

Frequently Asked Questions (FAQs)

[Why is it important to engage vendors, and why is PEN offering this opportunity?](#)

When vendors have positive experiences, governments can deliver better results. When the procurement process is efficient, inviting, and inclusive, more vendors will want to work with your government or agency, fostering greater competition and positioning your government to negotiate the best solution at the optimal price. Furthermore, positive vendor-government relationships can lead to greater collaboration and problem-solving during service delivery, which drives better outcomes for residents and signals to vendors that you care about their experience and want to be a supportive partner.

[What is cohort-based learning?](#)

Cohort-based learning brings together teams from various governments and agencies to develop skills, exchange insights, and apply best practices to produce a clear deliverable that addresses a core procurement challenge. Each team is represented by 2-4 staff members to support learning at scale.

Sprints are designed to be fast-paced experiences with multiple sessions built on three core components: interactive group sessions, team assignments, and coaching calls that collectively help teams refine their deliverable.

[What will I learn/achieve during this sprint?](#)

All participating teams will work towards a common goal: developing a solid draft of a vendor survey and outreach plan to be released after the sprint concludes. During this experience, *your team will:*

- Design effective vendor survey questions using proven practices for successful survey administration;
- Develop a tactical outreach plan to increase participation and engagement across your supplier community;
- Examine case studies from peer governments to understand successful approaches to designing and implementing vendor surveys;
- Explore best practices to analyze and activate survey data and communicate survey findings clearly to internal teams and external stakeholders to inform process improvements.

[Who is eligible to apply for this sprint?](#)

All Procurement Excellence Network (PEN) members are welcome to apply. We welcome applications from a diverse spectrum of public organizations in our network, including but not limited to, the following:

- Any city, county, regional, metro, or state government
- Public colleges/universities
- Public school districts
- Transportation or utility authorities

[Will everyone who applies be able to participate in the sprint?](#)

PEN is excited to support up to 10 governments to participate in this exclusive opportunity. This sprint is a great fit if you're new to vendor surveys or looking to revamp a previous survey that didn't achieve its intended impact.

All applicants will be notified of their selection status within 2 weeks of the deadline closing. PEN plans to offer more cohort-based learning opportunities consistently in the future. Keep an eye out for future updates on other cohort-based learning experiences ahead!

[How much time is required for participation during the sprint?](#)

To maximize the benefits of this learning opportunity, teams should be ready to invest at least ~4-5 hours per week to achieve their goals. Participants will attend mandatory orientation, weekly group training sessions (4 sessions, 90 minutes each), and coaching calls (4 sessions, 60 minutes each). Assignments given in the group training sessions will contribute to the final deliverable,

which is due before the next session. Additionally, participants should expect to spend a couple of hours in independent teamwork to complete their assignments.

What are coaching calls, and how will they enhance the sprint experience?

Coaching calls are dedicated to workshop ideas, troubleshooting challenges, and reviewing key concepts from recent trainings to help support the development of your team's final deliverable. Between cohort group training sessions, each participating government or agency will meet weekly with its assigned Partners for Public Good coach. These coaching sessions are mandatory and offer great value in providing a dedicated space to reflect, ideate, and work collaboratively to achieve desired outcomes.

My organization is very large, and we have many PEN members. Are we able to submit multiple applications?

We encourage teams of 2-4 people from each government or agency to participate and collaboratively submit a single application. However, more than one application can be submitted per government or agency if there are distinctly different teams and unique vendor survey goals.

My government participated in a previous PEN bootcamp offering. Can we still apply?

Yes! This sprint is open to all PEN members, including individuals and governments that have participated in previous cohort-based learning offerings or other programming with Partners for Public Good.

What is the cost of the sprint?

FREE! All PEN members have exclusive access to apply for cohort-based learning opportunities. Please note, you must be a PEN member to participate in this sprint. If you are not yet a PEN member, sign-up [here](#).

Additional Questions? If you have any other inquiries that are not answered in this document, please reach out to pen@partnersforpublicgood.org.