

MML 2019 Summer Conference



Procurement Best Practices Workshop

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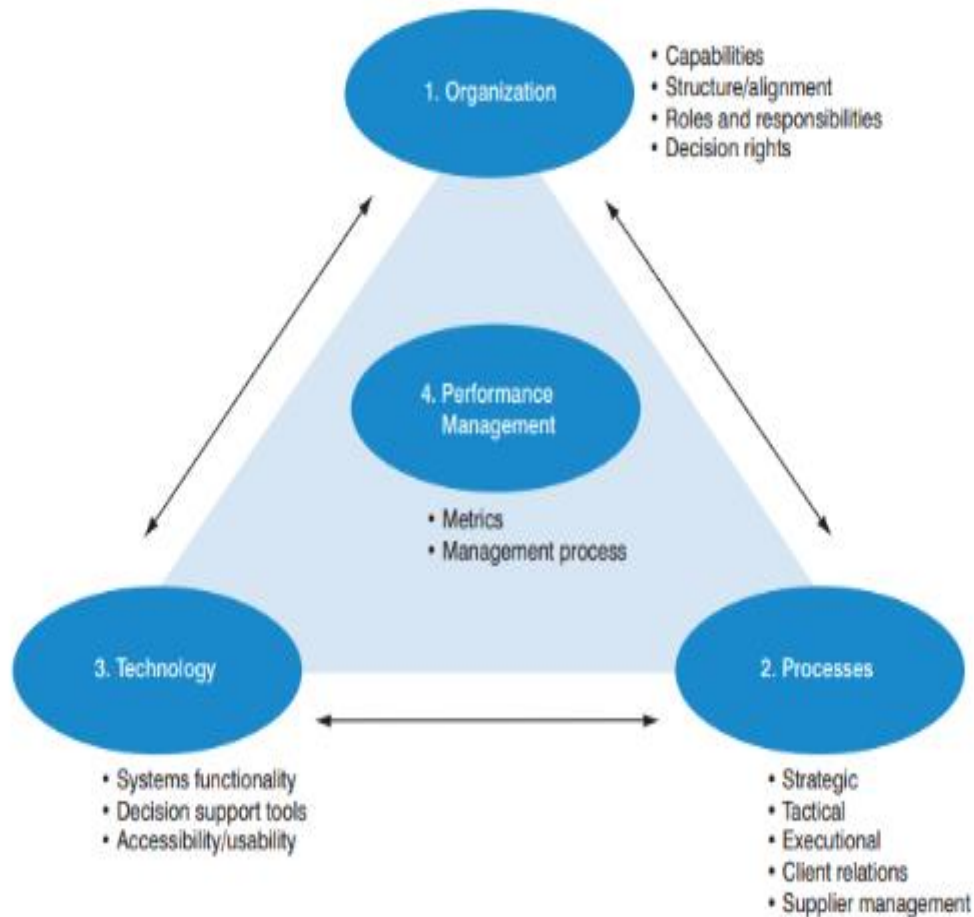
What is Procurement?

- The Macro Level (Strategic)
 - Organizational Mission Alignment
 - Systematic
 - Long Term
 - Spend Analysis
 - Market Research
 - Supplier Evaluation
- The Micro Level (Tactical)
 - Transactional
 - Short Term
 - Routine
 - Can be reactive

