

NASPO®

National Association of
State Procurement Officials

Maximizing the Power of the Purse through Procurement

- ✓ Importance of state procurement contracting
- ✓ The legislative role
- ✓ State trends, including preference programs and cooperative agreements



- Fair Competition
- Functional Specifications
- Ethical, efficient, effective
- Protect against collusion/corruption
- Good stewards of taxpayer money
- Social responsibility programs

The Good News: Public Procurement is Universal

Public Procurement is strikingly similar across all levels of government and throughout the world

THE CHALLENGE:

- Every jurisdiction has nuances (submittal requirements, set asides, etc.)
- Staff shortages/turnover (public entities and suppliers)
- Supply chain/competition for the same (limited) resources

OPPORTUNITIES:

- Multitude of available procurement-related resources
- Resources including other government offices and SMEs
- Cooperatives that leverage volume/reduce administrative costs
- Meaningful engagement with Suppliers



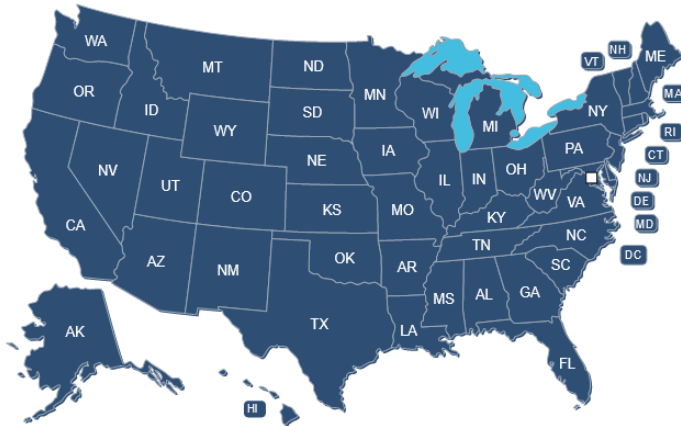
NASPO's RoSP

NASPO's Repository of State Practices

The Repository of State Practices (RoSP) is a database of state procurement statutes, regulations, and policies. NASPO's Research and Innovation team continually update the RoSP. However, upon your review, if you believe an update should be made, please contact research@naspo.org.

Procurement statutes, regulations, and policies can be accessed by either state or category. To browse a state's procurement practices, click on the state within the map. Categories of state practices, such as "Bid Protest," are located below the map. Selecting a category displays information about every state's practices.

