           | 24.29%                                |
| <b>Services - Other</b>                          | \$ 7,483,594.27                           | 75.71%                                |
| <b>Services - Total</b>                          | \$ 9,885,204.52                           | 100.00%                               |
| <b>Software - M/WBE</b>                          | \$ 1,315,037.20                           | 14.96%                                |
| <b>Software - Other</b>                          | \$ 7,475,275.92                           | 85.04%                                |
| <b>Software - Total</b>                          | \$ 8,790,313.12                           | 100.00%                               |
| <b>Total DIR - M/WBE** (See breakdown below)</b> | \$ 5,640,958.85                           | 17.21%                                |
| <b>Total DIR - Other</b>                         | \$ 27,133,964.43                          | 82.79%                                |
| <b>Total DIR</b>                                 | \$ 32,774,923.28                          | 100.00%                               |
| <b>** M/WBE Breakdown</b>                        |   |                                       |
| <b>Women Owned Business</b>                      | \$ 2,958,915.09                           | 9.03%                                 |
| <b>African American</b>                          | \$ 1,573,964.56                           | 4.80%                                 |
| <b>Asian</b>                                     | \$ 779,759.20                             | 2.38%                                 |
| <b>Hispanic</b>                                  | \$ 86,640.00                              | 0.26%                                 |
| <b>Native American</b>                           | \$ 241,680.00                             | 0.74%                                 |
|  | \$ 5,640,958.85                           | 17.21%                                |



Denise Lucas, C.P.M, Deputy Purchasing Officer,  
Purchasing Office

# **STAFF AUGMENTATION**



Kerrica Laake, Division Manager, Austin Energy

# **FUTURE OPPORTUNITIES**

# Current Staff Aug

- Staffing for both operational and project needs
- Variety of technology skill sets
- Currently staffed: 45
- TBD/In-Flight: 26

# AE Technology Projects

## Business Projects

- Active 19
- In Review 4
- Inactive 31

## IT Operations Projects

- Active 5
- In Review 24

# Project Types

## Business

- Product implementation & enhancement
- Solution (custom – web)
- DW/BI
- Electric Service Delivery
- Customer Care
- Corporate

## Operational

- Storage
- Monitoring
- ITSM
  - process improvement
  - knowledge management
  - service desk
- Infrastructure Upgrades
- Security

# Skill Sets

## Project Manager

- Large-scale enterprise projects
- Knowledge of integration technologies
- Excellent facilitation skills
- Energy experience

## Business Systems Analyst

- Detailed requirements gathering (business & technical)
- Quality process and requirements documentation
- Excellent facilitation skills
- Energy experience

# Skill Sets

## Developer

- Integration technologies
- Security technologies
- Security minded development techniques

## System Architect

- Deep understanding of toolsets and integration into the overall architecture
- Quality architecture diagrams and documentation

# Skill Sets

## Web Analyst

- User Experience Requirements
- User Experience Design
- Web Content Development

## Network Systems Admin

- Network Security Administration
- Cisco switching and routing
- Firewall administration
- Energy Experience
- NERC CIP

# Skill Sets

## Systems Support Tech

- Voice and Face to the customer
- Technology Control Center, focused on FCR
- Edge device end user support
- IT back office (procurement, logistics, assets)

## Test Analyst

- Input and review of requirements
- Write and automate test cases
- Perform functional, regression and performance testing

The seal of the State of Texas is visible in the background on the left side of the slide. It features a central shield with a five-pointed star, a plow, and a sheaf of wheat. Above the shield is an eagle with its wings spread. The shield is surrounded by a circular border containing the text "AUSTIN" at the top and "1839" at the bottom. The word "ED" is partially visible at the bottom left of the seal.

Mark Walsh, Supervisor, Business Systems Analysis  
Chris Owan, Programmer Analyst Supervisor  
Financial Services Department

# **MARKET INTELLIGENCE**

# Market Intelligence (MI)

- SMBR Internet Site
  - Certified vendor information, including certified commodity codes
- Online Contract Catalog
  - Contracts and Orders with vendors
- eCheckbook
  - Payments to vendors
- Vendor Connection
  - A view into your own commercial relationship with the City
  - Registered Vendor Search

# MI: SMBR Internet Site

- You can use the SMBR site to see who is certified – by name or commodity
- Since a vendor may list a commodity code for which they are not certified, it is useful to check both the SMBR and Purchasing sites for other vendors.
- Certified Vendor Search
  - RZ & Associates
    - Drill down on vendor code to show details and commodities
    - Compare to Catalog Vendor Commodity Tab
- Commodity
  - Software as a CERTIFIED commodity description

# Austin Finance Online

[AUSTINTEXAS.GOV](#) | [AIRPORT](#) | [LIBRARY](#) | [AUSTIN ENERGY](#) | [AUSTIN WATER](#) | [CONVENTION CENTER](#) | [VISITORS BUREAU](#) | [OPEN GOVERNMENT](#)

## Austin Finance Online

City of Austin - Financial Services



[HOME](#) | [FINANCIAL DOCUMENTS](#) | [CONTRACT CATALOG](#) | [eCHECKBOOK](#) | [UNCLAIMED PROPERTY](#) | [OFFICES](#) | [VENDOR CONNECTION](#) | [FAQ](#)



FINANCIAL DOCUMENTS



CONTRACT CATALOG



eCHECKBOOK



UNCLAIMED PROPERTY



OFFICES



VENDOR CONNECTION

### Welcome to Financial Services!

Mouse over the icons to the left for descriptions.

### What is New

- o 2012 Annual Performance Report
- o AFO Wins National Award for Financial Transparency!
- o Comprehensive Annual Financial Report 2011
- o 2013 Approved Budget
- o Local Presence
- o No Contact List
- o Payment Register
- o Citizen Surveys
- o Council's Budget Questions

### User Guide

- o Austin Finance Online User Guide

# MI: Online Contract Catalog

- Once you've identified vendors in the market space, you can see what contracts they have.
- Benefits
  - On the tab for a vendor, all the other contracts in the catalog with that vendor are shown.
  - On the tab for a vendor, their registered (and certified) commodity codes are listed.
- Limitations
  - No Austin Energy orders or contracts
  - No completed / inactive contracts available
  - If the vendor is not “prime”, meaning the direct contracting party for the city, you will not see any results. In plain terms, you will not be able to pull up contracts using a subcontractor as a starting place.

# MI: eCheckbook

- Once you've identified a vendor, you can see what we've spent with them.
- Benefits
  - The City does make payments that don't necessarily result from orders and contracts
- Limitations
  - Data from October 1, 2009 to date.
  - Credit card expenditures are not available.
- Example: Apex Systems for Services – temporary employee (Payee)

# MI: Vendor Connection

- See who is registered to respond to City needs
- Purchasing Services tab
  - Registered Vendor Search
- Search by name of business
  - Example: Apex

For more information:

- Austin Finance Online
  - <https://www.ci.austin.tx.us/financeonline/finance/index.cfm>
- For assistance:
  - Austin Finance Online:
    - AIMS Help Line at (512) 974-2467
    - [PurchInfo@austintexas.gov](mailto:PurchInfo@austintexas.gov)
  - Vendor Registration
    - Vendor Help Line at (512) 974-2018
    - [VendorReg@austintexas.gov](mailto:VendorReg@austintexas.gov)



You  
Your Company

# **NEXT STEPS**

# Next Steps

- On the spot registration
- Business information verification