



Open Data: A Powerful Tool for Governments Looking to Transform Procurement

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

June 6, 2023

<i>5 min</i>	Agenda + Introductions
<i>15 min</i>	Overview of Open Data + Open Data Principles
<i>15 min</i>	Best Practices (OCP)
<i>5 min</i>	How They Did It: Stories from Other Cities (OCP)
<i>10 min</i>	City Spotlight: Portland, OR
<i>5 min</i>	Questions & Answers
<i>5 min</i>	Wrap-Up + Resources from PEN

Session Objectives

Today's event is designed to...

- Provide a framework to share **what** open data is, **why** you should open your procurement data, and **how** to get started with making your procurement data publicly accessible
- Introduce you to best practices around open data from the ***Open Contracting Partnership***
- Share some real-life examples of successes and challenges faced by governments as they've used open data to transform their procurement processes

Open Data and Results-Driven Contracting

- This event is especially designed for cities pursuing [What Works Cities certification](#), and will provide support in meeting the [RDC7](#) criterion:

"Your local government embeds opening and sharing data throughout the entire procurement process lifecycle in order to increase bid competitiveness and strengthen procurement transparency and accountability."

- If you are a city currently pursuing WWC certification, welcome! If you are not yet pursuing WWC certification, we'll drop the link in the chat.
- Regardless of whether you are pursuing certification, however, **this event is for anyone interested in using open data to transform their procurement process!**

OPEN CONTRACTING PARTNERSHIP



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OCP is a D.C. based non-profit that works with governments in over 50 countries.

We help transform public procurement from an opaque, compliance-driven, bureaucratic chore that benefits the few to an **open, user-friendly, data-driven service** that delivers better outcomes for everyone.

Get in touch! data@open-contracting.org

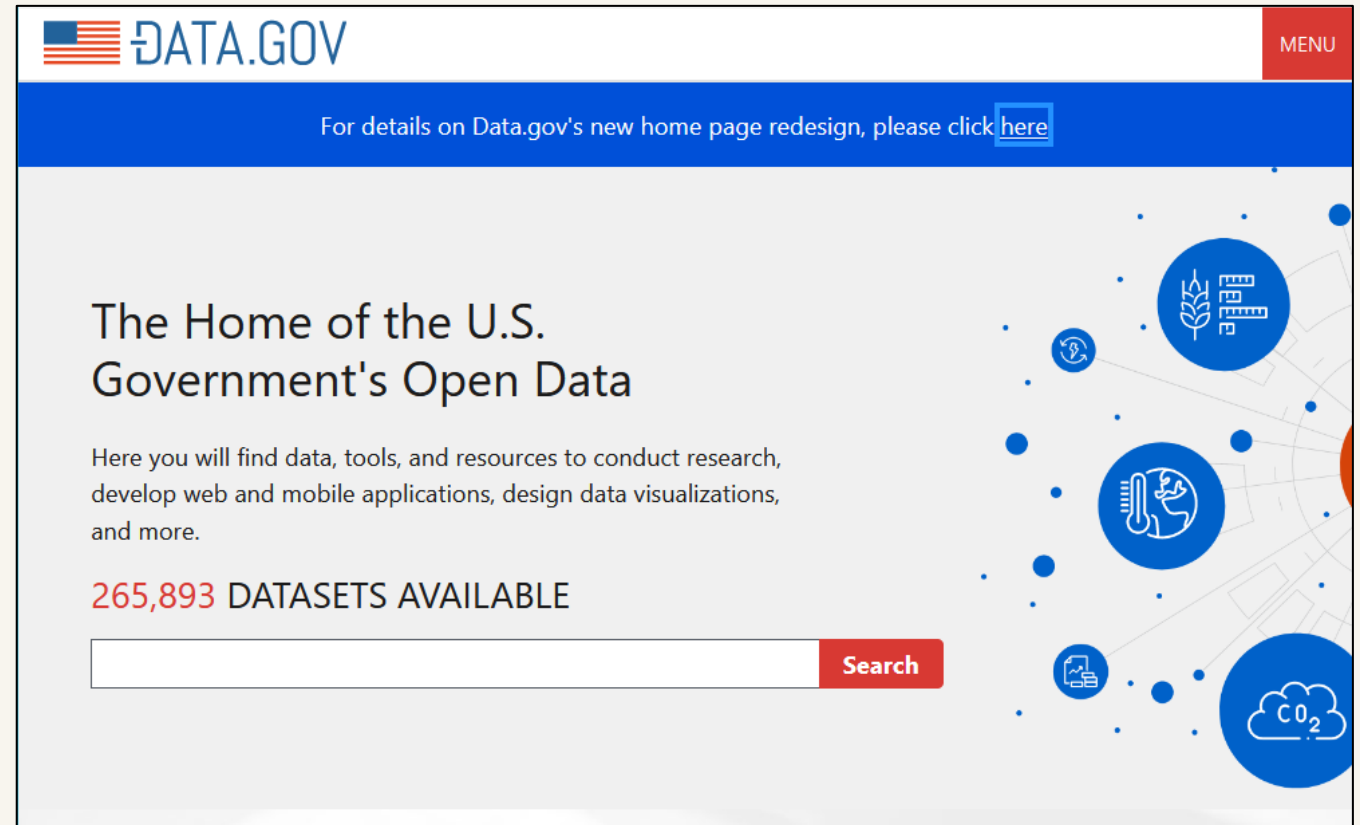
Overview of Open Data + Open Data Principles

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What is Open Data?

- “Open data” refers to data content that is:
 - Publicly accessible
 - Timely
 - Free for anyone to use, manipulate, and share for any purpose
 - Without legal restriction
 - Easily accessible and machine readable



Why is Open Data Important?

Open data is a key tool that increases government transparency and accountability. According to the OECD, open data:

- Allows residents and civil society to **track government spending** and budget flows, which increases government accountability to those it serves
- Allows interested parties to more easily **analyze, combine, and compare data sources**, which increases the speed and ease of public scrutiny
- Makes it easier for government, civil society, and businesses to **collaborate**

Open data can also stimulate innovation, improve the efficiency and effectiveness of government services, drive impact measurement of government policies, and increase citizen participation in government.



