



State of New Mexico

Office of the Governor

Bill Richardson
Governor

For immediate release

Contact: Gilbert Gallegos

5/14/04

505-476-2217

Local, Woman-Owned Business Will Partner with the State to Save Taxpayers 49% on Mailing Equipment

SANTA FE - Governor Bill Richardson today announced that New Mexico has dramatically lowered the price it pays for Mailing Equipment by more than 49% by awarding a new statewide contract to a local business. The new contract will save the state more than \$1.5 million over the next three years.

These savings mark the second success of the Governor's **Save Smart New Mexico** initiative, which he launched to ensure that state government delivers citizens the best value for their tax dollars. The state has already achieved an average of 28% savings on its express mail service through the Save Smart project.

To date, the state has been purchasing and leasing mailing equipment from Connecticut-based firm that supplies the majority of mailing equipment in the world.

"These results confirm our belief that New Mexico businesses can be competitive with larger out-of-state companies and still provide real savings for our state's citizens," Governor Bill Richardson said. "By cutting costs today, we can make long-term investments in New Mexico's economic future."

The state today finalized a contract with General Mailing and Shipping Systems, Inc. (GMSS) for Mailing Equipment. GMSS is an Albuquerque and Santa Fe-based business

owned by Mary Stramel, who said the award will result in significant growth for her business over the next few years. Stramel was recently named one of the Top 25 Women in New Mexico Business by New Mexico WOMAN magazine.

“As taxpayers, we are excited to be part of this effort and expect our state will take every opportunity to cut costs where it can,” Stramel said. “As employers, we look forward to the growth opportunity this contract provides. We already have plans to expand our current office space and to hire six more people to service the state account. Without Save Smart, our small firm would not have had the opportunity to become a partner with our state government. We look forward to proving that New Mexico businesses can deliver outstanding service at a reasonable costs.”

State General Services Department Cabinet Secretary Edward J. Lopez, Jr. who is overseeing Save Smart New Mexico, said the goal is to take a line-by-line look at how and what the state buys and adopt some common-sense approaches to state spending.

“Save Smart puts common-sense principles to work to drive down costs for state government on every day items and make more available to improve education and promote economic development,” Secretary Lopez said. “The end result will be millions of dollars in annual savings so we can invest in what we really need - better schools and a stronger economy.”

The Save Smart New Mexico initiative is part of Governor Richardson’s commitment to deliver his campaign promise of cutting \$90 million in spending for the state. The Save Smart process better coordinates procurement across over 100 state agencies to achieve better prices for the goods and services the state purchases every day. Through this program, the state expects to realize millions of dollars in savings that can be used to invest in better schools and a stronger economy.