

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

*The Procurement Excellence Network's
3-Year Anniversary Celebration*

EVERY PUBLIC DOLLAR
tells a **STORY**

Tuesday, January 27, 2026

- **2026 Theme:** “Every Public Dollar Tells a Story”
- **Retrospective:** Reflecting on 3 Years of Community Impact
- **PEN 2.0:** Programming Outlook for 2026 and Beyond
- **Celebrating Our Community:** Member Recognition & Appreciation

Meet Your Facilitators: Introducing the PEN Team!



Colin Erhardt

Director



Emily Royall

Assistant Director



Damonique Sonnier

Project Leader



Maya Wilson

Associate



Whitney Teal

Project Leader



Christiana Kim

Membership Coordinator

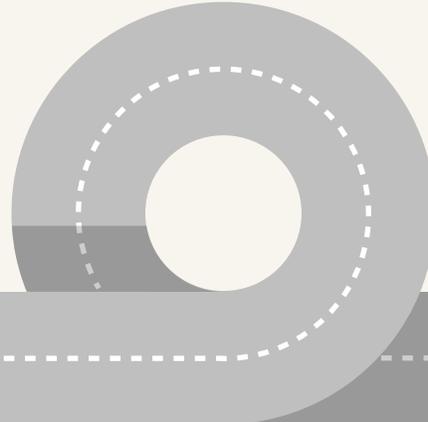
Our Focus: We design, facilitate events and cohort-based learning experiences!

Our Focus: We connect members and make participation worthwhile!

Procurement... is for the public good.

As soon as we step out on the street, the impact of public procurement is everywhere

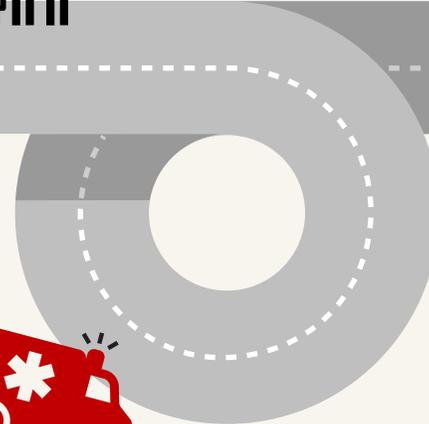
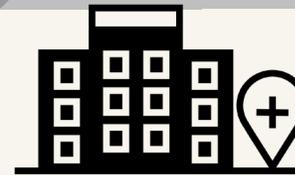
Procurement is the engine that powers communities daily, building the infrastructure...



...and depends on **dedicated public service servants** who believe in its transformative power!



...and **delivering critical services and supports** that help communities thrive...



The Big Idea: How public resources are utilized is a powerful expression of values and priorities. Every public dollar tells a story of how communities are better because of purposeful procurement.

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

EVERY PUBLIC DOLLAR
tells a **STORY**

Public Procurement in Action: The City of Long Beach increased outreach efforts, partnering with more local suppliers to implement more community-centered projects!

“Behind the completion of this playground is a thoughtful procurement process that prioritized community needs. As a result, families now have a safe and welcoming place to spend quality time with each other. **The joy seen in this photo is the true measure of success.**”

*Submitted by:
Michelle Wilson, Purchasing Agent*

**EVERY
PUBLIC
DOLLAR**
tells a
STORY



*Photo: Ramona Park Playground Opening
(October 2025)*

Public Procurement in Action: Miami-Dade County elevated the procurement function through a new certification to empower staff!

“If procurement is to be successful, procurement professionals must be trained and empowered to implement sustainable procurement initiatives; and promote efficiency, effectiveness, and economy in the procurement process.”

Submitted by:
Sophia Cunningham, Assistant Director
Strategic Procurement

EVERY
PUBLIC
DOLLAR
tells a
STORY



Photo: Staff participating in the Certificate in Public Procurement (MDC-CPP) program

Every public dollar tells a story of how communities are better because of purposeful procurement.

Public procurement professionals turn community needs into real results every day.

Your Story Matters.

Take a moment to share how your work in public procurement leads to positive outcomes in your community.

**EVERY
PUBLIC
DOLLAR**
tells a
STORY



Use the link in the chat to access the Zoom Whiteboard!

