

Government Support Services

Who are we?

- Central Contracting
- Fleet Services
 - Fleet Link
- Food Distribution
- Messenger Services
- Printing and Publishing
 - Copier Resource Program
- Surplus Services

GSS.OMB.Delaware.gov



Government Support Services

GSS.OMB.Delaware.gov

Our Mission ...

To [serve our customers](#) and efficiently procure, allocate and/or distribute resources to maximize the value of state assets.

Our Vision ...

[Working together](#) to create excellence in state government.

Our Focus Goals ...

- Customer Service Excellence
- Accountability
- Continual Process Improvement
- Leadership



Contracting and Procurement Services



At the end of FY2022,

... eligible entities purchased over **\$333 Million** in goods and services from **250+ GSS statewide contracts**.

... the MMP team posted **597 state solicitations** for vendor bidding/opportunity

... there were **982 awarded contracts** posted to the MyMarketplace contract directory.



Agency Procurement Resources

In-Person & Virtual Training
New for 2023...

Sign up here!

<https://www.eventbrite.com/cc/eligible-entity-training-1928129>

Document Templates
Process Guides

<https://mymarketplace.delaware.gov/>

“Agency Resources”

Contracting

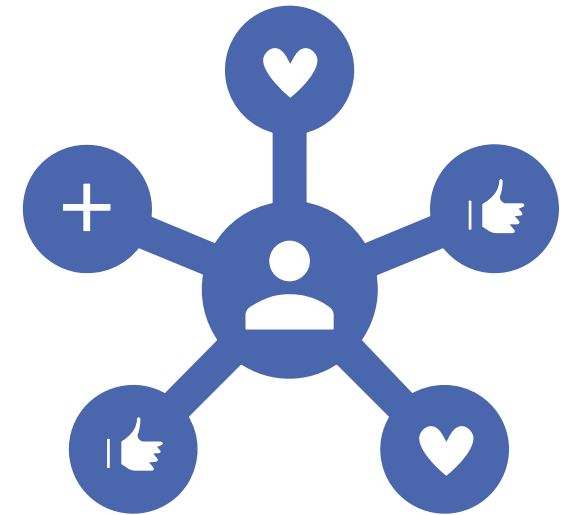
Vendor Resources

Online resources and training available for vendors.

