

Partnering with DIR for I.T. Products and Services

Texas Connection Consortium

May 26, 2022



Texas Department of Information Resources

Transforming How
Texas Government
Serves Texans

Introduction of Speaker



Tom Hay

Outreach & Training
Coordinator/CAM I
CTCD/CTCM

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- 13 years with the State of Texas.
- Joined DIR in September 2011 from TRS.
- Responsible for Outreach & Training to vendors and customers.
- Worked in DIR's Contract Services and managed DIR Cooperative contracts and Shared Technology Services contracts.

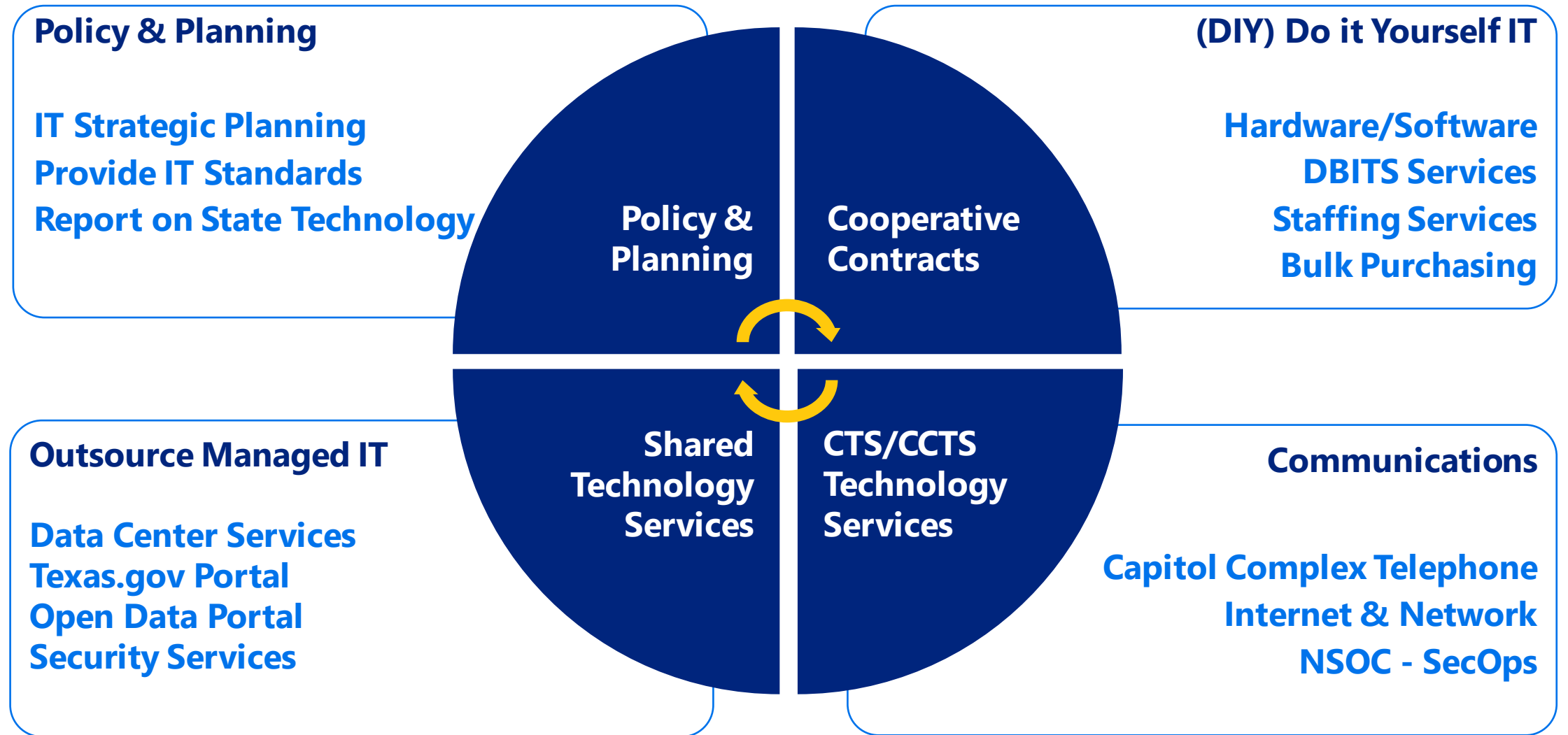
Items We'll Discuss

- DIR Background
- DIR Shared Technology Services
- DIR Cooperative Contracts
- Statement of Work Tips
- Cybersecurity Training Requirements
- Determining IT Procurement Method
- HUB Opportunities
- Questions and Answers

DIR's Information Technology Products and Services



DIR Service Delivery



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 Safety Entities
- Hospitals
- Public entities outside Texas

IT Procurement & Contracting Process

- The Request for Offer (RFO) method of procurement is used to procure Automated Information System (AIS) and Information Technology (IT) services.
- All DIR contracts are awarded in accordance with statute as set forth by the Texas legislature.
- DIR's Cooperative Contracts allows a customer to directly order with the Vendor by issuing a purchase order (PO) with the DIR contract number referenced.
- Shared Technology Services Contracts offer managed IT services allowing customers to focus on supporting their missions.