Retrospective:
*Reflecting on 3 Years of
Community Impact*

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

Procurement Excellence Network: Three-Year Recap

✓ **2900+**
PEN Members

Early
PEN Adopters:

City of Phoenix

Los Angeles County

University of Maryland

Massachusetts Bay
Transportation Authority

✓ **62,000+**
**Publication
Views**

Most Viewed
Publications:

1. Request for
Proposals (RFP)
Template

2. Contract
Management Plan

3. RFP Response
Workbook
and Question Bank

✓ **48+**
Virtual Events

✓ **300+**
Coaching Calls

Top Attended
Events:

1. From Hype to How-
To: Generative AIs
Evolving Role in
Procurement

2. Redesigning RFP
Templates

3. Procurement 101
Training

PEN's Impact through Conversation: We supported members in 300+ complimentary coaching calls exploring various complex procurement challenges

Challenge	Outcome
A county government in Texas was planning to automate contract management processes across 80+ departments.	Shared a range of PEN resources on proactive contract management to clarify roles and responsibilities across staff and highlight best practices from procurement teams.
A city in California wanted to encourage robust vendor competition for a high-priority RFP.	Reviewed solicitation content, offering guidance on how to strengthen problem statements, clarify outcome goals, and develop more tactical proposal questions.



Interested in scheduling a coaching call?
Submit a request via the Contact Us page on the PEN website!

PEN's Impact through Learning: In 2025, we supported 10 agencies and 33 staff in developing proactive contract management plans.

72 applications received from state, county, consolidated city/county, local governments, transit agencies, port authorities, and educational institutions.



Selected Cohort

1. City of Arlington
2. City of Birmingham
3. City Of Honolulu
4. Idea Public Schools
5. City of Minneapolis
6. Montgomery County
7. Pueblo County
8. City of Scottsdale
9. Port of Seattle
10. City of Sun Prairie

96% of participants would recommend this experience to others sharing:

- ...*“this training helped me become more confident...”*
- ...*“Thank you for helping our cities to become more efficient and empowered to manage contracts!”*

PEN's Impact through Engagement: Conferences helped grow our community and strengthen member connections!



PEN staff attended and presented at various conferences **hosted by NIGP, Government AI Coalition, and NPI in 2025!**

- ...***“I appreciate the templates PEN provides for procurement staff in government!”***
- ...***“all these resources are...FREE? Wow, thanks, PEN!”***



In March 2025, we became a part of PPG!

PROCUREMENT EXCELLENCE NETWORK

Partners for Public Good

PPG Vision Statement

Every resident has a government they can count on- one that **delivers every day**.

PPG Mission Statement

We help governments **fix core operations-** from procurement and staffing to budgeting and innovation that drive **better services and stronger, more engaged communities**.

We have supported 200+ local governments in projects to enhance their procurement systems, resulting in improved service delivery through our various initiatives.

PEN will share learnings & best practices from intensive project work across PPG initiatives to our virtual community!

Partners for Public Good (PPG) Initiatives



Micaela Fischer
Assistant Director



Rebecca Graffy
Director



Denise Riedl
Head

Model Procurement Code Revision Project

Leading a national collaboration to reimagine public procurement laws to meet modern challenges.

Infrastructure

Hands-on procurement and project delivery support to help governments advance infrastructure projects.

Public Sector Technology

Supporting digital transformation, capacity building, and AI piloting for operational functions.

Procurement Excellence Network (PEN)

A virtual community of government change champions, focused on learning and growth through capacity-building, sharing best practices, and cultivating meaningful connections.

PEN POLL

Which Partners for Public Good (PPG) projects are you interested in learning more about in 2026?

**EVERY
PUBLIC
DOLLAR**
tells a
STORY

PEN 2.0:
*Programming Outlook for
2026 and Beyond*

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

PEN, Reimagined: *Introducing our new mission & vision*

Vision

Government procurement innovators drive ongoing progress and transformation, resulting in responsive, high-quality services that help local communities thrive.

Mission

PEN inspires and empowers government professionals at all levels to be procurement innovators through responsive partnership that builds best practices and peer-to-peer connection.

PROCUREMENT
EXCELLENCE
NETWORK



Put a thumbs up in the chat if this resonates with you!

PEN's Key Priorities: 2026 & Beyond

PEN is committed to delivering **high-value support** that meets members where they are, increases engagement and retention, and strengthens trust in the network.



Member-Centered Experience & Personalization of resources, learning offerings, and website features



Smart Community Engagement & Peer Learning Ecosystem to help members build more organic connections



Research-Driven Programming & Insight Generation to inspire and empower members to innovate



Storytelling, Impact, and Narrative Change, helping to elevate the status of procurement through compelling stories



Innovation, Technology & Future-Forward Reform Leadership to pilot initiatives to better support members

On the Horizon - *Upcoming Events for Next 6 months*

**Navigating Procurement Pain Points
Through Law, Policy, and Practice**

Vendor Lock-in:
How to Spot It and Prevent It

Reimagining Innovation:
How to Unlock Creativity & New Ideas in Public Procurement

Future Proofing Contracts for Flexibility and Resilience

Responsible AI for Procurement Workflow

Prompt Payments 101



Post in the Chat!

