

THE TOP TEN REASONS WHY PUBLIC PROCUREMENT IS A STRATEGIC PARTNER IN ACHIEVING PUBLIC GOOD

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1. MANAGING LEGAL RISK

Summary: A well trained procurement team aligns the agency's procurement processes within the legal framework, thus protecting the agency against dangerous legal actions as they insure compliance with applicable laws, regulations and trade agreement obligations.

- By helping to minimize legal costs to the agency, there are savings realized.
- By providing consistent fairness and avoiding litigation over contractual matters
- A strong procurement team will aim to accommodate both the internal customer and the general project, thus helping the agency to make informed decisions on those risks

2. EXPERTISE

Summary: A knowledgeable procurement team will vary its procurement strategies to achieve best value for the expenditure of public funds through maximizing competition. Its professional expertise helps to create and seek out innovative solutions to common business problems through the development and application of a full range of recognized procurement methods.

- By assisting the entity to operate within structured guidelines such as the Public Contract Code
- By promoting continuity in purchasing practices
- By engaging the small local business community through outreach and education to successfully compete for agency review
- By providing access to a national pool of expertise and experience in all possible fields/subjects under our review
- By providing education and training (internal and external customers)
- By providing Market Knowledge-Constantly evaluating the market place for better products, services (such as environmental products, new technology, etc.)

- Because the right tool for every job is not a hammer. Procurement provides the entire toolbox
- An effective procurement team balances accountability and efficiency through a defined procurement process to promote decisions that are in compliance with applicable legislation and are consistent with the strategic objectives established for the agency; and are conducted in an open, fair, consistent, and transparent manner

3. BEST VALUE PURCHASING

Summary: Public procurement maximizes the effectiveness of public funds while safeguarding the public's interest in an open, inclusive and transparent environment, thus helps the agency attain the overall best value for their dollars.

- Instrumentally assists in evaluating and considering the "Total Cost of Ownership" providing the best value for the taxpayers
- By implementing Best Practices which are adaptable across a wide variety of industries
- Better economy: in a centralized public procurement operation it is much easier to consolidate like items needed by multiple departments in order to take advantage of the volume discounts offered for larger quantities.
- A well-connected and open-minded procurement team will be able to learn from the experience of other agencies' procurement professionals and will adapt the generally agreed upon best practices and most innovative ideas to its particular procurement projects, thus helping the agency attain the overall best value for their dollars.

4. CONFIDENCE

Summary: An experienced procurement team will aim to accommodate both the internal customer and the general public while maintaining public trust and confidence in the stewardship of procurement.

- Being able to tell your family and friends that you bid the highly reflective sidewalks they're walking on
- By making positive impacts to change to the public's view of government
- Supplier confidence: it is important that our suppliers feel confident in the process

5. FAIRNESS, TRANSPARENCY, INTEGRITY

Summary: Public procurement agencies conduct business in a manner that supports the core values of integrity, commitment, respect, innovation, personal responsibility and trust

- By ensuring equal and open competition (no favoritism/good ole boys club) steward of the tax dollars
- Being impartial and fair is worth its weight in gold
- By making purchases transparently and ethically
- By acting as the neutral party (no interest or favoritism to vendors)
- Ensures better quality through competition
- Promotes fair competition for all vendors including small business
- Ensures fair competition
- Promotes transparency and integrity

6. ETHICS

Summary: An ethical procurement team that is protected from political influence can help prevent corruption as professional procurement teams adhere to the highest standards of ethical conduct while providing procurement services.

- Promote and ensure integrity of the agency's procurement process (free of political influence and/or vendor lobbying) with professionally trained staff who serve as the gatekeepers of an objective, fair and transparent process to maintain supplier and taxpayer trust and confidence in the stewardship of public funds.
- By ensuring equal and open competition
- By acting as the neutral party ensuring equal, open fair competition
- Practice and promote transparency and integrity, impartiality and ethical procurements
- Continuous improvement of public, supplier and agency confidence

7. INNOVATIONS

Summary: By continually looking for ways to improve our process and procedures, a well-connected and open-minded procurement team supports community by employing strategic and innovative purchasing methodologies to the organization's expenditure of public funds

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- Public procurement agencies support the community by employing strategic and innovative purchasing methodologies to the organization's expenditure of public funds.

- A well-connected and open-minded procurement team will be able to learn from the experience of other agencies' procurement professionals and will adapt the generally agreed upon best practices and most innovative ideas to its particular procurement projects, thus helping the agency attain the overall best value for their dollars.
- By sharing experiences and learning from other agencies (lessons learned, good and any pitfalls, etc.)

8. RELATIONSHIP BUILDING

Summary: By building both internal and external business relationships procurement can create credibility and confidence in the procurement processes.

- By developing professional business relationships to ensure fair and unbiased awards/negotiations
- By coordinating user departments, public, contractors, boards and administration to resolve problem to make projects happen
- Working with Regional, National and International procurement agencies to share information and expertise
- Open communication, feedback and collaboration mitigate legal exposure and improves contract performance

9. TRAINING AND DEVELOPMENT

Summary: A knowledgeable procurement team provides training and development opportunities both internal and external thus increasing the understanding of procurement process and helping the agency attain the overall best value.

- By sharing experiences and learning from other agencies (lessons learned, good and any pitfalls, etc.)
- By promoting and maintaining efficient processes to include P-card programs and training to user department
- A well-connected and open-minded procurement team will be able to learn from the experience of other agencies' procurement professionals and will adapt the generally agreed upon best practices and most innovative ideas to its particular procurement projects, thus helping the agency attain the overall best value for their dollars.

10. EFFICIENCY AND EFFECTIVENES

Summary: An efficient procurement team can help the agency to better define its needs, thus saving time and money at each step of the procurement process. They support the environment, economy and society through the consideration of defensible and transparent sustainability criteria in the procurement decisions.

- Better efficiency: a centralized public procurement operation is much more efficient in processing procurements than a department which primarily does other work.
- Much more effective: it is more effective to have the agency's procurements done by people who have undergone extensive public procurement training than other departments who have no relevant training.
- An efficient procurement team can help the agency to better define its needs, thus saving time and money at each step of the procurement process. They support the environment, economy and society through the consideration of defensible and transparent sustainability criteria in procurement decisions
- Procurement collects and analyzes data to develop meaningful key performance indicators to assist the organization in making informed decisions and optimize resources.
- Maintain high standards of procurement data accuracy, leading to meaningful key performance indicators for the agency.