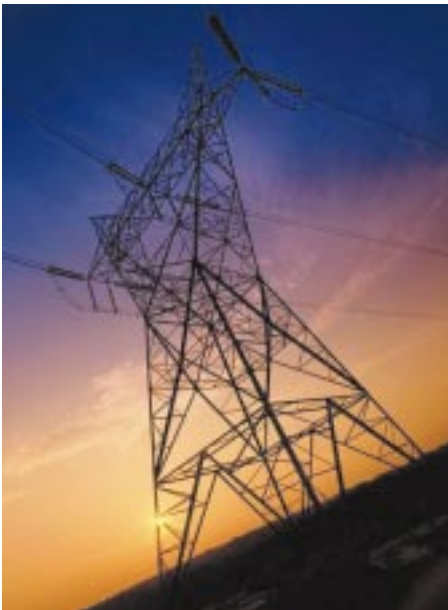




DGS Communicator



DGS Buys Electricity; Saves State \$5 Million

With electricity prices heading higher, a first-of-its-kind Internet energy auction will allow State government to trim its electric bill by almost \$5 million over the next two years. Conducted by DGS Procurement, the “reverse” auction drew six bidders, with four winning \$53 million in State business.

“Thanks to the auction, we are optimistic that the State will be able to avoid unpredictable and costly electric rate increases,” said Governor Ehrlich. “These contracts help side-step price spikes and ensure that Maryland taxpayers are paying the lowest possible rates for State government energy needs.”

As one of the largest power users in the State, the auction was designed to allow DGS to lock in the lowest possible cost before price caps expire this summer. The “reverse” auction is the opposite of a traditional auction in which a seller offers an item for sale while potential

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Soldier, State Trooper is new DGS Police Chief

Following a nationwide search, Warner I. Sumpter has been installed as the new DGS Chief of Police.

“With homeland security a top priority of State government, Chief Sumpter will work hand-in-hand with other State agencies to ensure the safety of government employees and the thousands of Maryland citizens who visit our buildings,” said Secretary Rutherford.

Chief Sumpter’s career with two Maryland organizations – the Army National Guard and the Maryland State Police – spans more than 35 years, the majority in leadership positions.

State Police Superintendent Colonel Thomas E. “Tim” Hutchins said “Warner Sumpter’s careers as a soldier and as a Maryland State Trooper give him a wide range of leadership and command experience.”

Most recently, Chief Sumpter served as Assistant Adjutant General with the Maryland Army



Taking the Oath: Secretary Rutherford administers the Oath of Office to Chief Warner

National Guard where he commanded over 6,000 National Guard soldiers. Prior to joining the National Guard, Sumpter spent more than 20 years with the Maryland State Police.

“Our goal is to upgrade the professionalism of the force and to improve partnerships with allied law enforcement organizations,” said Chief Sumpter. “I look forward to working with our DGS Police Officers and security personnel.”

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Governor Ehrlich Orders Agencies to Develop COOP

In order to continue critical State functions during a man-made or natural disaster, Governor Ehrlich has ordered Departments and Agencies to develop Continuity of Operations Plans (COOP). Already, DGS is in the midst of COOP with Deputy Secretary Steve Cassard and External Affairs Dave Humphrey working with Divisional Points-of-Contact.

Governor Ehrlich says protecting Maryland citizens through maintaining a constant state of readiness is a priority of his Administration. The DGS COOP is targeted for completion by late December.



Intro to COOP: Deputy Secretary Steve Cassard discusses strategy with (L to R) DGS Principal Counsel Julia Davis, Teresa Chapman of the Maryland Emergency Management Agency, and Karyn Bergmann of the University of Maryland Center for Health and Homeland Security.

A Message from the Secretary



Dear DGS Employees,

Since arriving at DGS, a little over a year ago, the Ehrlich Administration has encouraged us to “Challenge the Status Quo.” Part of that challenge has been to find new and efficient ways of conducting the State’s business.

At DGS we have successfully implemented several unique approaches to saving tax dollars. As many of you know, the Governor’s yacht was sold in December on eBay. In addition to the \$275,100 generated by the online sale the State will save \$230,000 in annual costs associated with operating the vessel.

This past summer, DGS experienced energy savings of approximately \$52,000 by lowering the air conditioning levels in the Miller and James Senate Office Buildings and in the Lowe House Office Building during three summer months.

More recently, DGS conducted a unique “reverse” energy auction. The Department successfully leveraged the State’s buying power and avoided unpredictable and costly electric rate increases. The reverse auction was conducted on the Internet and produced a projected cost avoidance estimated to be almost \$5 million.

This past month the Office of External Affairs piloted a new customer service survey effort in coordination with the Facilities Operations and Maintenance (FOM) Division. Customer service surveys were sent to all 188 legislators in Annapolis asking them for feedback on a variety of factors including restroom cleanliness, climate control and maintenance efficiency. By making this effort, FOM will be able to provide improved service and address outstanding issues.

