

## From Rivalry to Cooperation

“Right off the bat we’re getting a better deal out of this,” Singleton said. “Each state has done all this work, and we’re each going to take advantage of it.”

The deal has already paid off for Oklahoma, which recently used an existing Texas contract to lease 10,000 desktop and laptop computers and services for the Department of Human Services from Dell for \$2.2 million. The arrangement includes an option to renew services and replace computers.

“The lease arrangement ensures that every four years, employees get a brand spanking new computer on their desk. It also makes it easier for agencies to budget for and spend less on technology,” Singleton said. “Oklahoma got a much better deal than we could on our own because Texas spends more with Dell alone than Oklahoma spends on all of our IT each year.”

Using the Texas contract for Oklahoma DHS saved Oklahoma more than \$3.1 million and a lot of time, Singleton said. The Dell purchase took eight weeks from request to delivery. Previously, it would have taken at least four months.

### Both Partners Benefit

Texas also benefits from the Red River deal as cooperative purchasing drives down cost and increases vendor diversity for both states.

“Our partnership with Oklahoma shows the power of collaboration in technology purchasing, and we appreciate this opportunity for innovation with our neighbor to the north,” said Texas Chief Information Officer Karen Robinson, executive director for the Texas Department of Information Resources.

The Red River deal went into effect in July as a yearlong pilot program.

“It is already demonstrating success and we’re confident it will be renewed,” said Oklahoma Chief Information Officer Bo Reese. “Partnering with Texas helps OMES, in our role as Oklahoma’s unified technology provider, greatly enhance our ability to provide partner agencies with better technology options at competitive costs.”

