



Virginia Information Technologies Agency

Procurement Savings Opportunities

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AITR Meeting

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Procurement Savings Opportunities

- Scope: most items currently procured incrementally by Northrop Grumman
- Agencies now will procure; do not have to V-code
- Savings include 5 percent sales tax, Northrop Grumman 7 percent + 3 percent markup and VITA 5.43 percent markup; also expected to reduce procurement time
- On behalf of the Commonwealth, VITA also negotiated a modest reduction in fixed fees



Procurement Savings Opportunities

- VITA is also providing guidance and clarity on printers, copiers and multi-function devices
 - Items provided through Northrop Grumman
 - Break/fix
 - Items delegated for agency procurement

www.vita.virginia.gov/uploadedFiles/SCM/VITA_GUIDANCE_ON_PRINTERS_070611.pdf