DIR Shared Technology Services (STS)



DIR Shared Technology Services Model

State Agency

State Agency

Local
Government

K - 12
Education

Public 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














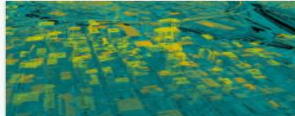


DIR Shared Technology Services: Open Data Portal

Multi-sourcing Services Integrator (MSI) - Capgemini

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

Open Data Portal Tyler Technologies

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

 Blockchain Learn about the Texas Work Group on Blockchain Matters	 Permits & Licensing Data on Permitting and Licensing in Texas	 Business & Economy Economic and business data in	 Government & Taxes Explore the information on the
 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	 Public Reports and Maps Explore copies of previously
 Texas Health Data This interactive data system lets you query, visualize, and download Texas public health datasets. Data topics include birth and death, opioid and substance use, and healthcare utilization, among others. View the data	 TNRIS DataHub The DataHub combines all of TNRIS's Data Catalog, Data Download, Data Ordering, and Online Mapping Services into one easy-to-use online application. It provides information and access to all of TNRIS available data. Visit the DataHub	 Office of the Attorney General PIR Requesting public information is simple. Here's what you need to know to make a successful Public Information Act (PIA) request. Go to the website	 Texas Demographic Center The Texas Demographic Center produces population estimates and projections for the State of Texas and disseminates demographic information to facilitate data driven decision making for the benefit of Texas. Visit the Texas Demographic Center

Telecom



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 solutions;
- 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.

* These services are offered as part of an overall telecom solution. Standalone conferencing services are made available through DIR's Cooperative Contracts.

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.

Why Use the DIR Telecom Products and Services?



Save Time & Resources

We've already done the work for you. Our contracts meet the State's competitive solicitation requirements.



Increase Your Buying Power

You have the buying power of the State of Texas on your side, bringing you highly competitive rates.



Customer Service You Can Count On

Our team is here for you every step of the way, committed to meeting your needs.



We Make It Easy

We bring you the communication products and services you need in the most efficient and cost-effective way possible, with value-added services.



Get the Latest & Greatest

We continuously evaluate our offerings so you have access to the best and most current products and services on the market.



Flexibility

If you don't see what you're looking for, we may be able to tailor a plan that gives you what you need.

Cooperative Contracts Program



Cooperative Contracts Benefits



Create Savings

- Leverage the state's buying power to lower prices
- Contain best value
- Bulk Purchase Initiative



Streamlines Purchasing Process

- Reduces purchasing and contract cycle time
- Reduces duplicate efforts
- Access to Historically Underutilized Businesses



Benefits for Vendors

- Simplifies sales process for vendors
- Access to public entities
- Approximately \$2.77 Billion in sales per year



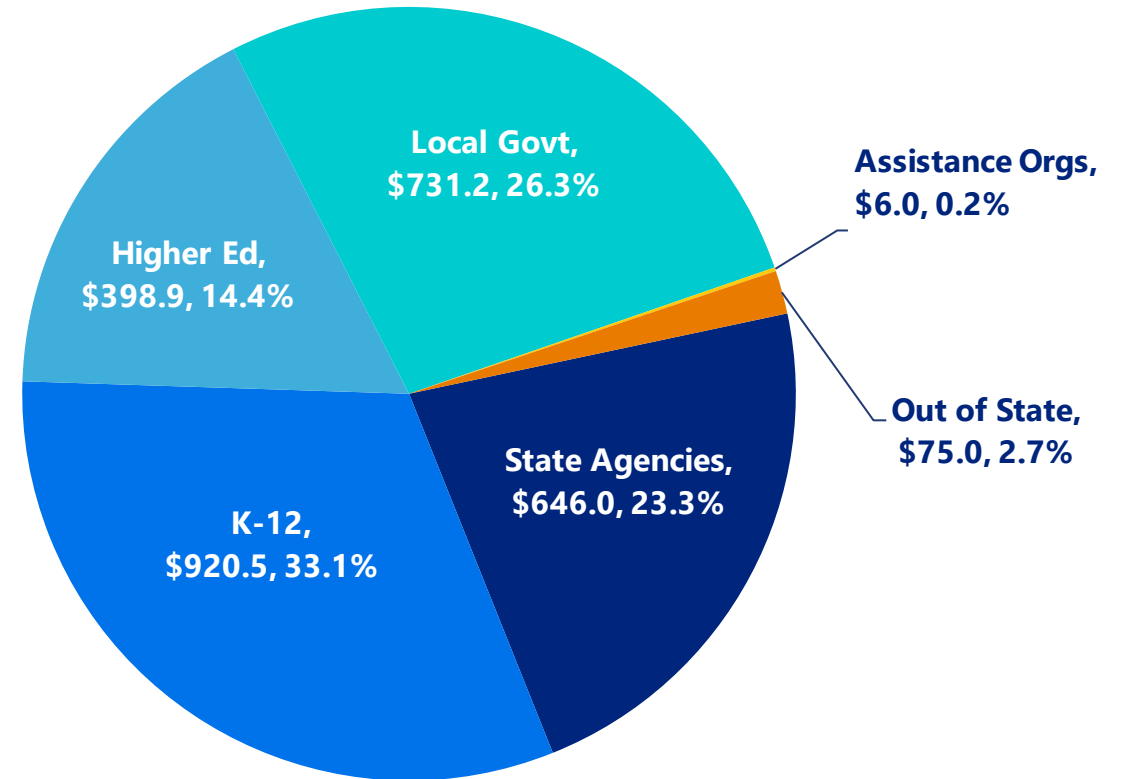
DIR Cooperative Contracts FY21

FY21 = \$2.777B

\$409M Savings

*Of the \$2.777B,
approximately 34% was
spent with HUB vendors.