Browse by State



Browse by Category

Best Value Procurement

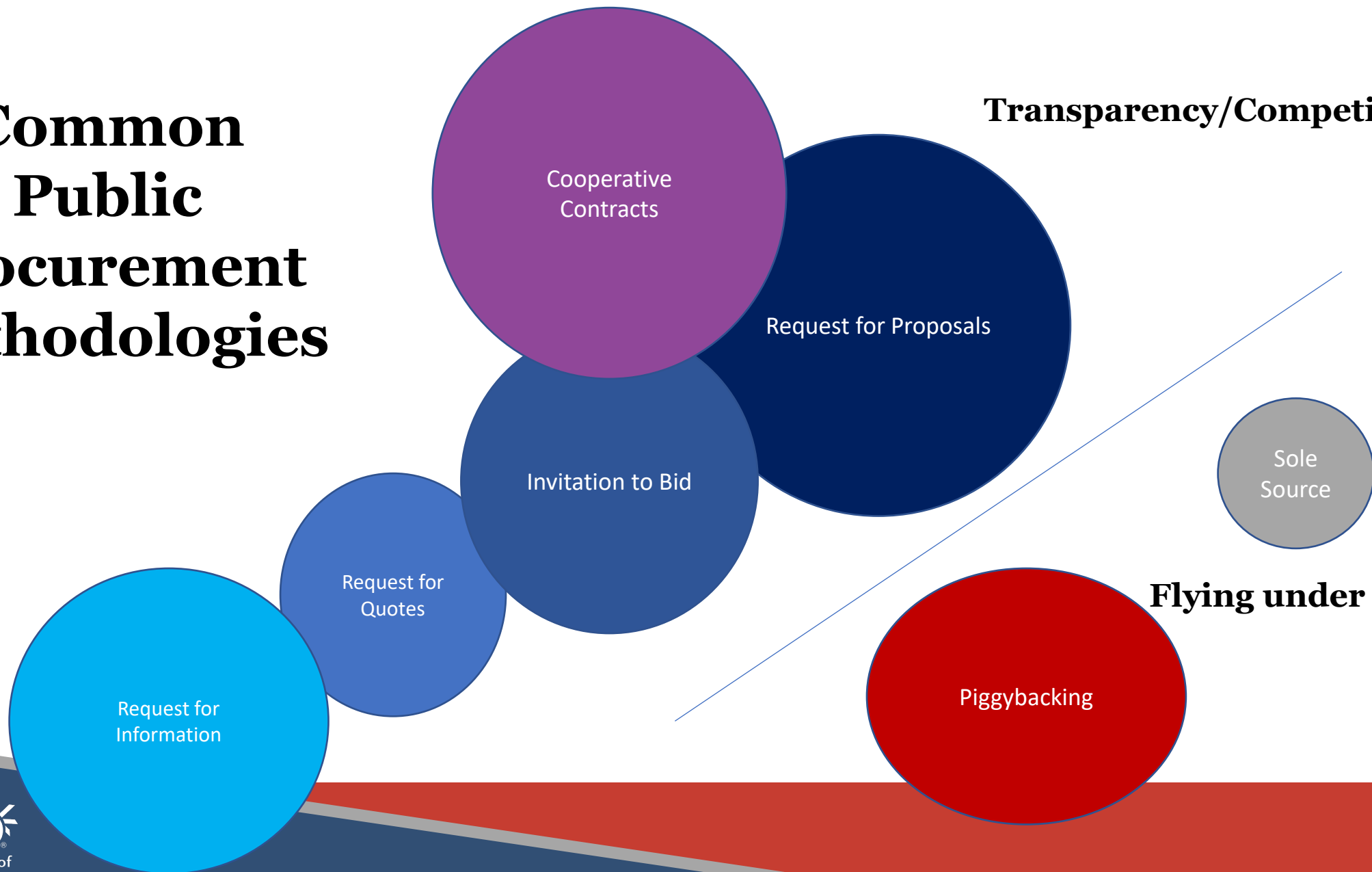
Bid Protest

Bid Responsiveness

Bidder Responsibility

- Provides state procurement laws, regulations, and policies
- Can search by topics, such as bid protest or evaluation committees, or by state
- Contains links to state procurement websites, contracts, and procurement manuals
- NASPO's R&I Team continues to update the database and add new topics--what would you like to see added?

Common Public Procurement Methodologies



Value of Cooperative Procurement

- Start placing orders immediately
- Avoid Administrative Costs
- Leverage the purchasing power of multiple public entities

- Do your due diligence:
 - Review the procurement process
 - Understand the Administrative Fee
 - Make sure any unique Ts and Cs for your jurisdiction are addressed