**DOB NOW: BUILD
APPROVED PERMITS**

YOUR FILING NUMBER:

M0041741-L1

WORK TYPE:

Sidewalk Shed

Dept. of Buildings

**STREET
PAVEMENT RATING**

RATING DATE:

05/05/2018

SEGMENT ID:

23212

RATING:

Good

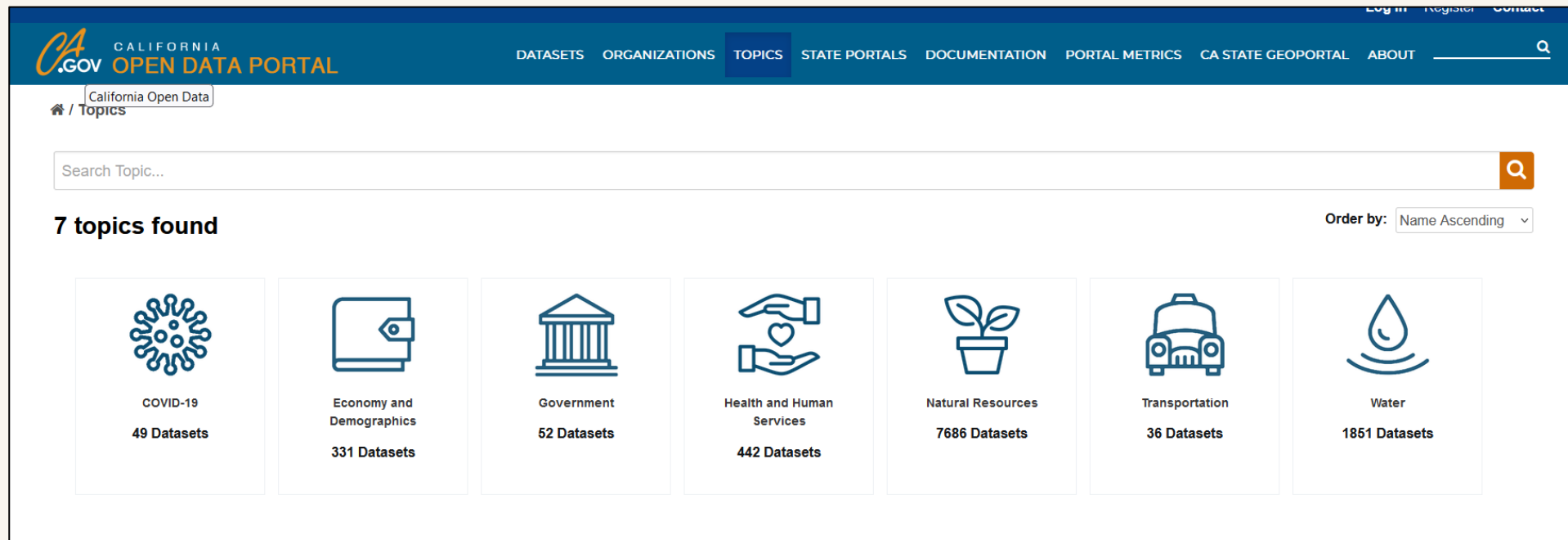
**Department of
Transportation**

Taking open data from publishing to problem-solving



But What Does this Look Like?

- What data gets shared, of course, depends on the department, agency, or government unit.
 - Public health departments: immunization data, locations of vaccination sites
 - Parks departments: visitation figures, GIS maps for natural features
 - Social services agencies: demographics of residents accessing services



Open Data for Procurement Departments

Online Directory of NYC Certified Businesses

The Online Directory of NYC Certified Businesses is a searchable list of M/WBE, LBE, and EBE businesses certified by the City of New York. Find contact information for these firms, and learn about their expertise, experience, and more.

[Learn about certification](#)

Search the database

Keyword

Enter keyword(s) here

Search for keyword matches in business name, DBA, business description, or contract experience.

Certified Vendors:
City of New York
[certified businesses list](#)

Procurement Forecasts:
City of Dallas
[quarterly procurement forecast](#)



Procurement Services

Quarterly Forecast FY 2023 Q1

In an effort to increase transparency, competition, and equity, the City of Dallas has created a quarterly report of upcoming solicitations. It is the City's intention that the Procurement Quarterly will provide advance notice of bidding opportunities, increasing vendor submissions, encouraging M/WBE participation, providing ample time for planning and preparing competitive bids and proposals and increasing accountability.

Open Data for Procurement Departments



The screenshot shows the 'Contract Search' portal for the City of New Orleans. The header includes the city logo, 'CITY OF NEW ORLEANS', 'BRASS', and 'BUDGET REQUISITION & ACCOUNTING SERVICES SYSTEM'. The main section is titled 'Contract Document Search' and contains several input fields: 'Description:', 'Supplier Name:', 'Contract #:', 'Working Contract ID:', 'Sourcing Event:', 'Effective Date:', and 'Expiration Date:'. At the bottom right, there are three buttons: 'Help' (blue), 'Reset' (grey), and 'Search' (green).

Open Data Portals:

Town of Gilbert (AZ) [open data portal](#)

Contract Searches:

City of New Orleans [contract search](#)

Why Make Procurement Data Open?

- **Efficient**

- Easily-accessible contracting datasets help jurisdictions piggyback off existing contracts or reduce duplicative purchasing

- **Fair**

- Lists of upcoming solicitations make it easier for all vendors to access procurement opportunities

- **Results-driven**

- Publishing contract details or performance metrics helps citizens understand government programs

- **Strategic**

- Procurement forecasts give vendors adequate time to respond to high-priority procurements



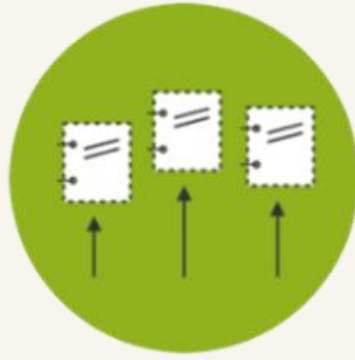
Open Data Principles Applied to Procurement