FY21 Sales by Channel
in Millions



Cooperative Contracts Products

- Computers
- Software
- Networking Equipment
- Printers & Copiers
- Surveillance Cameras
- Security Products
- Data Storage
- Digital Photography
- Accessibility Products
- Projectors
- Cyber 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)
- Cyber 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



Bulk Purchase Agreements

**DIR
negotiates
Bulk Agreements
on behalf of
Customers
to
Streamline
the
Purchasing Process**



Various hardware products (i.e., computers)



Software

Adobe Sign



Various Products and Related Services (i.e., Security products and services)

Link to the Bulk Purchase initiatives on the DIR website:

<https://dir.texas.gov/it-solutions-and-services/buying-through-dir/bulk-purchasing?id=39>

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

IT Staffing and Portal

- Under the ITSAC (staffing services) contracts, customers have the option of soliciting using either a Request for Resumes or Statement of Work process.
- New customers may request portal access on the [ITSAC Customer Portal](#)
- ITSAC webpage: <https://dir.texas.gov/cooperative-contracts/it-staffing-services>

Please direct any questions to dirstaffaugmentation@dir.texas.gov

Deliverables Based IT Services (DBITS)

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

- Application Development, Maintenance, and Support, Technology Upgrade, Migration and Transformation; and Enterprise Resource Planning (ERP)
- Business Intelligence (BI), Data Management, Analytics, and Automation, including Data Warehousing
- IT Assessments, Planning, Independent Verification and Validation (IV&V), and IT Procurement Assistance
- Project and Program Management



Cooperative Contract Documents



Cooperative Contract Documents

Common Elements

- Contract Document
- Appendix A Standard Terms and Conditions
- Appendix B HUB Subcontracting Plan
- Appendix C Pricing Index or Statement of Work template

Additional Appendices (as needed) Examples


- Appendix D Service Agreement
- Appendix E Master Operating Lease Agreement
- Appendix F Statement of Work


Amendments


Request for Offer

Contract Documents

Contract documents include all essential contract documents for your procurement file.


 PDF (374 KB)
[DIR-TSO-4052 Contract](#)
Date posted: 11/01/2017

 PDF (536 KB)
[DIR-TSO-4052 Appendix A Standard Terms and Conditions \(per Amendment 2\)](#)
Date posted: 12/30/2019

 DOC (371 KB)
[DIR-TSO-4052 Appendix B HUB Subcontracting Form \(approved on 6-15-18\)](#)
Date posted: 07/05/2018

 PDF (346 KB)
[DIR-TSO-4052 Appendix C Pricing Index \(per Amendment 2\)](#)
Date posted: 12/30/2019

 PDF (4 MB)
[DIR-TSO-4052 RFO DIR-TSO-TMP-404](#)
Date posted: 09/17/2021

 PDF (91 KB)
[DIR-TSO-4052 Amendment 1](#)
Date posted: 12/05/2017

 PDF (144 KB)
[DIR-TSO-4052 Amendment 2](#)
Date posted: 12/30/2019

Use the [contract page](#) as your resource to download all contract documents.

