



March 15, 2007

To: Senate Commerce Committee:

I am Ron Pasmore, President/CEO of KETCH and a vendor representative on the State Use (SUL) Committee. Thank you for the opportunity to submit comments in regards to the Kansas State Use Law

The current SUL Committee is compromised of the following members:

- Matt Fletcher (Chair)—Associate Director, Interhab
- Chris Howe—Director, Kansas Division of Purchases
- Senator Don Betts—State Senator, Wichita
- Representative JoAnn Pottorff—House of Representative, Wichita
- Barry Swanson—Associate Comptroller/Director of Purchasing, Kansas University
- Linda Merrill—President and CEO, Envision, Wichita
- Ron Pasmore—President and CEO, KETCH, Wichita
- Doug Schwinn—Director of Business, USD 230--Spring Hill
- Darren Muci—Director of Operations, USD 259--Wichita

The SUL Committee has met seven times since its inception at various sites throughout Kansas. Committee members take turns hosting meetings at their respective facilities. Some of the sites visited include BTCO, Envision, and TECH. The meetings have been well attended by the SUL Committee members as well as various SUL participants.

During the December 2005 SUL Committee meeting, two SUL sub-committees were appointed and asked to study several issues identified as concerns for members of the SUL committee. The Waivers and Threshold Committee, chaired by Darren Muci, was charged with looking at such topics as reviewing existing waivers, discussing future waivers and defining fair market value. The Products and Services, chaired by Connie Schuelsser, was asked to look at criteria for new vendors, catalogue preparation and review of SUL products and services.

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<sup>1</sup>Over the past year, the following are some highlights that have been accomplished since the revision of the SUL in 2005:

- Chris Howe, Director of Purchasing, has encouraged partnerships between SUL vendors and Corporate Express in an effort to provide seamless service to required purchasers. To date, five SUL vendors have contracted with Corporate Express to carry SUL products for sales via the state purchasing contract.
- SUL vendors have updated the SUL Web site and now offer online purchasing capabilities.
- Criteria has been established that sets out requirements for an entity to be accepted as a SUL vendor. To date, three new SUL vendors have been accepted into the program.
- Establishment of a timeline for the production of the SUL catalogue, including deadlines for catalogue product and price submissions
- Coordination of marketing activities among SUL vendors.
- SUL vendors have attended numerous events sponsored by various purchasers. Some examples of these events include Kansas Association of School Board Annual Meeting, Kansas Association of School Business Officers, and USD 259 Health Fairs.

I believe the most important benefit of the SUL Committee has been the facilitation of face to face communication between representatives of all the parties who utilize the law. This has resulted in the opportunity to improve our working relationships and develop stronger advocacy for employment for Kansans with disabilities.

Sincerely,



Ron Pasmore