

HOW STATE PROCUREMENT OFFICES ARE LEARNING TO BUY BETTER

State Procurement offices are taking up modern purchasing processes

Governing Institute conducted a year long assessment of purchasing processes in 28 states and the District of Columbia highlighting emerging trends in state purchasing.



State procurement agencies are shifting from "buying cheaper" to "buying smarter"

Procurement Priorities: State Chief Procurement Officer vs. State Agency

● Chief Procurement Officer ● Agency Head



"When you have the suppliers and the buyers all communicating well, working in lock step and understanding the process, you're naturally going to get the best savings possible"

State Procurement Becomes Strategic & Innovative

What do central procurement agencies have in common?



Components of the Procurement Strategic Planning Process



Formal methodologies the central procurement organization used in the past 18 months.



State's expand the supply base to drive innovation

State's are emphasizing transparency, supplier management, and outreach to increase the supply base to drive competition, innovation and social responsibility

How many states have policies / procedures for...

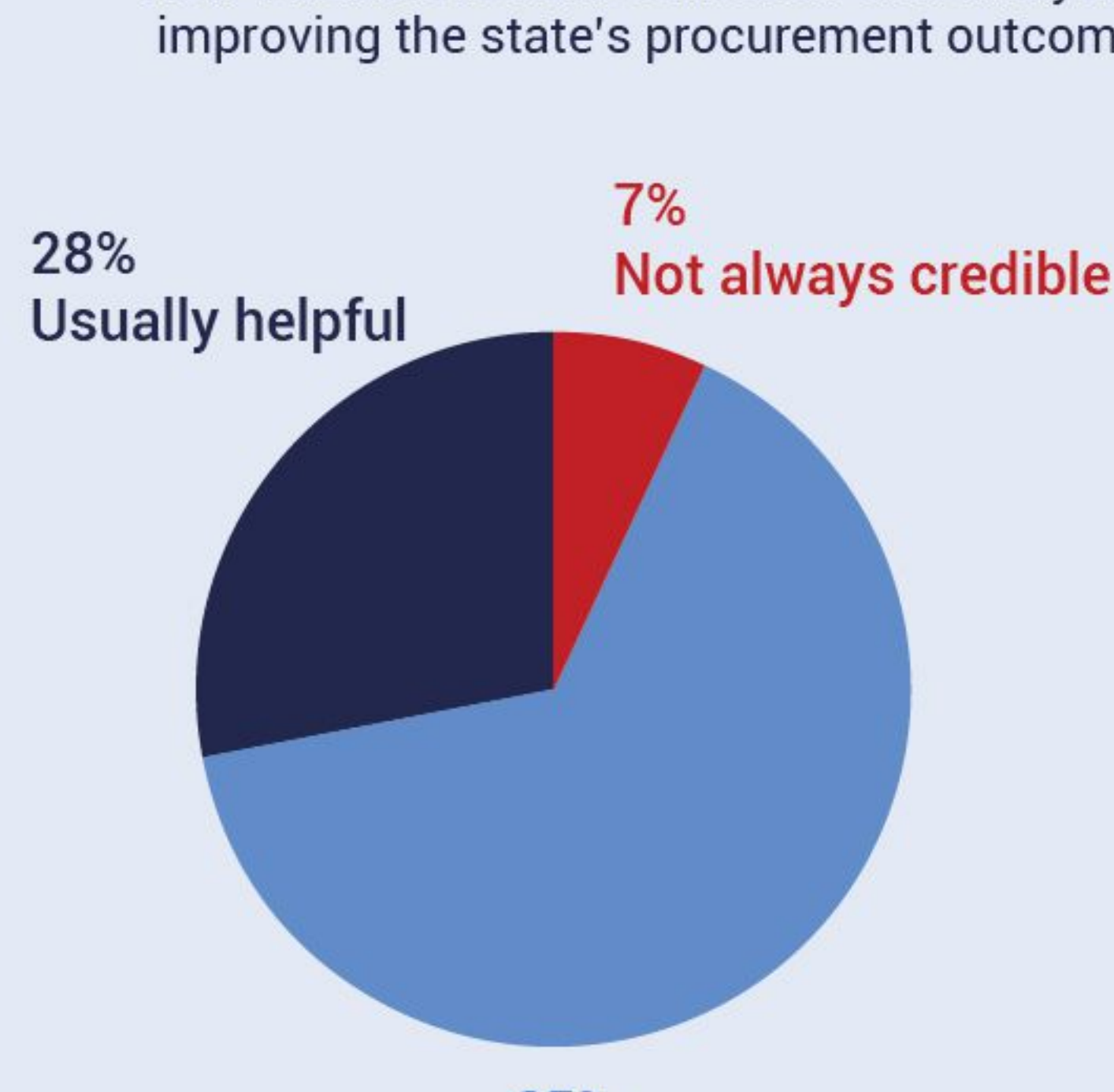


Top 5 Components of Vendor Relations Programs



Technology and Data is Seen as Key Enabler

How valuable is data collection and analysis in improving the state's procurement outcomes?