DIR Cooperative Contracts

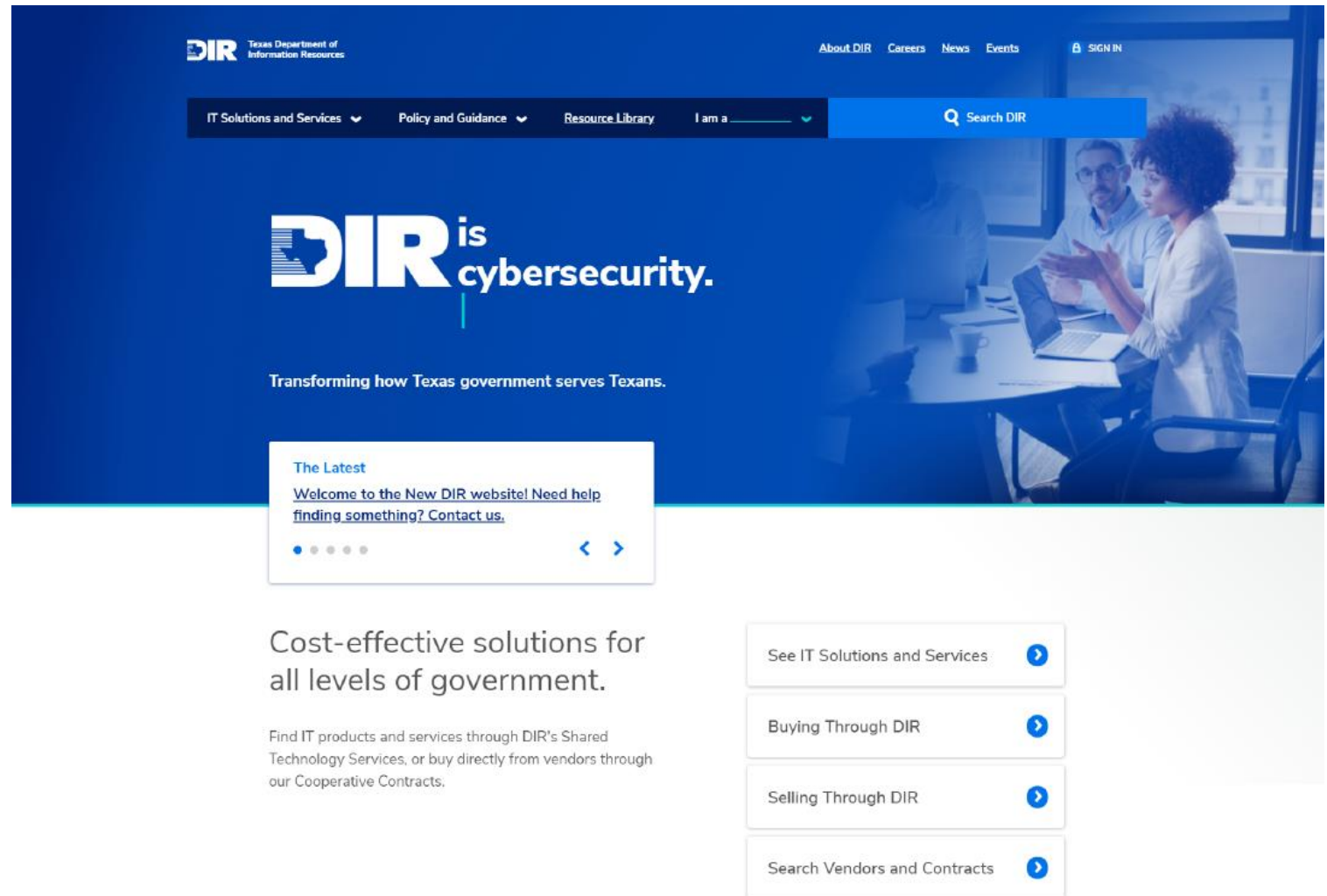
Term of your Engagement

- ✓ Customers purchase order/agreement survives DIR Contract, as long as it was issued before DIR Contract Expires.
- ✓ Be aware of any areas where Vendor seeks to vary from DIR terms; can always enhance Customer's terms but not diminish or conflict with DIR contract terms.
- ✓ DIR contract terms generally have priority over almost all vendor documents (note exception for third party license agreements).

Searching DIR Website

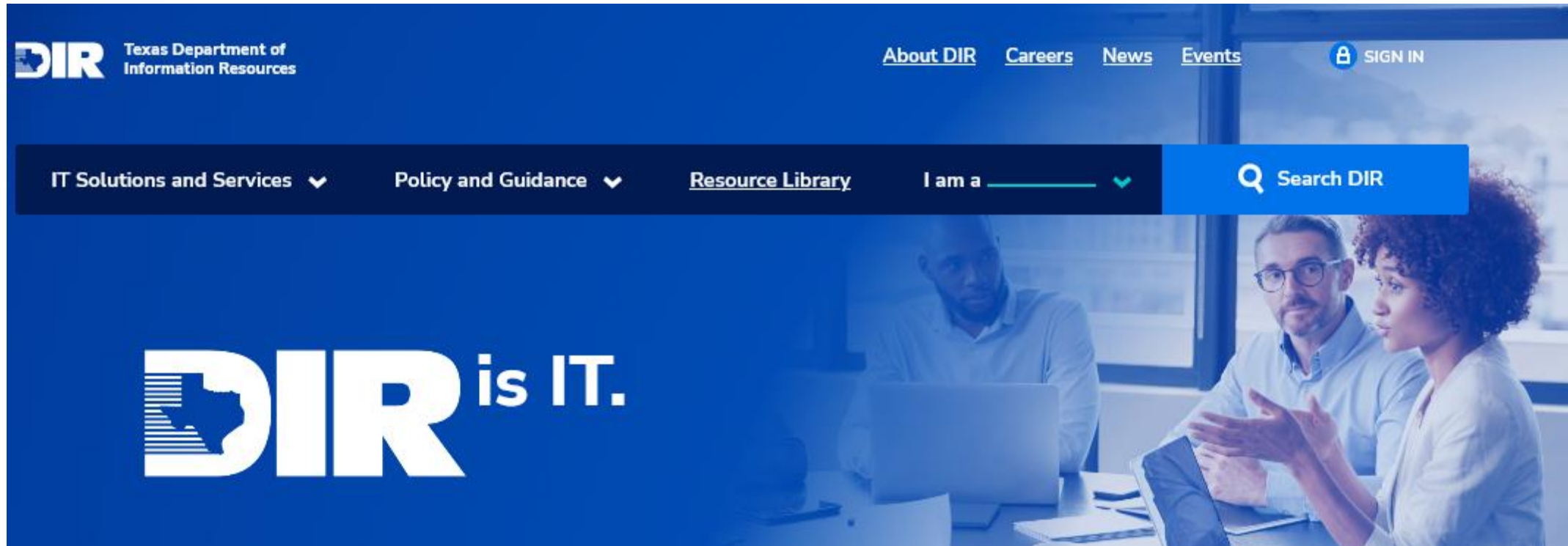


New website
launched
September 1,
2021



Note: Scroll down on web page for further information.

Searching The DIR Website



Searching IT Solutions and Services - Categories

IT Solutions and Services ^

Policy and Guidance v

[Resource Library](#)

I am a _____ v

 Search DIR

IT Solutions and Services >

Find information about IT planning, cybersecurity, and data management for your organization.

Categories

Program Areas

[Explore All Products and Services Categories](#) >

[Cloud Services](#)

[Print, Mail &
Digitization Offerings](#)

[IT Staffing Services
\(ITSAC\)](#)

[Deliverables-Based IT
Services \(DBITS\)](#)

[Hardware Products &
Related Services](#)

[Software Products &
Related Services](#)

[Information Security](#)

[Communications
Technology \(Telecom\)
Services](#)

[Branded Contracts](#)

[Technology Services](#)

GETTING STARTED

[Buying Through
DIR](#) >

[Selling Through
DIR](#) >

[Search Contracts](#) >

Searching IT Solutions and Services – Program Areas

IT Solutions and Services >

Find information about IT planning, cybersecurity, and data management for your organization.