Examples of open procurement data



Planning

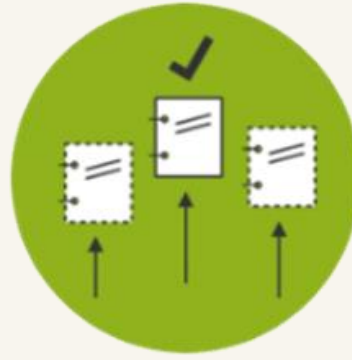
Upcoming
RFP
deadlines



Solicitation

of unique
bidders

Average days of
decision period



Award

% MWBEs
awarded

of sole-source
awards



Contract

Total annual
contract spend

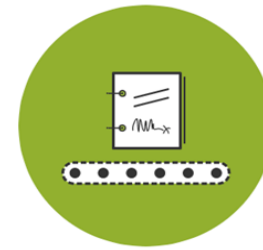
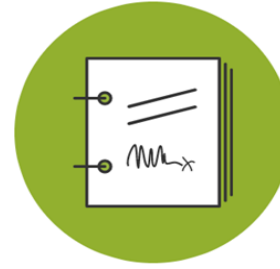
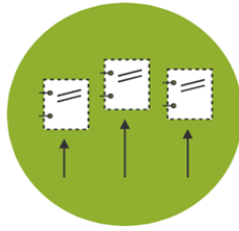
of contract
amendments



Implementation

% of contracts
completed on time

% of projects that
exceed budget



Planning

Tender

Award

Contract

Implementation

Including:

Including:

Including:

Including:

Including:

Budgets
Project plans
Procurement plans
Market studies
Public hearing info

Tender notices
Specifications
Line items
Values
Important dates

Details of award
Bidder information
Awarded suppliers
Values

Final details
Signed contract
Amendments
Values

Payments
Progress updates
Location
Amendments
Completion or termination info

Enabling:

Enabling:

Enabling:

Enabling:

Enabling:

Strategic planning
Market research
Setting priorities
Access to market

Competitive tendering
Cross-border procurement
Red flag analysis
Transparent feedback mechanisms

Efficient supplier management
Efficient complaints mechanism
Links to beneficial ownership data
Red flag analysis
Trade / cross border analysis

Cost analysis
Understanding what government buys
Trade / cross border procurement analysis

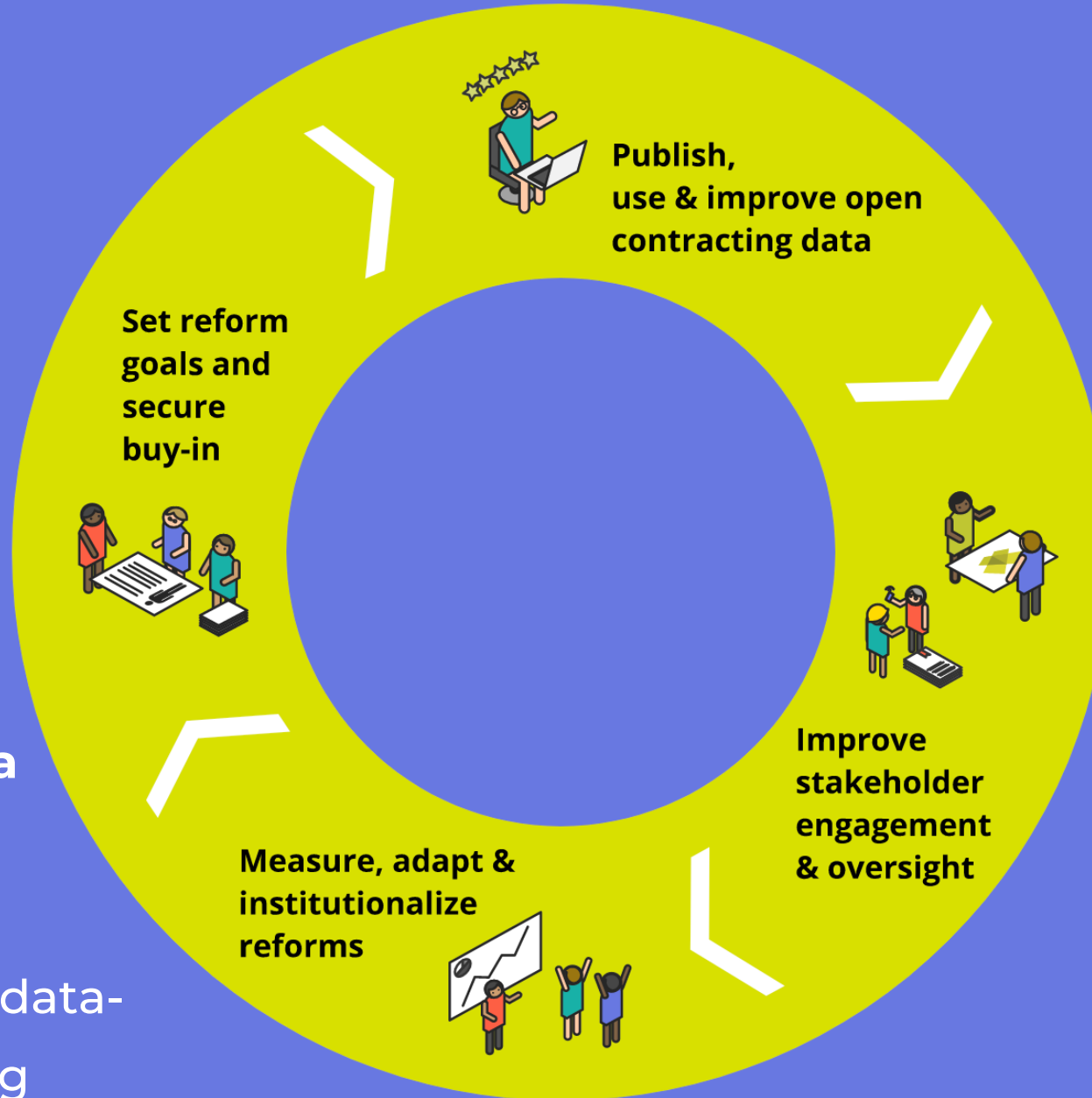
Results based contracting
Implementation monitoring
Transparent contract management
Red flag analysis

Des Moines, Iowa

uses open contracting data to set baselines and targets for their equitable and sustainable procurement goals.

Long Beach, California

has cleaned their procurement data to improve their internal data-driven decision-making processes.



New York City, New York


is piloting a public-facing data visualization of their top procurement data.

El Paso, Texas

streamlined three different technology solutions to improve their data automation and increase efficiency for vendor payments.



