



Government Procurement and Technology

30 April 2008



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Director



Overview



- What we've done
- What we do
- What we need to do



Historically...

- Standard procurement process
- Began to shift in mid 1990s
 - Leadership of NASIRE
- Joint effort with NASPO
 - Buying Smart: State Procurement Reform Saves Millions (1995)
 - Buying Smart: Blueprint for Action (1996)



Priorities for Reform



- Faster, more timely procurement
- Better procurement planning
- Better value relative to price
- Better use of information technology within the process



Blueprint for Action



- Simplify the procurement of goods and services
- Build an infrastructure for electronic commerce
- Procure IT based on best value
- Develop beneficial partnerships with vendors
- Solve problems with solicitations



Today



- Often separate buying functions
 - “Experts” in technology?
 - Separate procurement processes
- Automated procurement tools are common
 - Although end-to-end eProcurement is not
- The process remains burdensome



The Procurement Dilemma



- Facilitation
 - Making it simple, painless, and efficient for requisitioners to acquire goods and services
- Control
 - *The higher calling*
 - Required by the special trust and confidence that the taxpayer or the shareholder has placed in the procurement executive



Procurement Reform



- Procurement process evaluation and improvement
- Conduct a comprehensive review of directives
- Insert process automation, where appropriate
- Gain support from Human Resources
- Develop a good communications and outreach plan
- Establish and manage delegation levels properly
- Seek reporting enhancements
- Implement sourcing improvements
- Pursue training program enhancements
- Improve supplier management



Process Improvement

- Process evaluation (business process review must precede business process reengineering)
- Should include a comprehensive review of the procurement process
 - Elimination of non-value added steps or procedures
 - Reengineer remaining parts to increase efficiency and visibility
- Business process review can best be conducted by operators within the system (not outsiders)
- Requires dedicated resources
 - Treat it like a program, with appropriate assignments and support
- This is an investment fundamental to the success of procurement reform



Process Automation

- Don't automate the old process (streamline, then automate)
- Must follow a process review of the procurement function
- Automate only steps that are substantively improved by automation
- Likely automation targets:
 - External: Solicitation and Offer
 - Enterprise: eForms (requisition, change request, etc.)
 - Internal: Workflow, logging and assignment functions



Measure Outcomes



- Efficiency
- Cost reduction
- Resource management
- Value



Vision



To create the model procurement operation in municipal government, known for the highest level of customer service, delivering best value to the agencies serving our citizens.



Procurement Transformation



- Focus on Customer Service
 - Trusted Business Advisors for Agencies
 - Problem Solvers
 - Delivering Results and Value
- Better Management of Suppliers
 - Strengthen our Supplier Base
 - Communicate more Effectively
 - Open Opportunities and Help Businesses Succeed
- Ensure Complete Transparency in the Process
 - Instill Public Confidence
- Embrace Continuous Improvement

Become a Partner in District's Success



Steps in Procurement Transformation



- Execution Plan
- Organizational Change
 - Agency Contracting Officers
 - Commodity-based
- Process Improvements
 - Regulatory Reform
 - Vendor Management
 - Contract Administration
- Communications Enhancements
 - Website (Requisitioner and Vendor Portals)
 - Manuals
- Central Responsibility, Decentralized Authority
 - Training and Audit Responsibilities



Web Site Improvements



- Intuitive visual index
 - Vendor Portal
 - Agency (customer) Portal
 - Public Interest
- All information posted
 - Solicitations, awards, contracts, specification



Dynamic Communications



- Online Public Bid Openings
- MPD Evidence Warehouse



District of Columbia: Office of Contracting and Procurement - Windows Internet Explorer

http://www.ocp.dc.gov/ocp/frames.asp?doc=/ocp/lib/ocp/bid_opening_schedule_april_may_2008.pdf

District of Columbia: Office of Contracting and Procurement

Office of Contracting and Procurement

**OFFICE OF CONTRACTING AND PROCUREMENT
OFFICE OF PROCUREMENT ADMINISTRATION**

BID OPENING SCHEDULE FOR THE MONTH OF APRIL-MAY 2008

PROCUREMENT DESCRIPTION	INVITATION NUMBER	BID OPENING DATE	LOCATION
Renovation and Modernization at engine Company #28 (IFB) LIVE WEBCAST BID OPENING www.ocp.dc.gov	DCFB-2008-B-0037	04/25/08 10:00 AM	Office of Zoning Hearing Room 441 4 th Street, NW, Suite 220 South Washington, DC 20001 (202) 727-6311
Roof Replacement at Six (6) DPR Sites (IFB) LIVE WEBCAST BID OPENING www.ocp.dc.gov	DCHA-2008-B-0053	05/05/08 10:00 AM	Office of Zoning Hearing Room 441 4 th Street, NW, Suite 220 South Washington, DC 20001 (202) 727-6311
HDTV Facility Upgrade (IFB) LIVE WEBCAST BID OPENING www.ocp.dc.gov	DCTO-2008-B-0113	05/12/08 10:00 AM	Office of Zoning Hearing Room 441 4 th Street, NW, Suite 220 South Washington, DC 20001 (202) 727-6311
New Burn Simulator DC FEMSD Training Academy (IFB) LIVE WEBCAST BID OPENING www.ocp.dc.gov	DCFB-2008-B-0019	05/16/08 10:00 AM	Office of Zoning Hearing Room 441 4 th Street, NW, Suite 220 South Washington, DC 20001 (202) 727-6311

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#Pre-Solicitation_Conference_03.2F07.2F2008 - Windows Internet Explorer

http://evidencewarehouse.ocp.dc.gov/index.php/Main_Page#Pre-Solicitation_Conference_03.2F07.2F2008

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- 7 Site Visit
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Procurement Deadlines

- 02/22/08 - Solicitation Issuance
- 03/07/08 - Pre-Proposal Conference
- 03/24/08 - Response Date
- 03/27/08 - Oral Presentations
- 05/19/08 - Award Date

RFP documents are available

Request For Proposal

Standard Operating Procedures (SOPs)

[SOP%27S_for_Holding_Facilities](#)

[Customer_Service_Standards_and_Testing](#)

[Corporate_Support%2CGeneral_Support_Services_Division%2CEvidence_Control_Branch_Internet_Disposition_Administrative_Process](#)

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10:21 AM



MPD Evidence



Internet Explorer window: Main Page - EvidenceWarehouse - Windows Internet Explorer
Address bar: http://evidencewarehouse.ocp.dc.gov/index.php/Main_Page

Page Title: Mayor's Press Conference on MPD Evidence Warehouse, 12/14/2007

Content:

- Part 1: Mayor Adrian Fenty and Chief of Police Cathy Lanier
- Part 2: CTO Vivek Kundra and CPPO David Gragan
- Part 3: Q&A

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- Acquisition - David Gragan, Chief Procurement Officer; Technology - Vivek Kundra, Chief Technology Officer
- Conference Overview - Sherry Jones-Quashie, OCP; Overview of the Problem - Ed Hamilton, MPD

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YouTube - MPD Evidence Warehouse Pre-Solicitation Conference - Part 2 - Windows Internet Explorer

http://www.youtube.com/watch?v=P1f1yWKRH6Y&url=http://evidencewarehouse.ocp.dc.gov/index.php/Pre-Solicitation_Conference_Video

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Where Next?

- Better forecasts of needs
- Better understanding of the selling environment
- Closer communications and cooperation
- Open for business