Categories

Program Areas

[Cooperative Contracts](#)

Leveraging the purchasing power of the state for IT products and services

[Office of the Chief Information Security Officer](#)

Helping ensure the integrity, availability, and confidentiality of information assets

[Planning and Guidance](#)

Policies, reports, and guidance on implementing IT for your organization

[Communications Technology Services](#)

Statewide communications infrastructure providing voice and data solutions

[Shared Technology Services](#)

Managed IT services that Texas government organizations can use to accelerate service delivery.

[Office of the Chief Data Officer](#)

Working to improve data governance and create value through data sharing

[Texas.gov](#)

Providing payment processing, custom app development, technology and operations, customer service, marketing, and more


GETTING STARTED

Buying Through DIR >

Selling Through DIR >

Search Contracts >

Searching “I am a _____”

 **Texas Department of
Information Resources**

[About DIR](#) [Careers](#) [News](#) [Events](#) [SIGN IN](#)

IT Solutions and Services ▼

Policy and Guidance ▼

Resource Library

I am a _____ ▲

Search DIR

Find information, tools, and services for your organization.

[State Agency](#)

[College or University](#)

[K-12 School District](#)

[Local Government](#)

[Organization Outside of Texas](#)

[Data Officer](#)

[Vendor](#)

[Procurement Professional](#)

[Information Resources Manager \(IRM\)](#)

[Information Security Officer \(ISO\)](#)


[EIR Accessibility Coordinator](#)

Searching All Contracts and Services


Search:

All Pages & Content

Contracts & Vendors

 **Search Contracts & Vendors**

Find products and services through 700+ contracts from top quality vendors.


Search By 

- ☒ All
- ☐ Product or Service
- ☐ Contract Number
- ☐ Commodity Code
- ☐ Vendor

Start typing to see suggestions...

Search

GET STARTED

Buying Through DIR 

Learn about how to find and order IT products and services through our approved contracts and other programs.

Statement of Work (SOW) Tips



Cooperative Contracts SOW's

Statement of Work Contracts

Services Requiring a SOW include but are not limited to:

- Deliverables-Based Information Technology Services (DBITS)
- End-User IT Outsourcing Services
- IT Security Services
- Cloud Services (when a SOW is executed)
- Comprehensive Web Development
- Document Imaging and Enterprise Content Management (ECM)
- Complex services such as software or hardware customizations, integration, or overall project solutions

These services contracts work from a statement of work, rather than an itemized pricing list. These are *project-based* contracts, rather than product-based.



Tips For Writing The Statement of Work

- Visit the SOW page on the DIR website: <https://dir.texas.gov/it-solutions-and-services/buying-through-dir/statement-work-sow> for templates and tips on writing a statement of work.
- Visit the DIR YouTube channel for a video on writing an effective statement of work: <https://www.youtube.com/watch?v=P6XoAxPwTs>

NOTE: Institutions of higher education are *not* required to submit a statement of work to DIR for review prior to awarding a contract to a DIR vendor.

Useful links

SOW page

<https://dir.texas.gov/it-solutions-and-services/buying-through-dir/statement-work-sow>

DBITS page

<http://dir.texas.gov/View-Contracts-And-Services/Pages/Content.aspx?id=41>

Legacy Modernization Strategy:

<http://dir.texas.gov/View-Resources/Pages/Content.aspx?id=50>

EIR Accessibility:

<https://dir.texas.gov/electronic-information-resources-eir-accessibility>

Security:

<https://dir.texas.gov/information-security>

Contact Information

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Director, Procurement
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Cybersecurity Training Requirements



Cybersecurity Training



Texas Government Code Section 2054.519 State Certified Cybersecurity Training Programs requires DIR in consultation with Texas Cybersecurity Council:

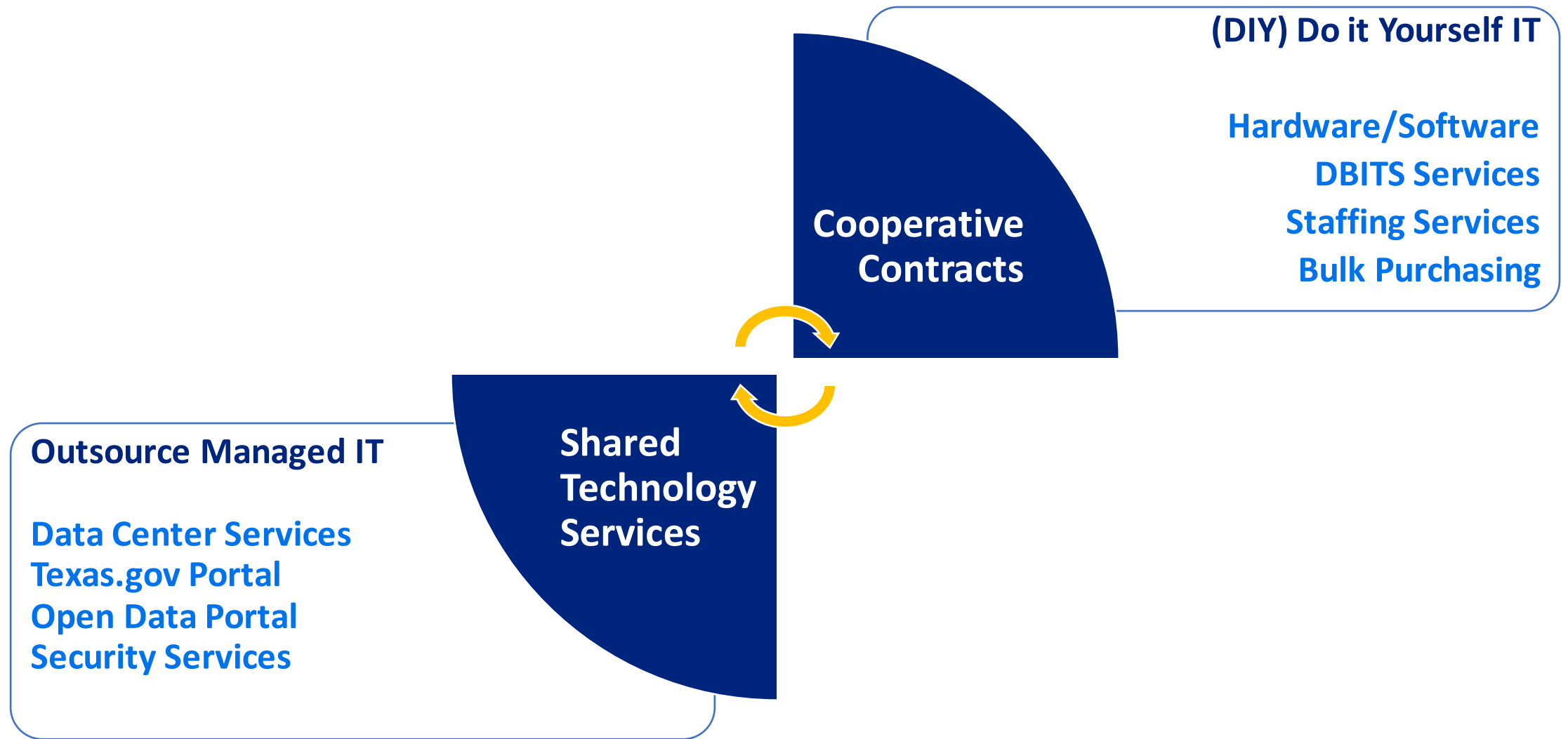
- to certify **at least five** cybersecurity training programs
- for **state and local employees, institutions of higher education, school districts** and **state contractors**
- Affects contracts awarded or renewed (as of June 14, 2019)
- **Contractors that access state computer systems or databases must complete a certified training program**

More information on cybersecurity training and reporting requirements for all entities is available at: <https://dir.texas.gov/information-security/statewide-cybersecurity-awareness-training?id=154>

Determining the Appropriate I.T. Procurement Method



DIR Service Delivery



Contract Options

Cooperative Contracts

- The Customer manages procurement and contract
- Customers can negotiate for “right-sized” solutions
- Customer must maintain procurement and contract records, including a copy of the DIR master contract
- Customer manages any vendor performance issues during the term of the contract



Contract Options – Cont.

Shared Technology Services (public higher ed)

- Customer contracts directly with DIR (for DCS customers, might be simple amendment to existing IAC)
- DIR is responsible for procurement and contract documentation
- Limited to one-size-fits-most Service structure
- DIR serves as point of escalation for vendor issues



Maximizing HUB Utilization on DIR Contracts



HUB Requirements

HUB Subcontracting Plan (HSP)

- Ensure you have a copy of the most current HSP in your procurement file
- Seek Clarification on HSP (what subcontractors will the vendor use on their HSP, \$ amounts and percentages)
- Progress Assessment Reports (PAR) – Vendors are required to submit a monthly PAR
- Make sure HUB Coordinator receives a copy of the PAR
- Any subcontractors NOT on the HSP will need to be added before they can be used
- Contracts have a HUB Goal. Other Services 26% or Commodities 21.1%

Contact DIR HUB Office for assistance dir.hub@dir.texas.gov



HSPs and DIR Contracts

- What does a HUB Subcontracting Plan (HSP) on a DIR Contract mean?
- Where do I find the HSP?
- What if there is no HSP?

Contract Details & Ordering Information

[Products & Services](#)

[Commodity Codes](#)

[Brands](#)

• [Contract Documents](#)

[How to Order](#)

[Resellers](#)

MORE INFORMATION

[Vendor Website](#) 

Visit this Vendor's website to view the latest product, service, and pricing information.



Contract Documents

Contract documents include all essential contract documents for your procurement file.



PDF (189 KB)

[DIR-CPO-4478 Contract](#)

Date posted: 03/19/2020



PDF (1 MB)

[DIR-CPO-4478_Appendix_A_Standard_Terms_and_Conditions](#)

Date posted: 03/19/2020



PDF (2 MB)

[DIR-CPO-4478_Appendix_B_HUB_Subcontracting_Plan](#)

Date posted: 03/19/2020



PDF (64 KB)

[DIR-CPO-4478_Appendix_C_Pricing_Index.doc](#)

Date posted: 03/19/2020



PDF (2 MB)

[DIR-CPO-4478 RFO DIR-TSO-TMP-424](#)

Date posted: 03/19/2020

Progress Assessment Report

Vendors are required to submit a PAR on a monthly basis to their customers.

Appendix A, 9. Contract Administration, B. Reporting & Administrative Fees, 3. Historically Underutilized Businesses Subcontract Reports

- a) Vendor shall electronically provide each Customer with Vendor's relevant Historically Underutilized Business Subcontracting Report, pursuant to the Contract, as required by Chapter 2161, Texas Government Code. Reports shall also be submitted to DIR. b) Reports shall be due in accordance with the CPA rules.

HSP vs. PAR Discrepancies

What do you do if you have a subcontractor identified on a PAR that is NOT on the vendor's HSP?