Which event theme is most relevant to a pressing procurement challenge in your jurisdiction?

What's New: *Special initiatives & Programming for 2026*

We're excited to launch new offerings designed to help members tackle critical challenges in public procurement.

Peer Government Profiles

Collecting insights about policies, systems, tools, innovations, and best practices to identify effective approaches to support shared learning across the network.

Procurement Practice Labs

Specialized workshops that help members apply best practices to a procurement challenge or theme within the context of their own government.

PENfluencer Program

Empowering PEN members to amplify public procurement strategies, insights, stories, and impact.

Public Service Storytelling Toolkit

A series of resources, templates, and best practices that empower procurement teams to translate complex, technical work into clear and compelling stories.

What's New: *2026 Cohort- based Learning*

This year, we're offering more **SPRINTS**—*fast-paced, multi-session learning opportunities where small teams work together to produce a procurement deliverable.*

Vendor Survey Sprint

Design a survey and outreach plan to gather meaningful feedback from your supplier community.

Core concepts include:

- Setting clear goals & outcomes
- Designing effective questions
- Creative outreach strategies
- Activating data insights



*Plus...Access to Peer
Government Survey Examples!*

Proactive Contract Management Sprint

Develop a contract management plan for a high-priority solicitation or existing contract that prioritizes outcomes.

Core concepts include:

- Introducing “*Proactive Contract Management Toolkit*”
- Setting contract goals & diagnosing risk
- Stakeholder management best practices
- Leveraging data to measure outcomes

PEN POLL

Which PEN programs or special initiatives are you most excited to engage with in 2026?

**EVERY
PUBLIC
DOLLAR**
tells a
STORY

Celebrating Our Community:
*Member Recognition &
Appreciation*

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

PEN Member Recognition

Category:
*Highest
Membership*



Thank you for your active and consistent engagement in the PEN Community in 2025!

Cities (population >300k)

- City of New York
- City of Boston
- City and County of Denver

Counties

- San Diego County, CA
- Orange County, CA
- Miami-Dade County, FL

Port/Transportation Authorities

- Port of Seattle
- Port of Long Beach
- Golden Gate Bridge Authority

Cities (population <300k)

- City of Little Rock
- City of Columbia
- City of Miami

States

- State of Washington
- Commonwealth of Massachusetts
- State of New Hampshire

School Districts/Education

- LA Unified School District
- Boston Public Schools
- Collin College

PEN
Member
Recognition

Category:
*Community
Engagement*



Thank you for your active and consistent engagement in the PEN Community in 2025!

Tracy Rabon

Procurement Director
Lancaster County
SC

Kameron Stopfer

Data & Policy Analyst
City of Philadelphia
PA

Erik Larson

Purchasing Manager
City of Stamford
CT

Kirby Krol

Senior Buyer
City of Wylie
TX

Grace Ng

Assistant Analyst
City of Thousand Oaks
CA

Terminder Singh

Sustainable Procurement
Liaison
City of Winnipeg
CA

PEN Members, thank you for 3 amazing years!

Thank you for being such an engaged and committed part of PEN. Your participation, insights, and support are what make this community meaningful and impactful. Together, we are strengthening connections, sharing knowledge, and advancing work that benefits our communities.

We are deeply grateful for the time, energy, and expertise you bring to PEN. Your involvement helps shape the direction of our collective efforts and ensures this space remains collaborative and responsive. We look forward to continuing this work with you in 2026 and appreciate your public service.

The PEN Team

Wrap-ups & Takeaways

PROCUREMENT
EXCELLENCE
NETWORK

Partners for Public Good

Procurement Excellence Network: Become a Member!

The screenshot shows the homepage of the Procurement Excellence Network. At the top left is the logo 'PROCUREMENT EXCELLENCE NETWORK'. To the right is a navigation menu with links for 'About', 'Resources', 'Events', 'FAQ', 'Contact', and 'Search'. A circular 'MEMBER SIGN IN' button is also visible. The main headline reads 'When procurement works, communities thrive' with a 'Become a Member' button below it. A horizontal strip of three city skyline images is shown. Below this, the text 'Embark on a Procurement Excellence Journey with PEN' is displayed. Three key features are highlighted with icons: 'Community of Peers' (a circle icon), 'Model Templates & Tools' (a starburst icon), and 'Free Coaching' (a double-loop icon). Each feature includes a brief description and a link to the corresponding resource.