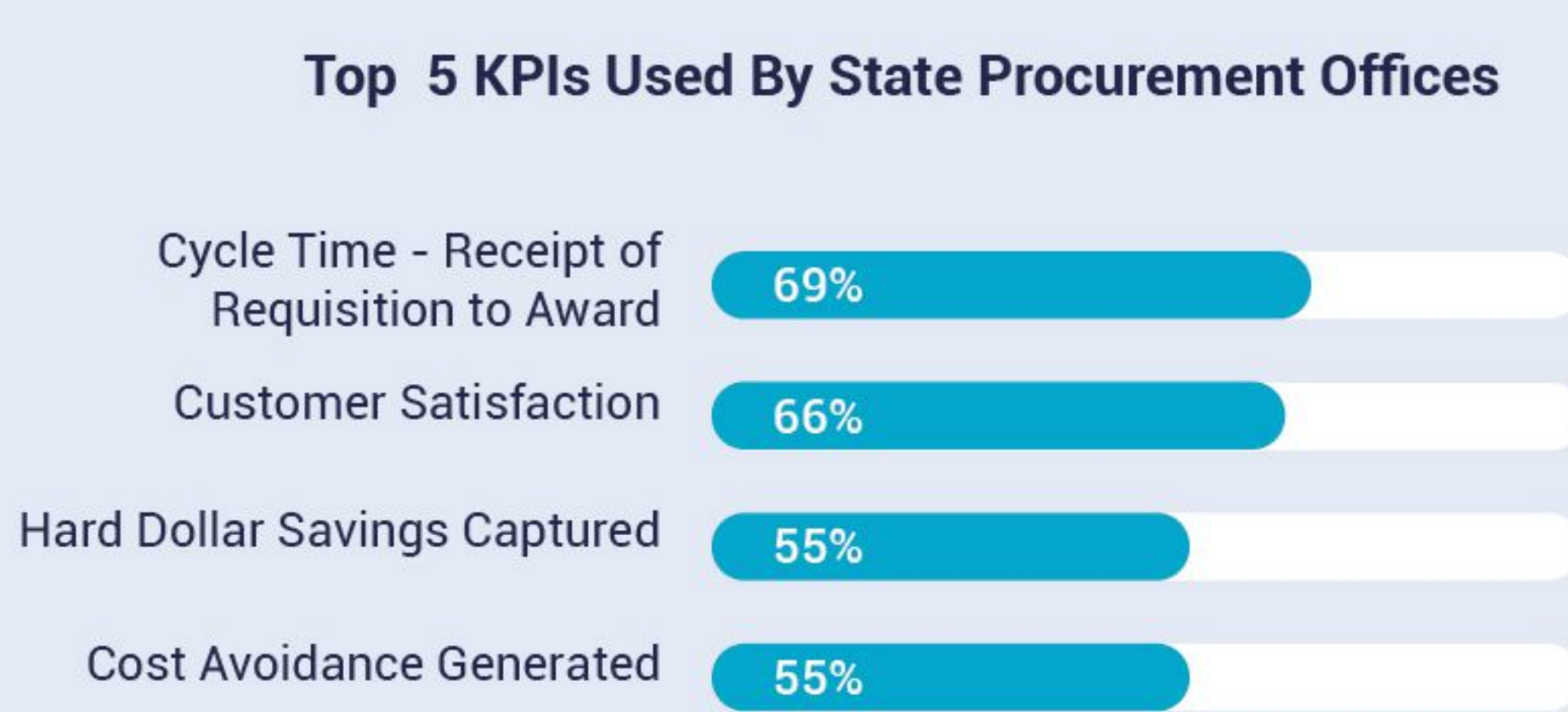


Say Key Performance Indicators (KPIs) are used to inform policy & process



Say internal KPIs are shared with stakeholders

Top 5 KPIs Used By State Procurement Offices



Top 5 Technologies Planned (12-18 months)

Plan to use in next 12-18 months

