Procurement Excellence Network Two-Year Anniversary Event

Charting the next frontier for our virtual community of change agents

How can you engage in this session?

Please use the **"Raise Hand"** function on Zoom!

If able, please **turn on your Zoom camera!**

Look out for **discussions** in the Zoom chat!
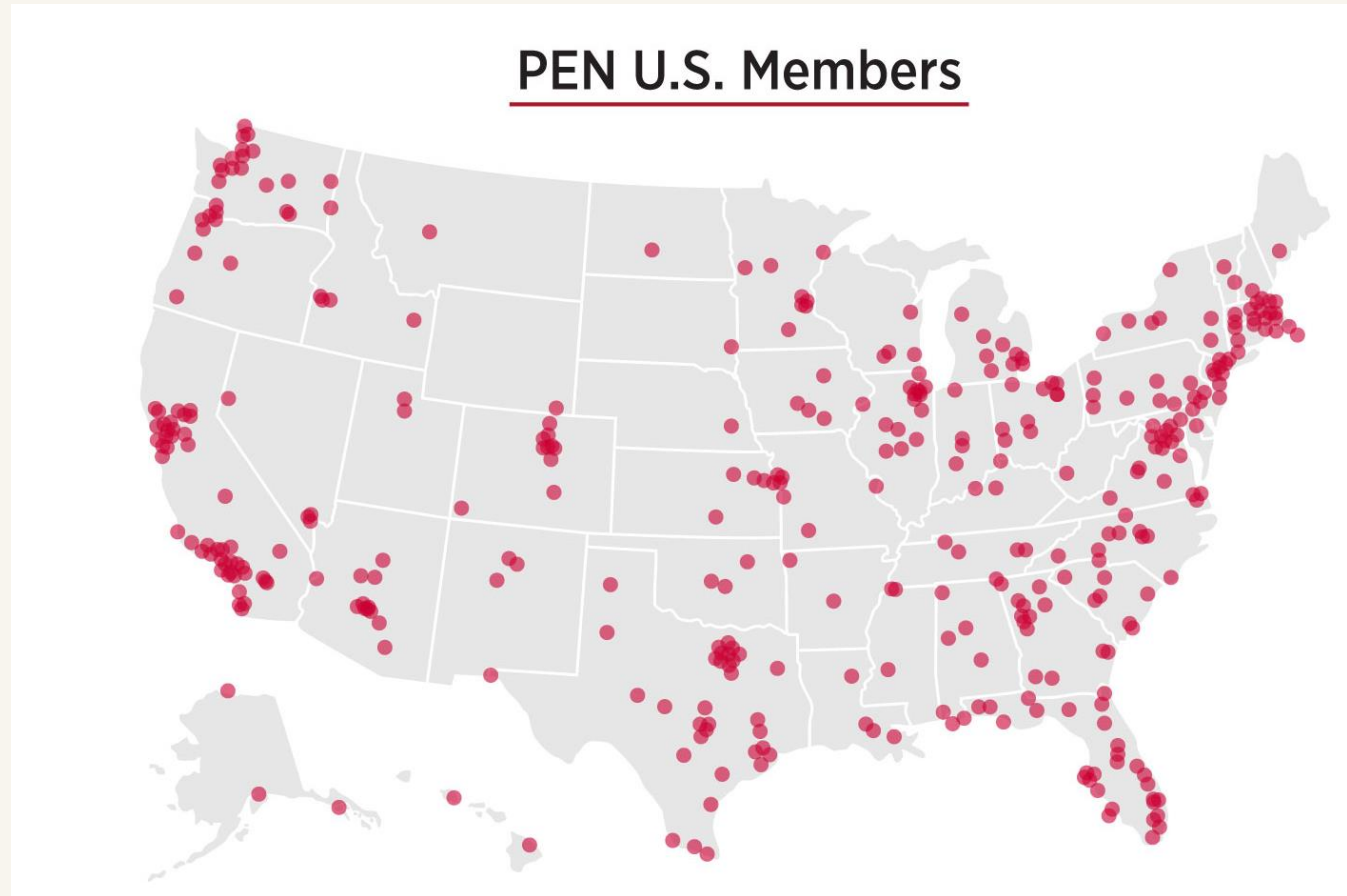
Why Procurement Matters – New Bedford, MA