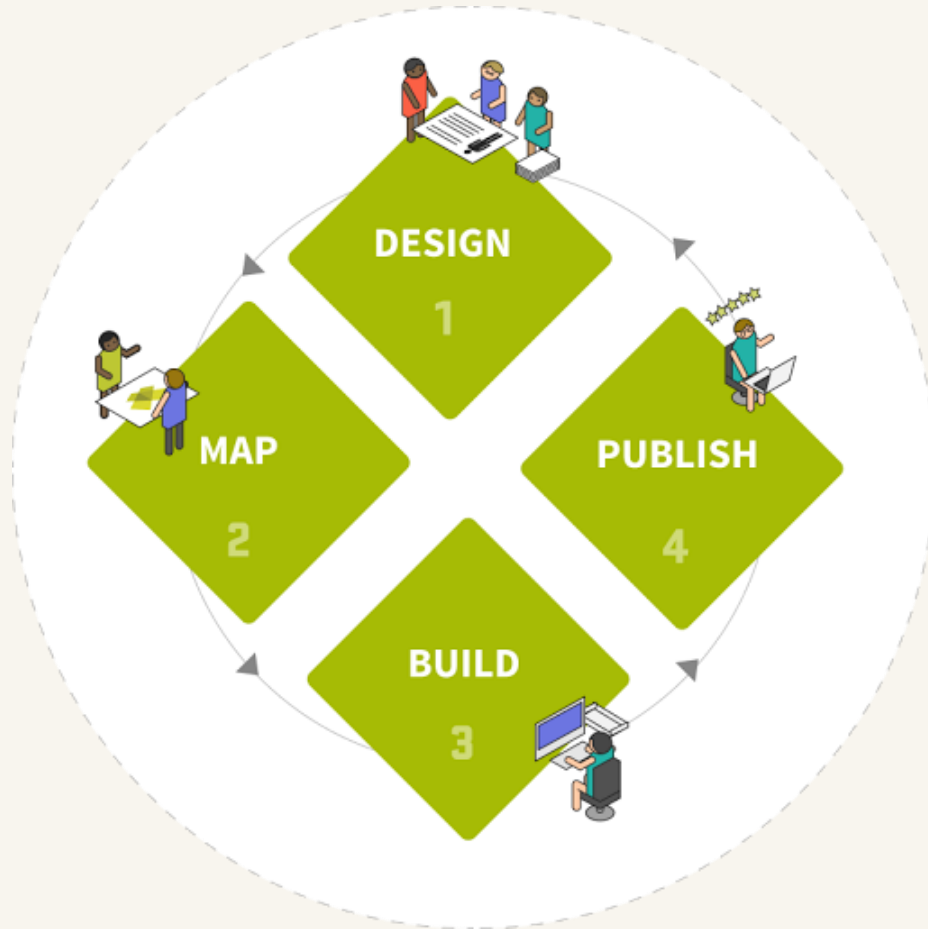
Pulse Check: Where is Your City with Open Data?



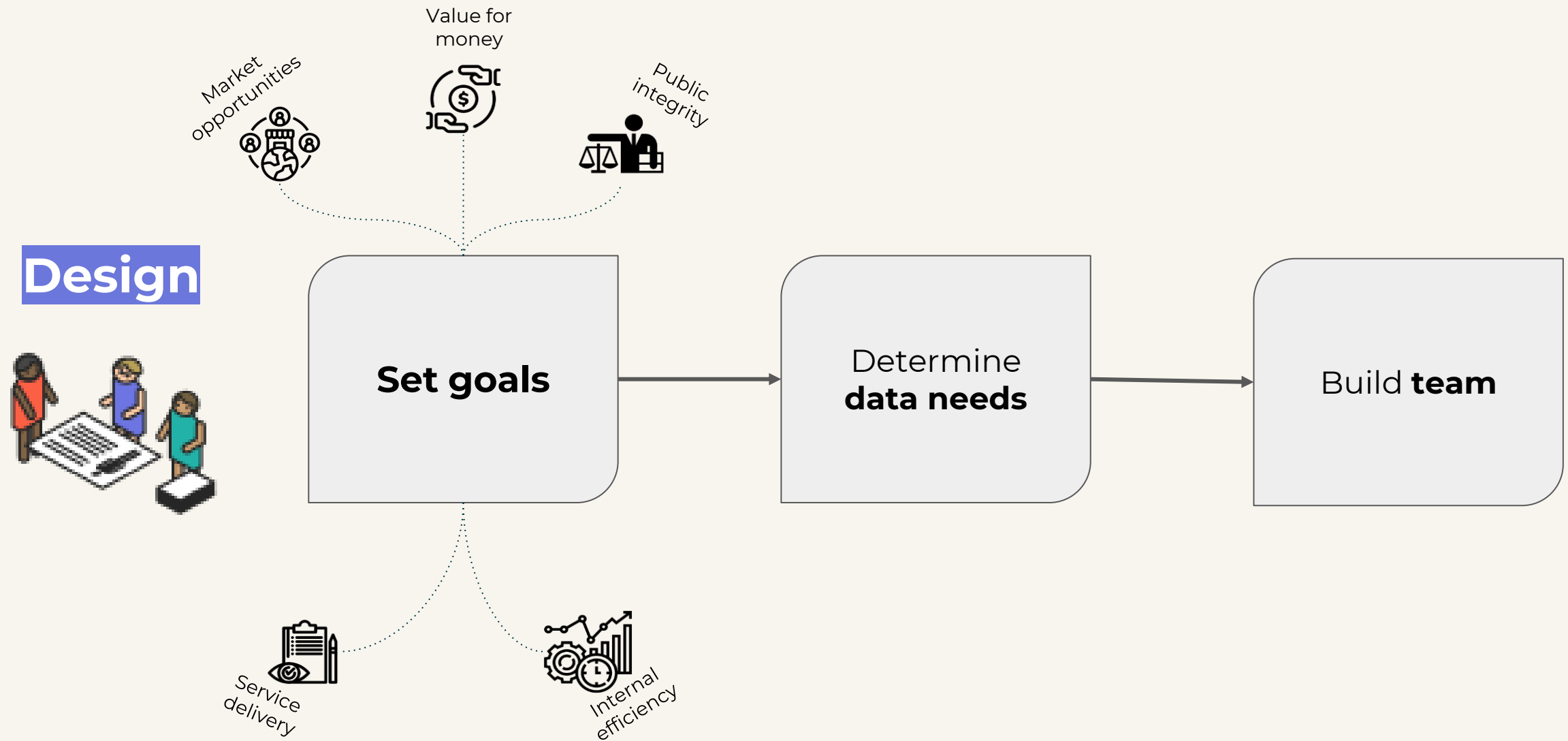
Public procurement data

Publication journey

Data publication journey



- **Design** your implementation
- **Map** your data
- **Build** an open dataset
- **Publish** data