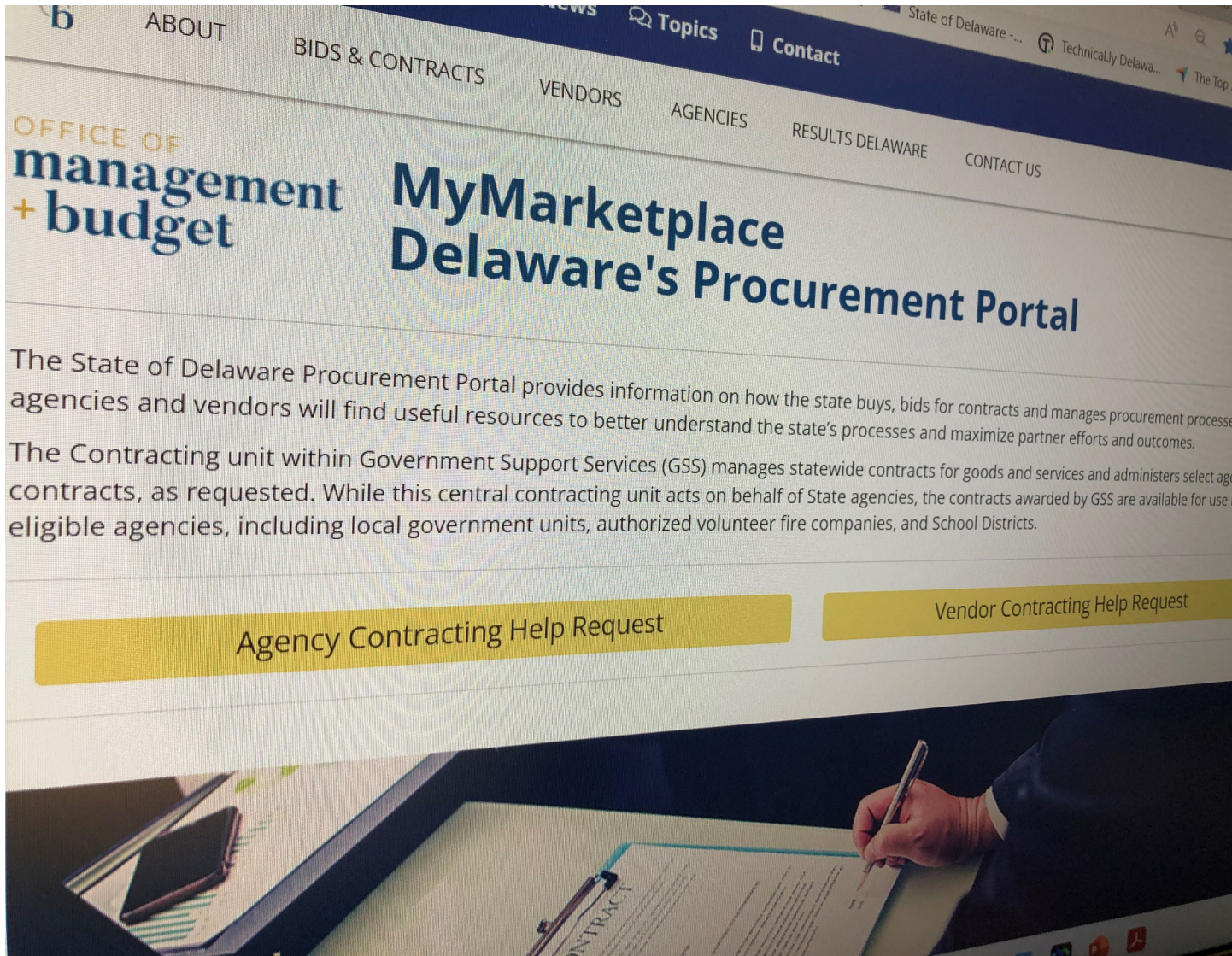
For 2023, new training programs are launching for agencies and vendors. **Vendor training includes:**

- Understanding How the State Does Business
- Business Intelligence
- Responding to a Formal Solicitation

Online resources include Selling to the State Guide, FAQ, contracting blog, usage report how to, procurement unit contact list, with *other new resources coming soon*.



[Mymarketplace.Delaware.gov](https://mymarketplace.delaware.gov)
[GSS.OMB.Delaware.gov](https://gss.omb.delaware.gov)



MyMarketplace.Delaware.gov

Delaware's Procurement Portal

OFFICIAL STATE Bid Directory

Agency Resources

Vendor Resources

Training Information

Flowcharts

Templates

Results

FAQs

...and more



Fleet Services

...at a glance

- 2,880+ Total Vehicles Under Management
- **Total Vehicle Inventory Value \$77,385,000 +**
- 267 Hybrid and Hybrid Electric Owned (9.2% of Inventory)
 - 73 Battery-Electric
- **18,512,936 Miles driven** by state Fleet vehicles in FY2022
- 1,179,358 Gallons of Gasoline Purchased
- **8,200 Vehicle Service Events Annually**

Fleet Services

When you rent a vehicle, what is included?

- *A well-maintained vehicle*
- *Includes up to a 100-mile range*
- *Fuel*
- *GPS Tracking ... FOR YOUR SAFETY*
- *Overhead costs covered*
- *Maintenance*
- *24-hr Lockout/Breakdown Service*
- *Guaranteed Ride to Your Personal Vehicle
(if you breakdown)*





Fleet Services

Daily Rental Rate Comparison

	Delaware	Virginia	GSA
Midsized Sedan	\$18.40	\$39.02	\$39.00
Minivan	\$19.33	\$74.80	\$50.00



Delaware GSS Fleet Management
National Top 100 Fleet Award ranked #48,
Green Fleet #33



Fleet Link is the State of Delaware commuter vanpool program, operated through Fleet Services.



