
\$30m TO BE SAVED IN NEW ICT DEALS

Infrastructure Minister Patrick Conlon today announced the completion of the first round of new ICT contracting arrangements, enabling the State to exit the 10-year relationship with EDS.

The State Government has been satisfied with EDS' performance in delivering ICT infrastructure services to the government but has achieved savings of \$30m under the new arrangements.

In December 2002, the Treasurer announced that the Government did not intend to renew or extend the EDS Agreement, noting "the Government's requirements had changed significantly since the start of that Agreement, making new arrangements necessary".

"This Government established the Future ICT Service Arrangements Program went to the market in December 2003," Mr Conlon said.

"We were able to put systems in place to achieve better results for the taxpayer and have been working hard since starting the first contract with Microsoft in June 2005."

The total value of all contracts let to date is approximately \$536 million (or an average annualised amount of approximately \$164 million) - an estimated \$30 million per annum savings.

"This announcement is the cumulation of a successfully implemented government strategy that has delivered as promised, with good deals being put in place that provides the government with an infrastructure to support its extensive reform agenda while providing better services at cheaper prices," Mr Conlon said.

"The outcomes have vindicated the Government's decision not to continue with a single, large scale, all encompassing deal, such as that struck with EDS.

"The Government's approach has been to selectively source its ICT goods and services from best-of-breed suppliers, with a focus on services and value for money, and the results speak for themselves."

Minister Conlon also said it was pleasing that EDS have managed to win new business, equating to about 50% of their previous revenue.

The second round of Future ICT procurements, Tranche 2, commenced in June 2006 with the release of the Telecommunications Carriage & Related Services (TCRS) Procurement.

A summary of the outcomes to date is:

Services

- Distributed Computing Support Services – EDS, Hewlett-Packard & Volante;
- GRN Upgrade – Telstra;
- Internet Service Provider (ISP) Services – Internode;
- Mainframe Computing Services – EDS;
- Managed Network Services - Dimension Data;
- Messaging and Anti-spam services – Telstra;
- Reseller Services – Commander, Comunet, Dimension Data & Volante;
- PABX Maintenance & Support Services – NEC;

Equipment & Software

- Active Devices – Cisco;
- Anti-virus software Licensing - Computer Associates, McAfee & Trend Micro;
- Digital Handsets and PABX Components – NEC;
- Midrange servers and associated software licensing - Sun Microsystems;
- Notebooks – Acer & Dell;
- Personal Computers – Dell, Hewlett-Packard & Volante;
- Photocopiers – Cannon, Fuji-Xerox, Kyocera-Mita & Ricoh;
- Printers - Hewlett-Packard, Kyocera-Mita & Ricoh;
- Servers - Hewlett-Packard;
- Software licensing – Checkpoint, Citrix, Ingres Corporation, Microsoft, Novell & Oracle;