DIR HUB Contacts

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Wrap-up and Resources



TX-RAMP Certification

- Texas Senate Bill 475 defined a need for a Texas Risk and Authorization Management Program (TX-RAMP) to ensure that cloud services are secured for Texas Government services - **state agencies, institutions of higher education, and public junior colleges**.
- The TX-RAMP program manual has been published and is available [here](#) on the DIR website. Also on this link you can view a webinar for state agencies and institutions of higher education that was held on November 16, 2021, discussing the TX-RAMP program.
- Effective date of “go-live” was January 1, 2022.
- The associated [TAC 202.27](#) and [TAC 202.77](#) have already been posted.
- Refer to the DIR website and to other DIR publication avenues for further information about guidelines and requirements.
- TX-RAMP policy is based on the Federal RAMP guidelines. Learn more [here](#).
- Contact information/questions – TX-RAMP@dir.texas.gov

Reference Texas Procurement and Contract Management Guide, Appendix 23, Texas Required Contract Clause for TX-RAMP requirements.



Key Takeaways About Offerings

DIR contracts are awarded in accordance with statute as set forth by the Texas legislature.

Cooperative Contracts

- No agreements needed for in-state DIR customers
- Customers order directly from Vendors
- Customers manage their own contracts

Shared Technology Services

- Agreements required for Shared Technology Services
- Customers place orders via DIR Ordering System Portal



Information for Vendors

The screenshot displays the DIR website's 'IT Solutions and Services' page. The header includes the DIR logo, 'Texas Department of Information Resources', and navigation links for 'About DIR', 'Careers', 'News', 'Events', and a 'SIGN IN' button. The main navigation bar features 'IT Solutions and Services', 'Policy and Guidance', 'Resource Library', and a dropdown for 'I am a'. A search bar is located on the right.

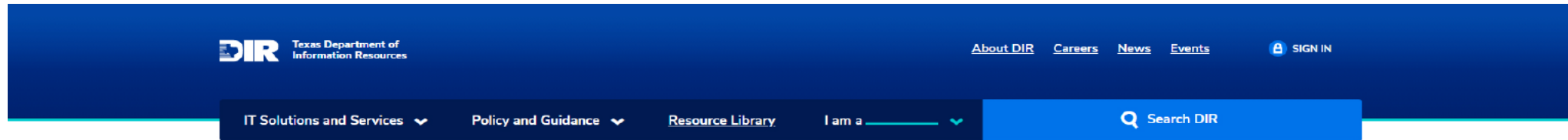
The 'IT Solutions and Services' section includes a description: 'Find information about IT planning, cybersecurity, and data management for your organization.' Below this are tabs for 'Categories' and 'Program Areas'. A link 'Explore All Products and Services Categories' is highlighted with an orange arrow pointing to the 'Selling Through DIR' button in the 'GETTING STARTED' sidebar. The sidebar also includes 'Buying Through DIR' and 'Search Contracts' buttons.

The main content area lists various services: Cloud Services, Deliverables-Based IT Services (DBITS), Information Security, Print, Mail & Digitization Offerings, Hardware Products, Telecommunication Services, IT Staff Augmentation Contracts (ITSAC), and Software Products.

At the bottom, a banner reads 'Cost-effective solutions for all levels of government.' with a subtext 'Find IT products and services through DIR's Shared'. Two buttons are present: 'See IT Solutions and Services' and 'Buying Through DIR'.

Note: Scroll down on web page for further information.

Information for Vendors – Cont.



Home > IT Solutions and Services

INFORMATION FOR

Selling Through DIR

Vendors are an important partner in the success of DIR's core mission to serve Texas. Our vendors provide the IT products and services that are vital to our customer's technology needs. Find out more about the steps and processes to becoming a DIR partner and which responsibilities each vendor has to fulfill.

Learn more about being a valued Vendor with DIR

Doing Business with DIR



Start here to find out more about partnering with DIR as a Vendor

Schedule of Solicitation Opportunities



Discover current and upcoming solicitation opportunities. This is the first step on how to bid and secure a DIR contract

Historically Underutilized Business (HUB) Program



Our HUB program has a dual role of increasing HUB participation through DIR Internal Procurement and all DIR Contracts

Note: Scroll down on web page for further information.

Information for Vendors – Cont.



[Home](#) >

Doing Business with DIR

[Selling Through DIR](#)

On this page:

[How to become a Prime Vendor](#)

[How to become a Reseller for a Prime Vendor](#)

[How to become a Sub-Contractor for a Vendor](#)

“Vendors are essential partners to the state of Texas.”

To become a DIR vendor, you first need to formally respond to an open solicitation, typically a Request for Offer (RFO) that corresponds to your

Note: Scroll down on web page for further information.

Schedule of Solicitation Opportunities

Posted on DIR's website under Selling Through DIR

<https://dir.texas.gov/it-solutions-and-services/selling-through-dir/schedule-of-solicitation-opportunities>

- Lists initiatives by procurement stage
 - Planning
 - Pre-Solicitation Notices/Requests For Information
 - RFO Postings/Electronic State Business Daily (ESBD)
 - Evaluation
 - Negotiation

Each initiative has a brief description, expected phase completion date, and contact information.