Set goals



Determine
data needs



**Internal
efficiency**

Evaluate **how much money** we spend on **competitive bids**
vs. sole sourced purchases



Set goals



Determine
data needs



**Internal
efficiency**

Evaluate **how much money** we spend on **competitive bids**
vs. sole sourced purchases

Contract value

**Type of
procurement**

Procedure ID	Type of procedure	Contract value (USD)
1	sole-sourced	10000
2	sole-sourced	5500
3	sole-sourced	6150
4	sole-sourced	15000
5	competitive	7000
6	competitive	6500
...		
150	sole-sourced	30000
151	competitive	20000



Set goals

Determine
data needs



**Market
opportunities**

Evaluate **how much money** we spend hiring goods and services from **SMEs and WOBs**

What are the data needs to work on in this case?



Set goals

Determine
data needs



**Market
opportunities**

Evaluate **how much money** we spend hiring goods and services from **SMEs and WOBs**

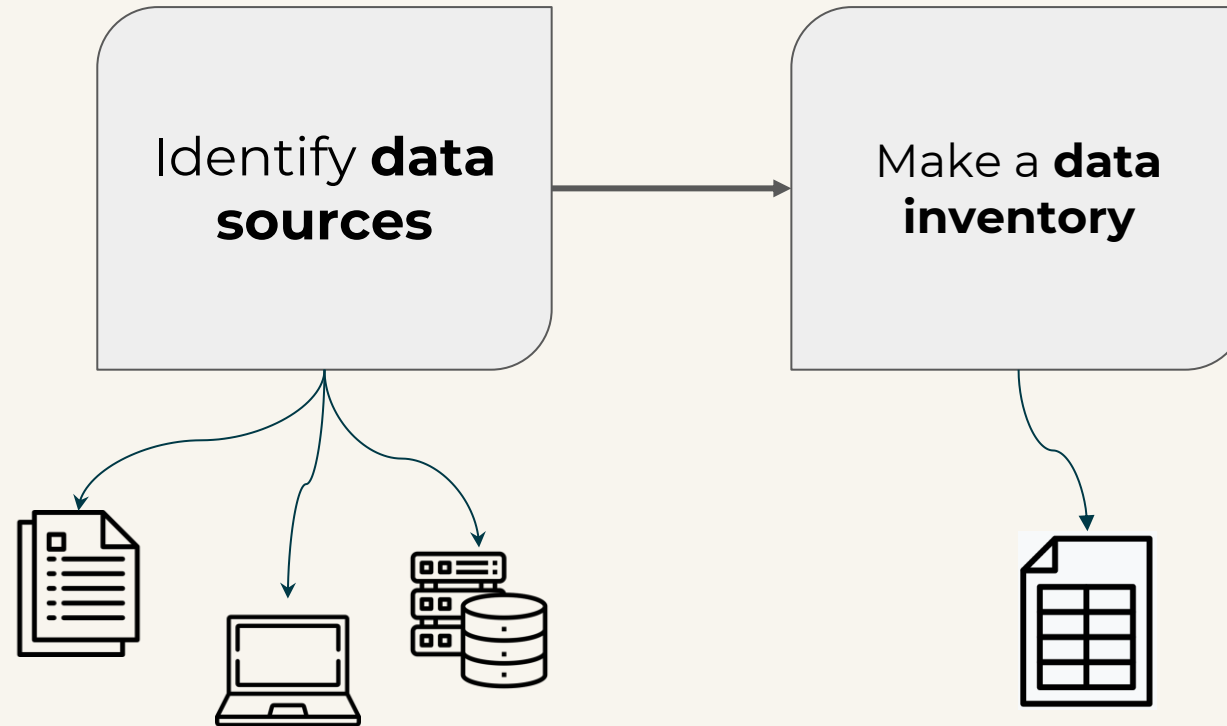
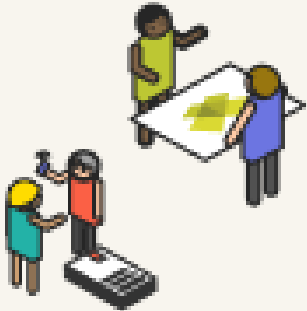
Contract value

**Vendor
ID/Name**

SME/WOB Tag

Vendor ID	Vendor category	Contract value
A	sme	5800
B	wob	9900
C	uncategorized	10000
D	uncategorized	15000
E	sme	8200
F	sme	7500
...		
Y	wob	12000
Z	sme	24000