1. Membership Celebration – Where We've Been

2. Showcasing Examples of Procurement Excellence

3. PEN in 2025

4. Next Steps and Opportunities for Engagement

agenda

PROCUREMENT
EXCELLENCE
NETWORK
Partners for **Public Good**

Membership Celebration – Where We've Been

Procurement Excellence Network Members

PEN U.S. Members

The Procurement Excellence Network: Two-Year Recap

Gathering procurement leaders

2200+ PEN Members

Jurisdictions with the most members:

- Little Rock, AR
  City w/ pop. < 300K

- New York City, NY
  City w/ pop. > 300K

- San Diego County, CA
  County Government

- State of Washington
  State Government

Documenting leading practices

100 Publications with 40,000 views

Most viewed publications:

1. Contract Management Plan

2. RFP Response Workbook and Question Bank

3. What is Procurement Excellence?

Sharing solutions

30 virtual events 200 coaching calls

Top attended events:

1. Overcoming Resistance to Change: The Real Catalyst to Achieve Procurement Transformation

2. How to Design and Deliver Effective Trainings

3. Managing Contracts to Improve Results

Achieving procurement results

250 members implementing reforms

As a result of being a PEN member:

- 100 felt increased confidence in launching a procurement reform

- 125 shared an idea they learned with colleagues

- 50 made a significant change to business operations
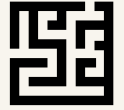
PEN Impact Word Cloud

Showcasing Examples of Procurement Excellence

PROCUREMENT
EXCELLENCE
NETWORK

Partners for **Public Good**

Public Procurement Top Themes in 2024

Public procurement is **navigating greater complexity** and ambiguity, needing to manage the noise of it all.

Procurement teams are finding themselves in **more regional, cooperative, and networked opportunities,** including via the use of joint purchasing.

Public procurement is increasingly **shaping markets in local communities.**

Public procurement teams are striving to **balance rapid technological change with appropriate governance.**

Procurement teams are looking for **new stakeholders for problem solving.**

PEN Poll

Which of these top themes most resonates in your jurisdiction?

Govt Spotlight: Montgomery County, MD

Featured Speaker: Ash Shetty
Chief Procurement Officer
Montgomery County Office of Procurement

Defining the Challenge

- Manage nearly 3000 contracts worth $5B at any given time

- Contracts associated with nearly 10,000 procurement actions

- Challenging to keep user departments/vendors up to date on all procurement related activity

Action Plan for Reform

- Developed public facing solicitation tracker

- All solicitations tracked from issuance to contract execution

- Also shows historical data/ past contract holder for associated solicitation

Impact

- 43% increase in procurement website traffic

- Cost savings from decrease in information requests

- Memorializes why solicitation delayed, informs future reforms

PROCUREMENT EXCELLENCE NETWORK | Partners *for* Public Good |

Govt Spotlight: City of Murray, Utah

Featured Speaker: Brooke Smith

City Recorder
Manages Recorders Division, Purchasing, and Passport Office

Defining the Challenge

- Small jurisdiction (~50K) with few staff focused on procurement

- Cycle times often multiple years (3 months for minor contracts)

- Generative AI tools very exciting, but no clear roadmap for where to start for procurement teams

Action Plan for Reform

- Procurement started experimenting with Gen AI

- Early pilots involved drafting RFPs and negotiation prep

- Lessons learned include importance of prompt engineering, closed loop systems, and staff training

Impact

- Cycle time now only weeks for priority contracts

- AI tools improving subject matter expert collaboration

- Leveraging AI Committee to put appropriate guardrails on usage

Govt Spotlight: City of Richmond, VA

Featured Speaker: Daniel Mullery
Contracting Officer
Department of Procurement Services

Defining the Challenge

- Insufficient capacity to handle increased demand

- 70% turnover of frontline procurement staff

- Inability to prioritize strategic activities given procurement in reactive mode

Action Plan for Reform

- Developed data-driven staffing analysis for senior leadership

- Defined success (reduced workloads, shorter cycle times)

- Conversations with senior leadership resulted in doubling headcount to 28 FTEs

Impact

- Workload ratio improved by ~65% (avg reqs down)