The program provides state employees with a shared-cost alternative to the single occupant commuter vehicle.



Employees ride together and each can save hundreds monthly (when compared to riding alone).



Includes:
Vehicle
Fuel
EZ Pass
Roadside assistance

For more information contact Therese' Holleger at 302-857-4533 or 302-739-VANS (8267)



Food Distribution

Government Support Services' Food Distribution administers the USDA food commodity distribution program in Delaware.

This program distributes food commodities to eligible schools and other child nutrition programs, elderly feeding programs, and to emergency feeding organizations serving the needy.

Such as:

- Commodity Supplemental Food Program – CSFP
- National School Lunch Program – NSLP
- The Emergency Food Assistance Program – TEFAP

Food Distribution

According to a 2021 study by the USDA, 10.2 percent or 13.5 million of U.S. households were *food insecure*. (Those households had difficulty providing food for all their members due to a lack of resources.)

Our program partners help to overcome this critical problem.

In CY2022, Food made 1,800+ deliveries, totaling.

- **162,069 cases**
- **4.8 million pounds**
- **\$6.4 million**

Our local community partners include the Delaware Food Bank, Cheer and Modern Maturity.



Surplus Services

5408 DuPont Hwy
Smyrna, Delaware

Open to the Public

Store Hours

Tues 9 am – 3 pm

Wed 9 am – 3 pm



Surplus Services

The Delaware Surplus Services team is responsible for all Federal and State surplus property programs for the state of Delaware (except Real Estate). Simplify services:

- declaring excess property,
- transferring excess property to another qualified agency,
- removal of excess property, or
- disposal of excess property.

Surplus Property sold \$4,552,000 in state Surplus during 2022, including vehicles, heavy equipment and variety of office furniture, kitchen equipment, etc.

Printing & Publishing (PPO)

What we do ...

Printing and Publishing acts with agency customers to obtain quality print services at the best contract price.

PPO utilizes over a dozen contracted vendors (and at times Delaware Correctional Industries) to outsource production.

Our team reviews specifications and translates for our vendors to obtain:

- Quality Production
- Timely Delivery
- Cost Savings ... both direct and indirect (since there is no production equipment to maintain or use)

In FY2022, PPO processed **746 jobs** valued at **\$1,814,919**.

- *and saved agency customers \$383,396*

What is it?

Using CRMP Liaison reviews printer needs and simplifies procurement/replacement of copier and multi-function devices. ***NOW PART OF PPO!***

Why is it?

Rightsizing the device to the Agency need and ensure fiscal responsibility spending state dollars.

But are you really saving money?

You bet ... **the CRMP program has saved the state agencies approximately \$12,300,000.00+ since program inception in 2011.**

Copier Resource Management Program



**\$323,012
Savings in
2022!**



Messenger Services

What do we do?

Move, process and distribute mail to state agencies; including Schools.

How much do we move?

In 2022, Picked up and processed **2,026,000+** USPS mail pieces.
Picked up and re-distributed over **700,000** inter-department mail.

What else?

There are **8 dedicated daily routes** run and **467** stops
Moved **2,164** boxes from agencies to Archives for document destruction.



Certified Professionals



Recognized Team

Government Support Services teams and staff are proud of their work and driven to be successful for our many customers.

Fleet Management Association

2023 Top 100 Fleet & 2022 Top Green Fleet



2022 National Procurement Institute

Achievement of Excellence in Procurement



In 2022, three different sections recognized with an OMB Employee of the Quarter.

***Government Support Services Teams –
Excellence in Action, Pride in their Work***

Thank you from ...



GOVERNMENT SUPPORT SERVICES