These and other innovative approaches allow DGS to be a better steward of the State’s tax dollars and allow us to provide better service to our customer agencies. Improved accountability is just one of Governor Ehrlich’s many goals. At DGS we are taking steps to make that goal a reality.

Thank you for your service to the State of Maryland.

Boyd K. Rutherford
Secretary

New Look for Publications and Web Site

You may have noticed that this edition of the *DGS Communicator* is sporting a new look. This new look or “branding” effort is being implemented by the Office of External Affairs in order to establish a common theme among all DGS publications.

“The Office of External Affairs is responsible for putting a public face on what it is that we do here at DGS,” said Secretary Rutherford. “The branding effort will allow the External Affairs

to better market DGS and the endeavors we are making to address the needs of our customer agencies.”

The new look has made its way to the DGS departmental brochure, the Annual Report, new procurement and Minority Business program brochures, a PowerPoint template, and most recently to our Web site. This effort will result in a more streamlined look to DGS publications, which will be more eye catching and informative.

eMaryland Marketplace Is Legislative Winner

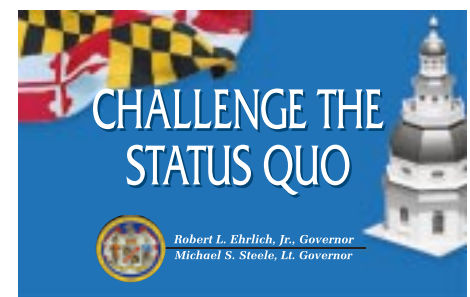
The 2004 General Assembly session ended at the stroke of midnight on Monday, April 12. This year’s session was rancorous as the controversy over a number of legislative proposals reached a fevered level. The DGS legislative team – Anne Hubbard and Dyer Bell — spent many hours in Annapolis working with legislators on a number of bills impacting the Department.

One bill in particular, HB 702, will have a significant impact on DGS procurement activities. The legislation creates a one-stop shopping opportunity for State agencies and vendors alike. Currently, invitations to bid are advertised in a number of venues, which is cumbersome for agencies and vendors.

HB 702 phases out the printed *Maryland Contract Weekly* by July 1, 2006 and requires that all procurement advertising take place on eMaryland Marketplace (eMM). The bill also eliminates the current eMM fee structure charged to participating vendors. The new

legislation dictates that a charge will be deducted from the contract price of the winning bidder. Elimination of fees is designed to allow more vendors, especially small and minority firms, to participate in the bid process.

DGS anticipates that the legislation will successfully increase activity on the eMM site, which will increase utilization of the program. The State stands to benefit by increased participation on the eMM site, which in turn, will increase competition. As a result, State agencies will realize lower prices for goods and services.



DGS Welcomes New Additions

Over the last few months, there have been several additions to the DGS team. Each of these individuals brings talent and leadership capabilities that will help us make DGS all that it can be.

In the Procurement and Logistics Division, **Michael Zimmerman** is the new DGS Director of Procurement. He is a Certified Purchasing Manager, Certified Quality Manager, and a Certified Quality Auditor. Mr. Zimmerman is also a published author and a professor at Anne Arundel and Catonsville Community colleges.

Fred Cauble is the new head of Commodity Purchasing for the Department. Mr. Cauble came to DGS from the Department of Health and Mental Hygiene's Clifton T. Perkins State Hospital where he was Director of Support Services supervising three departments: Contracts and Procurement, Dietetic Services, and Volunteer Services. He is a certified Professional Public Buyer.

Carl LaVerghetta is the Special Assistant to the Assistant Secretary for Procurement and Logistics. Mr. LaVerghetta's expertise is in performance improvement, streamlining efficiencies, and knowledge management. Before coming to DGS, he was employed by a national defense contractor with responsibilities in quality control and total quality management. Additionally, Mr. LaVerghetta has financial industry experience in marketing and sales. He was previously an administrator, department chair, and teacher at Mount St. Joseph High School in Baltimore.

R. Kenneth Ziegler, Jr. is the Chief of Staff to DGS Police Chief Warner Sumpter. He brings valuable law enforcement experience to DGS. Most recently, Mr. Ziegler served as liaison to the Maryland State Police, local law enforcement agencies, fire departments, and other public safety organizations for Governor Ehrlich. For 23 years, he served as a Baltimore County Police officer and was an 18 year member of the Dignitary Protection Team, a unit that provided personal protection to high profile dignitaries.

Please welcome these new additions to the DGS team.



Going, Going, Gone: Before being sold, the *Maryland Independence* was docked in Annapolis.

DGS Uses Internet Auction To Sell Governor's Yacht

Using a novel approach to market a State asset, Procurement and Logistics successfully sold the *Maryland Independence* in an online auction. The 112-foot custom motor vessel – known as the “Governor's Yacht” – sold for \$275,100 on eBay after a flurry of bidding that pushed the price up almost \$23,000 in the last six minutes of the auction.

