

Intergovernmental Cooperative Purchasing (ICP) Meeting

9/21/17

City of Beaverton, 1st Floor Umpqua River Room #145, 12725 SW Millikan Way, Beaverton, OR 97005

Attendees:

Ken Scholes – Multnomah County
Chris Maciolek – City of Beaverton
Wendy Burns – Tualatin Valley Water District
Tim Boylan – Tualatin Valley Water District
Cate Antisdell – City of Portland
Kelly Stevens-Malnar – DAS Procurement Services
Terry Muralt – City of Beaverton
Nicole Murphy-Garcia – Port of Portland
Carolyn Kraaz – Washington County
Patti Schmidt-Shove – Port of Portland
Shawn Warren – Port of Portland
Tony Dornbusch – Multnomah County
Linda Niman – Beaverton School District
Elizabeth Smith – Beaverton School District
Kendall Cisneros – Port of Portland
Daniel McKay – DAS

11:30 – Round Table Co-Op News

- Cate Antisdell – solicitations for Portland Building furniture, Port-a-Potties, safety training, biowaste clean up in the works
- Shawn – looking for specialized IT Temp Staff, Kelly suggested State contract with Covendis
- Tony Dornbusch – getting ready to do technology staff augmentation – currently using WA state agreement
- Kenda Cisneros – doing a vendor pool for A/V to modernize tech – propose equipment and installation
- Daniel McKay – Basecamp – new program – IT supply chain management program for the state. Approved through legislature 2 years ago. Vendor management, security management, procurement.

DAS Procurement News

Kelly Stevens-Malnar – State of Oregon

- Has a contract for hazardous waste cleanup – will follow-up with me
- Lots of open positions in DAS so admin on new contracts has been slow
- Governor's marketplace – Oct 17, Washington County Edition
- Next year's Governor's Marketplace is 3/21, 3/22

Basecamp Presentation

Daniel McKay – State of Oregon

Presentation can be viewed here:

<https://app.emaze.com/@AORFZQFRL/basecamp-ea?fullscreen&redaolon>

The State is trying to get in front of some major purchases that their agencies are making – some IT projects fail because the budget run out before a procurement can even begin.

Basecamp – co sponsored with DAS PS and Oregon CIO – four IT strategists that write procurements and develop IT strategies, three people (including Daniel) who are vendor managers – strategic sourcing specialist –

Basecamp focuses on vendor relationships – working on education institutions but main vehicle is state agencies

Fall behind quickly if communication is not managed because of the speed of change in tech.

Procurement analysts are the contract administrators. Vendor managers have a business relationship with the vendor – how can they help the vendor improve or get them more business? Help purchasing partners make informed decisions. Stakeholder engagement is very important

All their contracts have coop language.

Projects are currently focused on heavy involvement from **non-state agencies**. Majority from local community – cities, counties. Some rural areas to make sure agreements are as broad as they need.

Will have an IT catalog. Sourcing tools include performance indicators – can use to make a best value analysis. Can see which agencies have purchased what for inter-agency communication.

Market conditions, demand, security considerations, all considered before they submit a purchasing request. Constantly monitor pricing and new products/services on the market.

Enterprise architect – interoperability and interconnectivity, portability

Vision – no adversarial relationship between IT and government, catalog of vetted and actively managed agreements

1. Identify an opportunity, prioritize
2. Strategic procurement
3. Vendor management

Key component – offer protection for purchasing partners – vendor management makes sure that proper security credentials are maintained and audits are successful. Some monitoring tools are in place. Also looking into third party monitoring and auditing tools,

Vendor management – portfolio view focused on the agreement level instead of the project level. Follow projects to ensure generally that they're working as intended

Manage performance: request performance measures – looking at comparable agreements, what's online, consulting firms, industry standards, such as Kaiser Permanente who has a well-developed IT supply management program. Regular meetings with vendors.

Performance management – 360 degree performance management – not always the vendor's fault if something is not working right.

After each performance review – make a lessons learned document and try to implement for the next request

Engagement: purchasing partners involved in every phase – trying to get feedback before there are major issues. Offer a sort of brokering service to try and improve relationships or help with communication on a project.

Focus on key vendors such as Microsoft – State has account representatives for these major vendors – for Microsoft the State rep is Daniel.

Partner with vendors – not an adversarial relationship

Why – lack of coordination for purchasing, avoiding the “siloed” expertise, avoiding bad decisions made because of a lack of information or vision, trying not to live in the past

Right now about 1/3 of the State’s IT agreements are cooperative. Want to turn this around to about 2/3.

Program:

1. Managing cost
2. Align technology
3. Ensure compliance and mitigate risk
4. Build relationships
5. Support strategic partnerships

Wide outreach to various state organizations – CIOs of state agencies – trying to add municipalities

Process:

1. Market research report
2. Vendor risk review as part of their proposal
3. Active vendor performance management
4. Balanced scorecard utilizing the five points above
5. Continually monitoring markets – pricing comparisons (BOLI)

Active projects:

1. IT quality management services
2. Broadband
3. IT professional services
4. IT Service management – optimizing licensing
5. Wireless communications and equipment (will probably be a NASPO contract)

Pending:

1. Cloud services – AWS (amazon), azure, cold storage – no current State contract – will be NASPO
2. IT Asset management – optimizing licensing
3. Customer relationship management
4. IT research services
5. Business intelligence – will probably be their next active project

Idea form – good to get feedback from varying agencies

<http://www.Oregon.gov/basecamp> click on Get Connected – can get program updates or choose to get involved in program updates. The put out specific projects for feedback.

Electronic signature capture – evaluating NASPO’s solicitation

Basecamp Government Partners event in Oct 10, 9:00 – 10:30 in Salem also via webinar – great op to bring in IT procurement staff and CIO. ORCPP WebLink email to go out.

What models are you using? Vendor performance management software?