Map



Identify data sources



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"awards": [
  {
    "id": 2,
    "title": "Construction of Ekiadolor-Iguikhinmwin-Benin Akure Road and Rehabilitation",
    "status": "active",
    "date": "2020-07-28T12:42:29+01:00",
    "value": {
      "amount": 1736865111,
      "currency": "NGN"
    },
    "suppliers": [
      {
        "id": "ocds-fmoaoq-ext-00064",
        "name": "Nafro Nigeria Limited"
      }
    ]
  },
],
"contracts": [
  {
    "id": "ocds-fmoaoq-00002-1",
    "awardID": 2,
    "title": "Construction of Ekiadolor-Iguikhinmwin-Benin Akure Road and Rehabilitation",
    "status": "active"
  }
]
```



Event Information

Number: 2023-0386R Addendum 2
Title: Executive Recruiting Services
Type: Request for Proposal
Issue Date: 5/2/2023
Question Deadline: 5/17/2023 05:00 PM (MT)
Response Deadline: 5/31/2023 02:00 PM (MT)
Notes:

The City reserves the right, at its sole discretion, to adjust this Schedule of Events as it deems necessary. If necessary, the City will communicate adjustments to any event in the Schedule of Events in the form of an amendment.

Event	Date and/or Time
Release	5/2/2023
Non-Mandatory Pre-Proposal Conference (Recommended to attend)	5/10/2023 @ 11:00 A.M. Mountain Standard Time Due to COVID-19 restrictions, pre-bid meetings will be conducted via conference call. (915) 213-4096 - El Paso (833) 664-9267 - Toll-free Conference ID: 975 366 998
Deadline for Questions	5/17/2023
Answers to Questions	5/24/2023
Bid Opening	5/31/2023 @ 2:00 P.M. MST
Bid Reading	5/31/2023 @ 2:30 P.M. Due to COVID-19 restrictions, The City of El Paso, Texas will be broadcasting Bid Openings Live at https://www.elpasotexas.gov/purchasing/
Evaluation	7/2023
Contract Award Date (approx.)	8/2023

Mail To or Hand Deliver To:
City of El Paso Purchasing & Strategic Sourcing Department
300 N. Campbell, 1st Floor El Paso, TX 79901-1153

Ship To Information

Contact: Claudia Cancellare

Billing Information

Contact: Claudia Cancellare

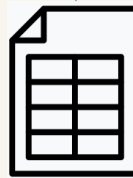
Page 2 of 47 pages

Deadline: 5/31/2023 02:00 PM (MT)

2023-0386R Addendum 2

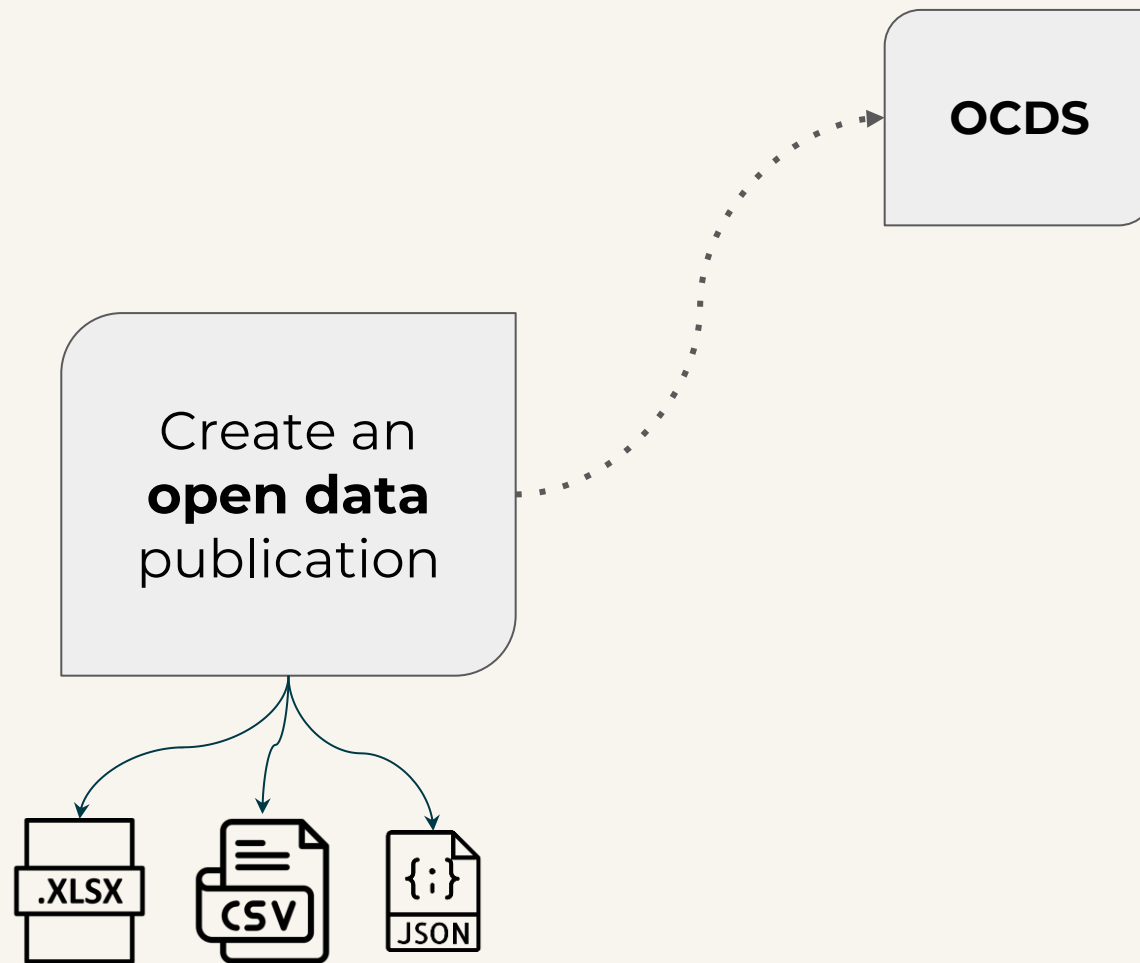
date	ocid	buyer_id	buyer_name	planning_rationale
2022-01-04T13:40:00Z	ocds-gyl66f-	19577	NIGERIAN OFFICE FOR TRADE NEGOTIATIONS	For Constant Supply of Electricity
2022-02-03T10:11:00Z	ocds-gyl66f-	20641	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO DEVELOP DRIVER TRAINING
2022-02-03T10:08:00Z	ocds-gyl66f-	20639	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE WORKING CONDITION IN THE INSTITUTE
2022-02-03T10:10:00Z	ocds-gyl66f-	20640	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO EXPAND MORE ACCOMODATION FOR PARTICIPANTS
2022-02-03T09:54:00Z	ocds-gyl66f-	20630	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO UTILIZE THE INSTITUTE'S LAND
2022-02-03T10:07:00Z	ocds-gyl66f-	20638	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO PROVIDE INTERNATIONAL CONFERENCE CENTRE
2022-02-03T10:26:00Z	ocds-gyl66f-	20647	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO UPGRADE PARTICIPANTS HOSTEL
2022-02-03T10:16:00Z	ocds-gyl66f-	20644	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE INNOVATIONS IN THE TRANSPORT SECTOR