PROCUREMENT EXCELLENCE NETWORK

About Resources Events FAQ Contact Search

MEMBER SIGN IN

When procurement works, communities thrive

Become a Member

Embark on a Procurement Excellence Journey with PEN

Community of Peers
Connect with 2,400+ innovators at the local, state, and federal level to replicate best practices
Member Directory →

Model Templates & Tools
Access exclusive resources such as process maps, evaluation forms, and more
Resource Library →

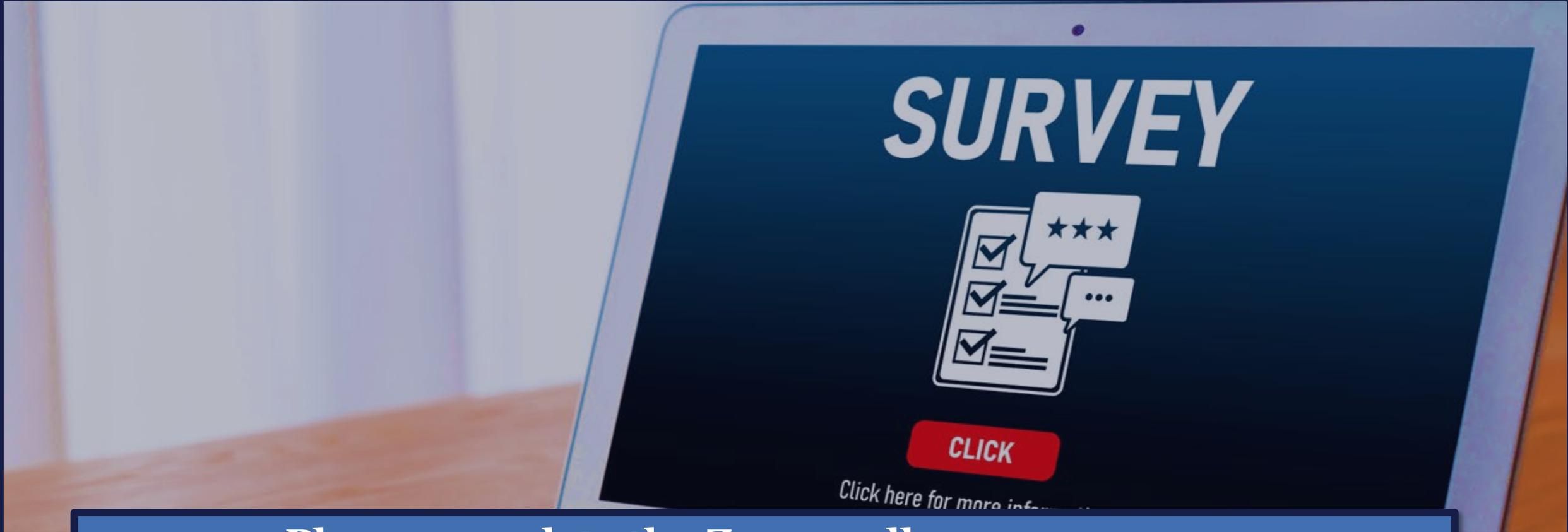
Free Coaching
Receive support from experienced advisors to help guide you through a procurement challenge or reform
Request Coaching →

The Procurement Excellence Network has connected **2900+ government staff from 1000 unique jurisdictions** to procurement resources, best practices, and community support.

- ✓ Attend monthly **virtual webinars**
- ✓ Access over **80+ resources**
- ✓ Connect with peers in our **Member Directory!**
- ✓ **Community Conversations** Dashboard



Your Feedback Matters: Event Experience Survey



**Please complete the Zoom poll on your screen.
Your feedback is anonymous!**

Stay Engaged: Excited about PEN's Roadmap for 2026? Here are 2 ways to get involved!

✓ **PEN User Experience Interviews**

Help shape the future of our PEN community!

We're looking for **volunteers to join user experience interviews** to share feedback that will directly influence how the PEN platform looks, feels, and works for everyone!

✓ **PEN Connect Chat**

Want some guidance to explore what the PEN Community has to offer?

Our team can help you (or your team) navigate the PEN website, review resources, and discuss how PEN can support you this year!



Interested in either of these opportunities?

Contact Christiana Kim (*Community & Membership Coordinator*) via email at:

✓ **PEN@partnersforpublicgood.org**

Join us for our next PEN event!

Navigating Procurement Pain Points Through Law, Policy, and Practice

Join PEN for an interactive session exploring the complex legal hierarchy that shapes state and local government public procurement.

We'll examine case studies from peer governments tracing procurement pain points and share an update on the ongoing revision of the American Bar Association's Model Procurement Code!



Register

Thu, Feb 26, 2026 | 2-3 PM ET