Resources

DIR Website

- Current Contracting Initiatives
- FAQs
- Webinars
- Templates
- Request for Technology Products and Services

Open Data Portal

Join a Mail List [ITSOURCING recommended]

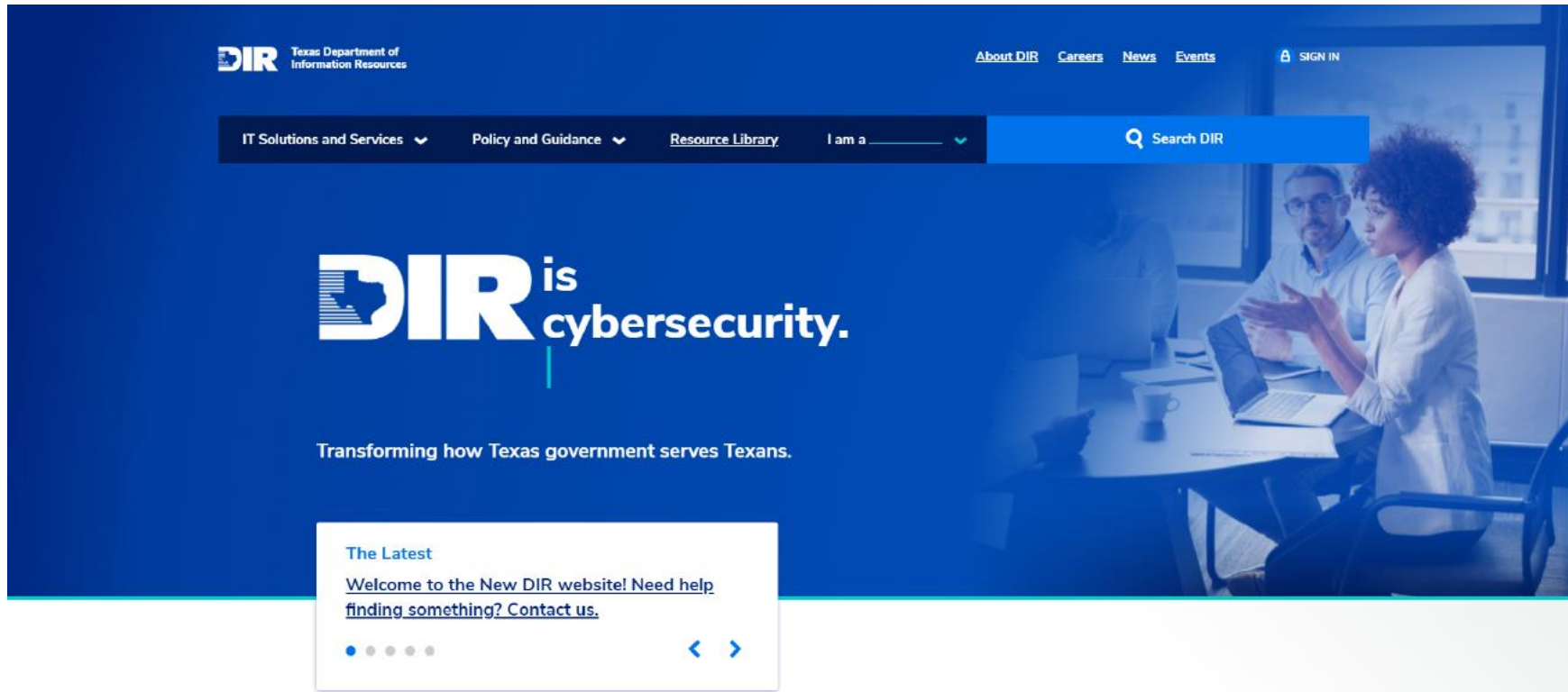
DIR Contract Manager



Resources – Stay Connected

IT Sourcing Digest – Sign up on DIR website

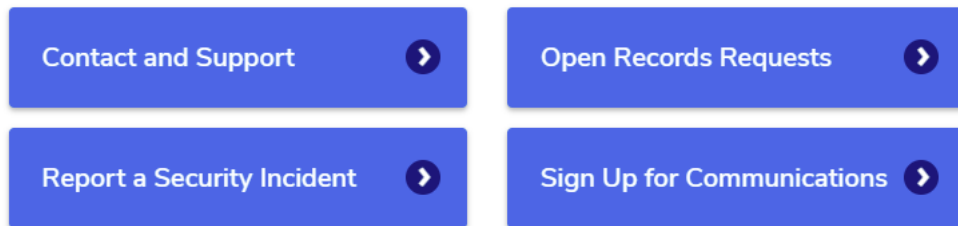
Follow timely information on this list including new contract awards, planned procurements, legislative implementation of contracting initiatives, planned and upcoming events and special projects.



Resources – Stay Connected

IT Sourcing sign up location (scroll to bottom of DIR home page)

How can we help you?



Note: Be sure to use your work email address. Personal email addresses are not accepted.

Information Technology Professionals in Texas Government - **DIRTECH**

A discussion list to seek advice from other government IT staff regarding technology problems, post training opportunities, discuss technical issues, request referrals or opinions about IT products and services and share resources and expertise.

Procurement and Contracting - **ITSOURCING**

Follow timely information on this list including: new contract awards, planned procurements, legislative implementation of contracting initiatives, planned and upcoming events and special projects (such as bulk purchases). Any employee of an organization eligible to utilize DIR contracts may subscribe.

Project Managers in Texas Government - **TX-PM Project Management**

A list that allows project managers in Texas government to share information and to collaborate with their peers regarding: project management processes, techniques, and methodologies; project management training opportunities; referrals or opinions about project management products and services, roles and related processes.

Training Coordinators or Trainers - **DIRTRAIN**

A discussion list to seek advice and referrals from other government staff regarding training issues. Subscribers post training opportunities or needs, discuss issues involving training, education, e-learning, request referrals or opinions about products and services, share resources and expertise and announce meetings and events.



Questions & Discussion

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Thank You

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Texas Department of Information Resources

Transforming How
Texas Government
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