2022-02-03T10:15:00Z	ocds-gyl66f-	20643	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE TRANSPORT COMMUNICATION SYSTEM
2022-02-03T10:04:00Z	ocds-gyl66f-	20636	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE LEARNING AND WORKING SPACES IN THE INSTITUTE
2022-02-03T10:00:00Z	ocds-gyl66f-	20634	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE WORKING CONDITION IN THE INSTITUTE
2022-02-03T10:05:00Z	ocds-gyl66f-	20637	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO ENHANCE THE INSTITUTE'S BEAUTIFICATION
2022-02-03T09:55:00Z	ocds-gyl66f-	20631	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO COMPLETE THE INSTITUTE'S OUTREACH CENTRES
2022-02-03T09:58:00Z	ocds-gyl66f-	20633	NIGERIAN INSTITUTE OF TRANSPORT TECHNOLOGY	TO IMPROVE THE LABORATORIES
2022-02-09T12:42:00Z	ocds-gyl66f-	20648	COUNCIL OF LEGAL EDUCATION	increase learning support for students

Make a **data
inventory**

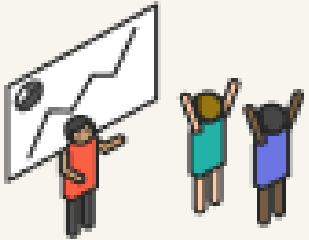


Title	Description
Title	Award title
Award Description	The description of this award
Award status	The current status of the award, from the closed awardStatus codelist.
Award date	The date of the contract award. This is usually the date on which a decision to award was made.
Award Amount	Amount as a number.
Currency	The currency of the amount, from the closed currency codelist.
Item Description	A description of the goods, services to be provided.

Build



Publish

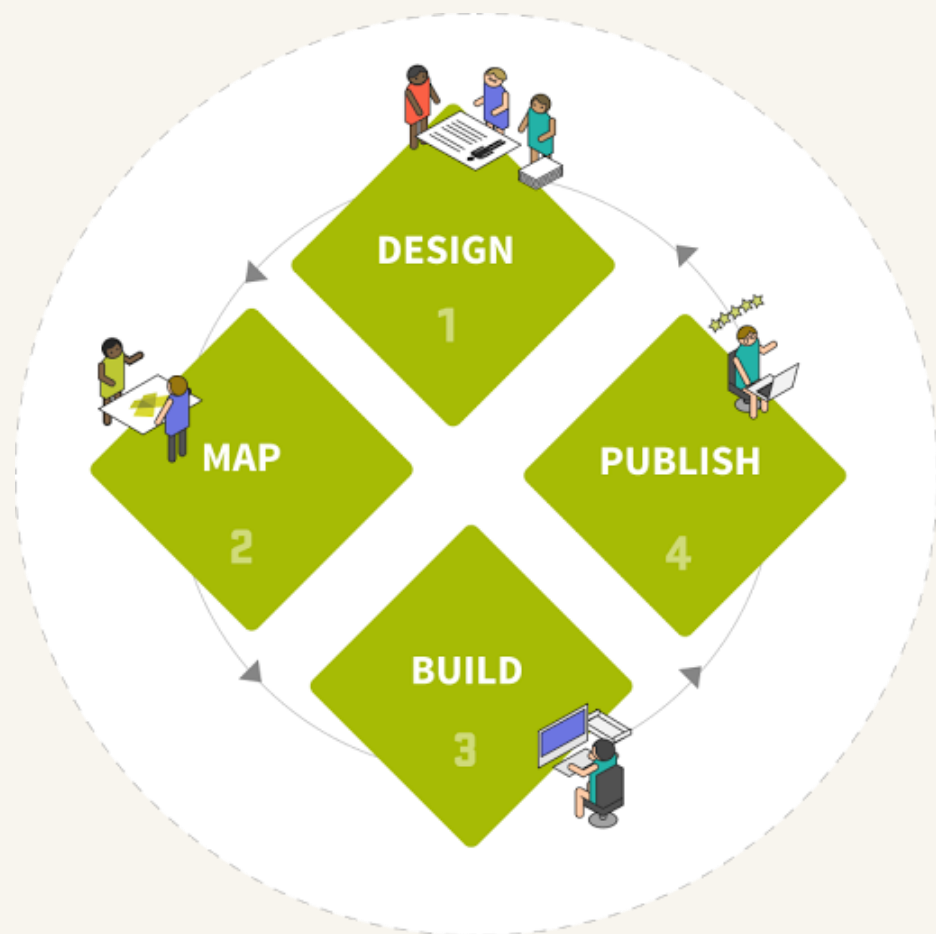


Choose a
**data
license**

Prepare a
data guide

**Publish your
data**



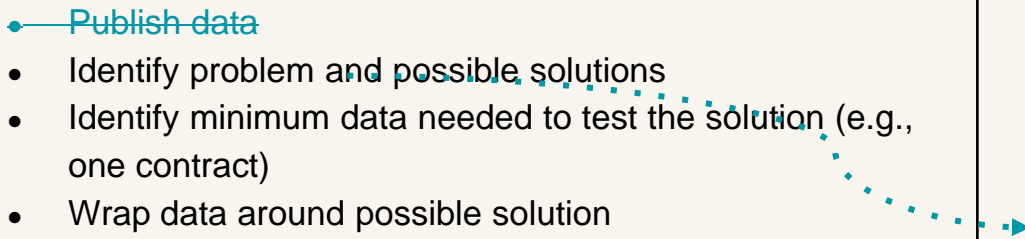


Get in touch!
data@open-contracting.org

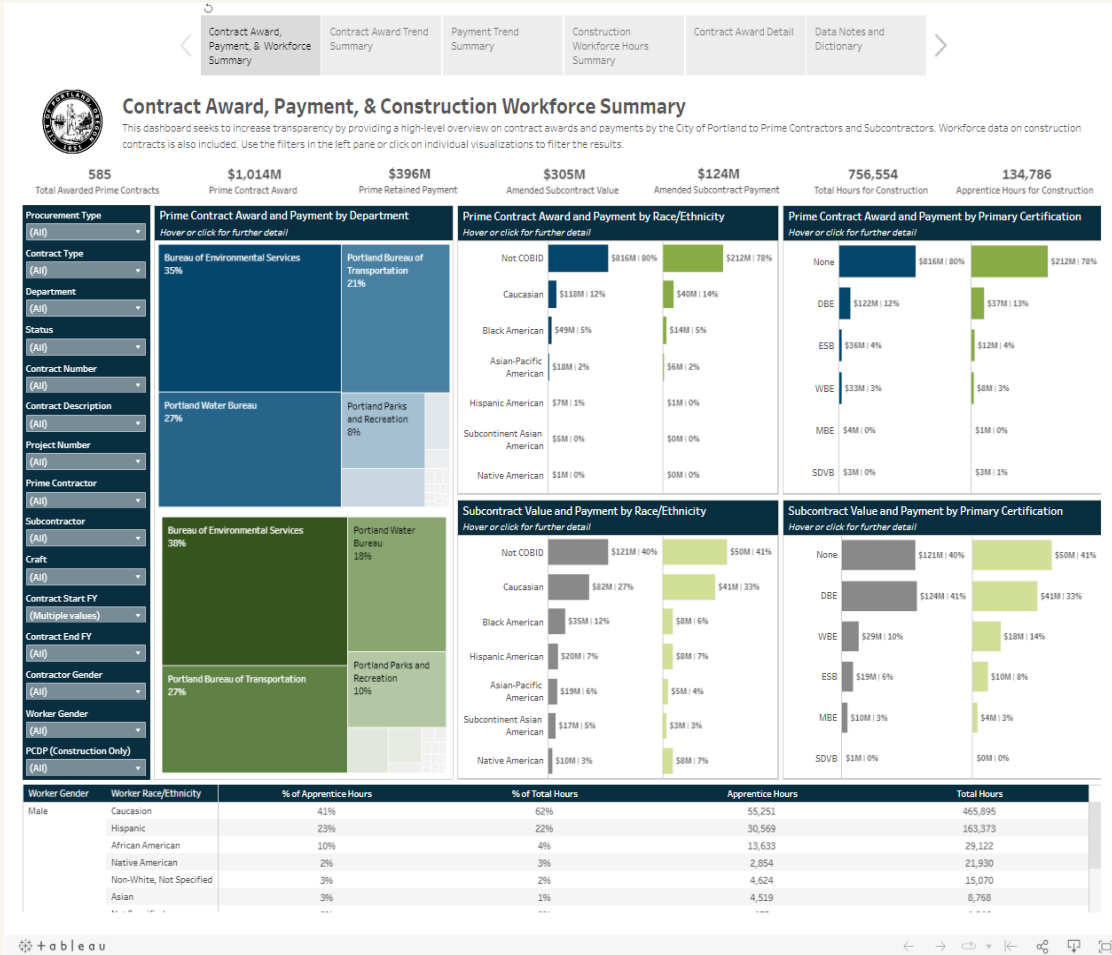
How they did it: Stories from other cities

City	Long Beach, California	CDMX, Mexico	Palmira, Colombia
Population	450,000	9.2 million	300,000
Open contracting goals	Internal efficiency - procurement identified as a key “pain point” for inclusion, wanted to change that	Service delivery - Previous bike share contract expired, opportunity for new tech and a better system	Market opportunity - Increase local economic development by procuring from local and women-led businesses in the food sector
Barriers	Very decentralized city procurement	Massive population and many neighborhood needs left out	Local economy and stability significantly impacted by Colombia’s armed conflict
Enabling factors	Internal champions in city hall/council; mapped values (e.g. efficient) to real indicators/targets	Mayoral buy-in, transportation and digital innovation departments collaborated,	National decree in 2020 requiring 30% of the food procurement to come from local producers; motivated procurement leader + multidisciplinary team; national eGP
How they did it	City employees help redesign procurement forms/RFP templates, internal training for 130 staff, vendor surveys	First-ever RFI, hosted virtual “town halls”; made strong technical annex for selection criteria, public project website regularly updated	Reviewed annual procurement plan with 50 buyer agencies; used market research to map the production capacities of main crops; pilot focused on school lunch; public data dashboard matching farmers to buyers