- No frontline procurement staff turnover in two years

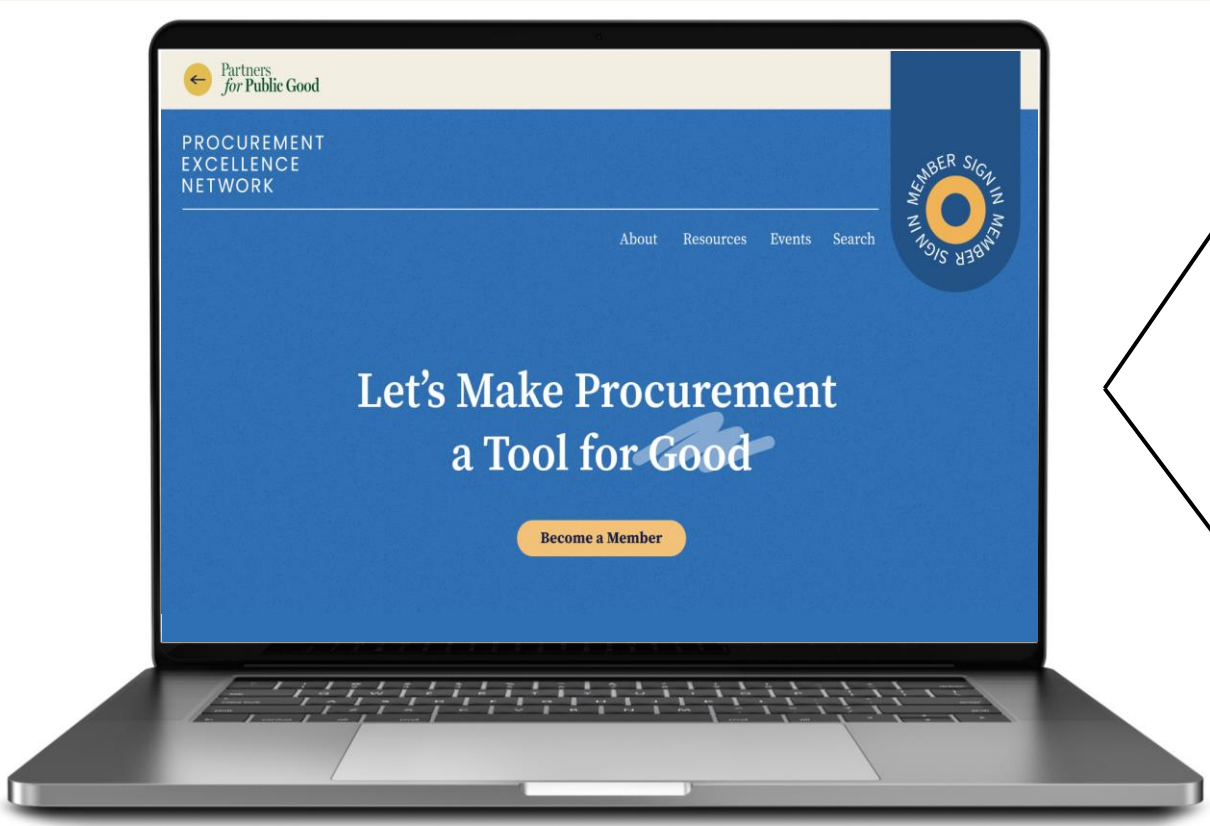- Now time for key activities (eProcurement launch, new vendor outreach initiatives)

PEN in 2025

PROCUREMENT
EXCELLENCE
NETWORK

Partners for **Public Good**

New PEN Website

Events and Opportunities

Join us for face-to-face trainings, round table discussions, community building, and more with PEN experts and your fellow procurement pros.

Upcoming Events | Past Events

WELCOME SESSION   Oct 31, 2004
PEN Welcome Session   2 pm—3:30 pm ET

TRAINING   Sep 20, 2024
Improving Vendor Certification   2 pm—3:30 pm ET

My Bookmarks

Save the resources and conversations you keep coming back to.

Resources | Conversations | Events Attended

INTERVIEW   COMMUNITY RESOURCE   COMMUNITY RESOURCE

**Market Research: The Key   Solicitation Getting   Solicitation Getting
to your Next RFP's Success**   Started Toolkit: Intake   Started Toolkit: Intake
                              Form   Form

View Resource →   View Resource →   View Resource →