Procurement Can Be a Change Agent

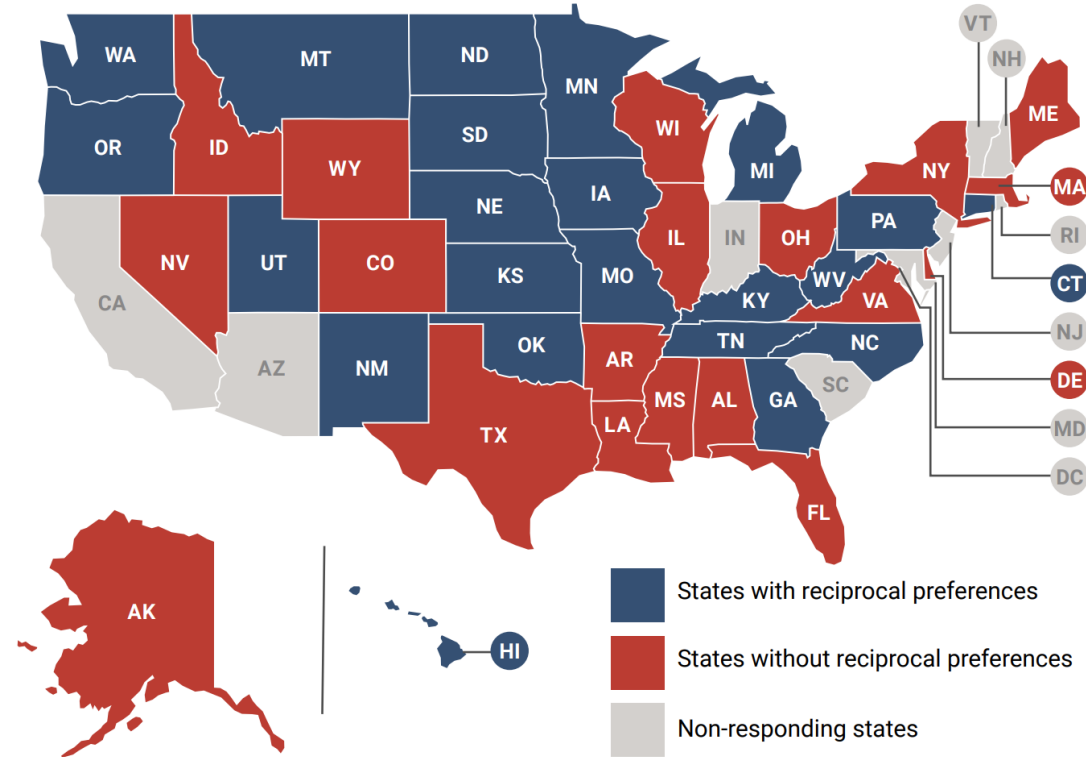
“Public sector buyers can use procurement to improve working conditions, help protect the environment, promote social change...and elevate small/local businesses.”

- Ensure supplier compliance with industry regulations for a safe workplace (e.g. OSHA);
- Establish (minimum) wage and benefit requirements within the solicitation;
- Require compliance with green initiatives
- Include code of conduct/ethical responsibility statements (with affirmative signatures); and
- Require regular reporting and enforce contract monitoring

State Preference Repository

The NASPO State Preference Repository provides a list of state bidding preferences, describing state requirements for each preference type (preference for in-state/local bidders, sustainable or locally-produced/manufactured commodities, small or diverse/disadvantaged businesses).

<https://www.naspo.org/research-innovation/state-preference-repository/>



2023 TOP 10 PRIORITIES for State Procurement

1 Talent Management and Succession Planning

Recruiting and retaining skilled procurement professionals; remote work capacity; succession planning; talent management strategies

2 Analytics for Data-driven Decision-Making

Using data analytics and tools to drive better procurement decisions state-wide

3 Central Procurement Office as a Strategic Leader

Strategic leadership; active participation in policy setting and statewide planning; comprehensive governance and oversight; centralized data gathering and analysis for increased business insight and responsiveness to stakeholder needs

4 Customer Service to Agency Stakeholders

Responsiveness to agency stakeholders' needs; compliance with service level agreements; maintaining trust and high satisfaction levels

5 Modernizing the Procurement Process

Digitization of solicitations, bids, contracts, and record keeping; automation of processes; the use of A.I. for analysis and improved efficiency

6 Training and Certification

Promoting training and certification programs that elevate the procurement profession and develop skillsets for the future

7 Promoting Supplier Diversity

Implementing strategies to create opportunities for small businesses and women-, minority-, and veteran-owned businesses to participate in state government contracting

8 Continuous Process Improvement

Continuous review and improvement of current procurement processes to eliminate waste and gain new sources of value and efficiencies

9 Transparency and Integrity

Transparent policies and practices; fair and open competition to promote integrity and accountability and increase public and stakeholder trust

10 eProcurement

Start-to-finish system creation and adoption; increased state-wide agency utilization of eProcurement/ERP solutions

NASPO is a nonprofit association dedicated to advancing public procurement through leadership, excellence, and integrity.

www.naspo.org

NASPO RESOURCES



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Internship
Toolkit



Mentorship
Toolkit

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