Outcomes	Average time to issue and award RFPs decreased from 8 months to 3.5 months	Expanded bike share from 6,500 to 9,300 bikes and from 480 to 687 stations, at half the operating costs	Local farmers went from 0% to 30% of the awarded value of school meal contracts, benefiting 200 people directly. Three of these agricultural cooperatives include women-led producers.

How they did it: Stories from Portland

Population	<ul style="list-style-type: none"> • Largest city in the State of Oregon with the population at 650,000. If you count the metro area which includes the 7 counties that surround Portland, the population number increases to 2.2 million. • We are growing quickly. From 2010 to 2020, Portland's population increased by 10% or 65,000. 	
Open contracting goals	<p>Market opportunity – Increase local economic development by making our contract opportunities more inclusive.</p> <ol style="list-style-type: none"> 1. Simplify year-end reporting to set baselines and measure progress. 2. Refine our contract forecast. 3. Develop a contract bundling criteria. 	
Barriers	<ul style="list-style-type: none"> • Highly bureaucratic and decentralized procurement system. • Budget constraints. • Portland grew quickly and our procurement infrastructure did not keep up. 	
Enabling factors	<ul style="list-style-type: none"> • A lot of structured and unstructured data that lives across many different systems. • Highly knowledgeable staff. 	
How they did it	 <ul style="list-style-type: none"> • Publish data • Identify problem and possible solutions • Identify minimum data needed to test the solution (e.g., one contract) • Wrap data around possible solution 	<ul style="list-style-type: none"> • Test • Refine • Scale up • Publish data • Monitor progress
Outcomes	To be determined.	

How they did it: Stories from Portland



Description (City)	Example	OCDS field
Bureau	Parks	tender/procuringEntity
Procurement Type	PTE RFP	tender/procurementMethod
Procurement Project Number	118563	ocid
Short Description	Price Agreement for Civil Engineering	tender/title
Bid #	121	tender/id
Solicitation or Notice Posted	9/16/2015	tender/tenderPeriod/startDate
Solicitation or Notice Closed	10/16/2015	tender/tenderPeriod/endDate
Vendor Number	115098	"award/suppliers/id; parties/id; parties/identifier/id; parties/additionalIdentifiers"

Questions & Answers

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Your Questions!

- How do you open data up and still maintain confidentiality? How do you prevent fraudulent use of the data?
- What are some examples of best-in-class portals? How much do portals cost to maintain?
- How complex is the infrastructure set-up for sharing open data?
- How can open data assist with holding contractors accountable for their performance?
- How do you manage internal resistance to sharing data? Any tips for gathering data when none seems easily available?
- How is transparency essential for supplier diversity and good procurement?

OCP resources

- [Open Contracting Partnership website](#)
- [Open Contracting Data Standard documentation](#)
- [Data registry](#): An open data portal that helps to find and access public procurement datasets that are available in the OCDS format.
- Data support team email: data@open-contracting.org
- [How to Get Started with Publishing OCDS: Video Series](#)