The sale of the yacht fulfilled a campaign promise made by Governor Ehrlich during last year's campaign. The State will reap

benefits beyond the purchase price as the sale also saves the State \$230,000 a year that was set aside for routine maintenance and salaries.

The *Maryland Independence* was built in 1944 for use as a Canadian navy submarine chaser. It was refitted two decades ago as a passenger craft. Besides the occasional recreational trip for Maryland governors, the yacht was used by non-profit and charitable organizations for cruises on the Chesapeake Bay.

Customer Service “Pilot” Survey Sent To Lawmakers

In an effort to provide improved service to DGS customers, the Office of External Affairs has piloted a customer service survey for Facilities Operations and Maintenance (FOM). As part of the Department's *Managing For Results*, the survey was sent to each member of the General Assembly seeking their responses on issues such as quality and responsiveness of service, cleanliness of buildings, and whether the FOM has responded to their concerns in a timely fashion.

Targeted surveys will also be sent to other FOM customers, including the District Court, Natural Resources, Health and Mental Hygiene, DLLR, and DHCD. DGS is committed to ensuring that our customers and their employees work in a safe and healthy environment. Similar customer service surveys will be prepared for all DGS divisions to assist them in providing reliable, responsive, and cost-effective service to their customers.

State Construction Projects in Final Stages



Nearing Completion: The Silver Spring District Court (L) and the new African American Museum in Baltimore, two highly-visible DGS construction projects, are nearing completion. The court facility will open this summer, while the Museum's opening is expected this fall.



Award Winners: DGS Police officers (L to R) Sgt. Derwyn Parker, Lt. Betty Coleman, Sgt. Carla Jackson and Sgt. Ron Westervelt accept Pacesetter Awards.

State Employees Rate High With Seatbelt Usage

With summer vacations not far off, more and more of us will be on Maryland highways. It is important that we all BUCKLE UP!

According to surveys conducted by DGS Police, upwards of 90 percent of State employees who park in DGS parking lots and garages are wearing their seatbelts. Because of the impressive usage rates, the Maryland Highway Safety Office, in partnership with the Maryland Committee for Safety Belt Use and the Maryland Chiefs of Police Association, recently presented DGS with five Pacesetter awards for seat belt usage.

Should you have a question regarding Maryland's seatbelt laws, the new child seat law or wish to have your child seat inspected you can call the DGS Police, Special Operations Division at 410-767-4912.

New Police Chief

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Chief Sumpter commands a force of 98 sworn officers and 107 security officers who provide around-the-clock security for the Annapolis and Baltimore State Office Centers, including 30 buildings, five parking garages and 17 surface parking lots.



Taking Steps Toward Fitness At Work

If you happen to take the stairs at 301 West Preston during the noon hour, don't be surprised if you see Secretary Rutherford. Most days, after he returns from lunch, the Secretary hikes up 15 flights to his office. He's usually reading a memo or letter during the 10-minute trip.

Secretary Rutherford, a major supporter of the State Health Department's "Smart Step Forward" initiative, often challenges employees to take the steps instead of the elevator. A sign posted near one of our elevators says it best: "Physical activity will add years to your life and life to your years." Secretary Rutherford calls his step activity "a modest attempt" to be active.

Electricity

Continued from Page 1

buyers compete with each other for the purchase. The price is driven steadily up until no buyer is willing to go any higher. In a "reverse" auction, multiple sellers drive the price down.



"The procurement allows the State to reduce the impact of what we believe will be increasingly higher costs for energy," said Secretary Rutherford. "Governor Ehrlich wanted an innovative approach to minimize the impact to taxpayers, and we've done that by mitigating electricity cost increases."

The four winning bidders will supply electricity to Executive Branch agencies, the State House and legislative buildings in Annapolis, the University of Maryland Baltimore, the University of Baltimore, Morgan State University, Bowie State University, Coppin State University, State prisons, and the Maryland Stadium Authority for Baltimore's baseball and football stadiums.

With electric deregulation set to begin July 1, 2004, commercial customers - like the State - face the decision of either remaining with their current supplier and paying fluctuating market-based rates for electricity, or choosing a new competitive electric supplier.




Honored: Paul Chenoweth (L), Central Region Construction Manager, presents the Inspector of the Year Award to Ira Cortez.

Ira Cortez Named Inspector of the Year

The Maryland Building Officials Association has named Ira Cortez as its Building Inspector of the Year for 2003. Mr. Cortez was recognized for his work as a DGS Central Region Supervisor for Facilities Planning, Design and Construction. The Association recognized Mr. Cortez, a 17-year State veteran, for his professionalism as he supervised 10 construction inspectors, overseeing in excess of \$100 million in construction contracts annually.

Name Change

The DGS graphics and printing operation has a new name. State Printing and Duplicating replaces Visual Communications and Digital Imaging, the name since 1997. The program has sported other names over the years. In 1994, it was Graphics and Reproduction Services, which was preceded by the Printing and Publication Division in 1974.



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The DGS Communicator is printed on Recycled Paper and is an example of DGS graphics and printing services. Alternate formats are available upon request.