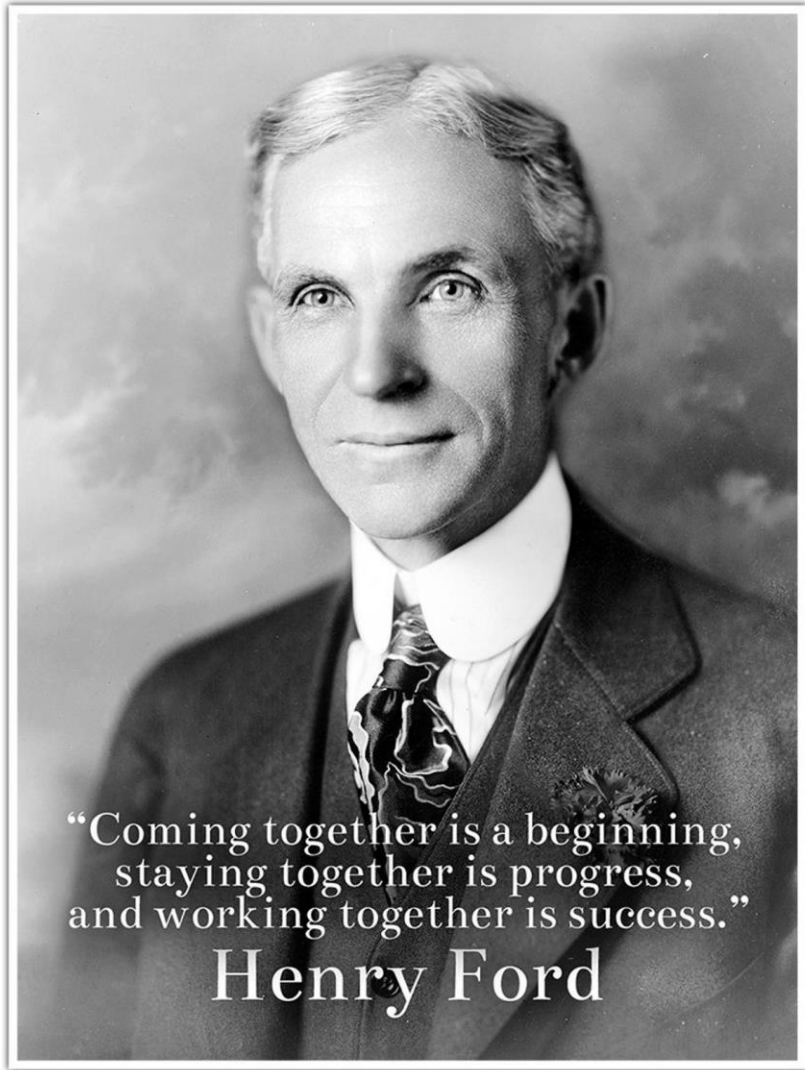


Strategic Value of Procurement

Today's Procurement Operating Model



- Second largest organizational expenditure; following salaries and benefits
- Mission aligned outcomes
- Typical improvement areas:
 - Technology
 - Needs analysis/Leveraging Spend
 - Market Research
 - Cost-benefit analysis of alternatives
 - Source selections
 - Negotiating
 - Risk analysis/management
 - Contract management



CASE STUDY #1
BUSINESS AS USUAL

Public versus Private Procurements

Public

- Open to FOIA
- Not for profit
- Social issues
- Procedural and Bureaucratic
- Regulations and Legislation
- Stakeholders; public, news/media, etc.
- Open Sourcing required

Private

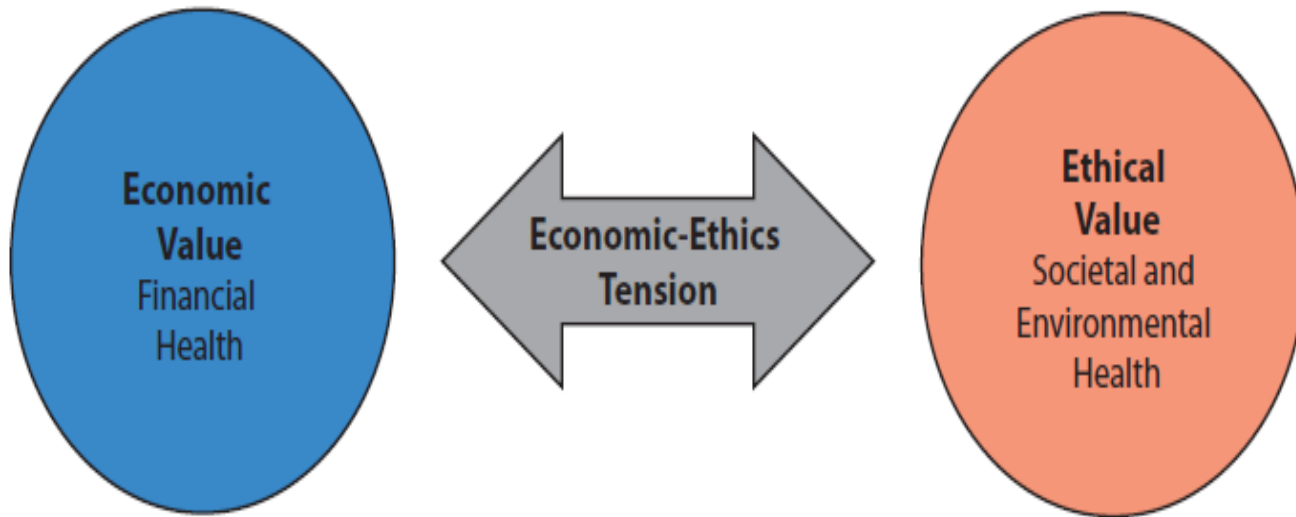
- Proprietary and Confidential
- For profit
- Increase brand effectiveness
- CEO and Board of Directors
- Regulations
- Shareholders
- Open Sourcing but not required

Procurement Policy and Procedure Manual

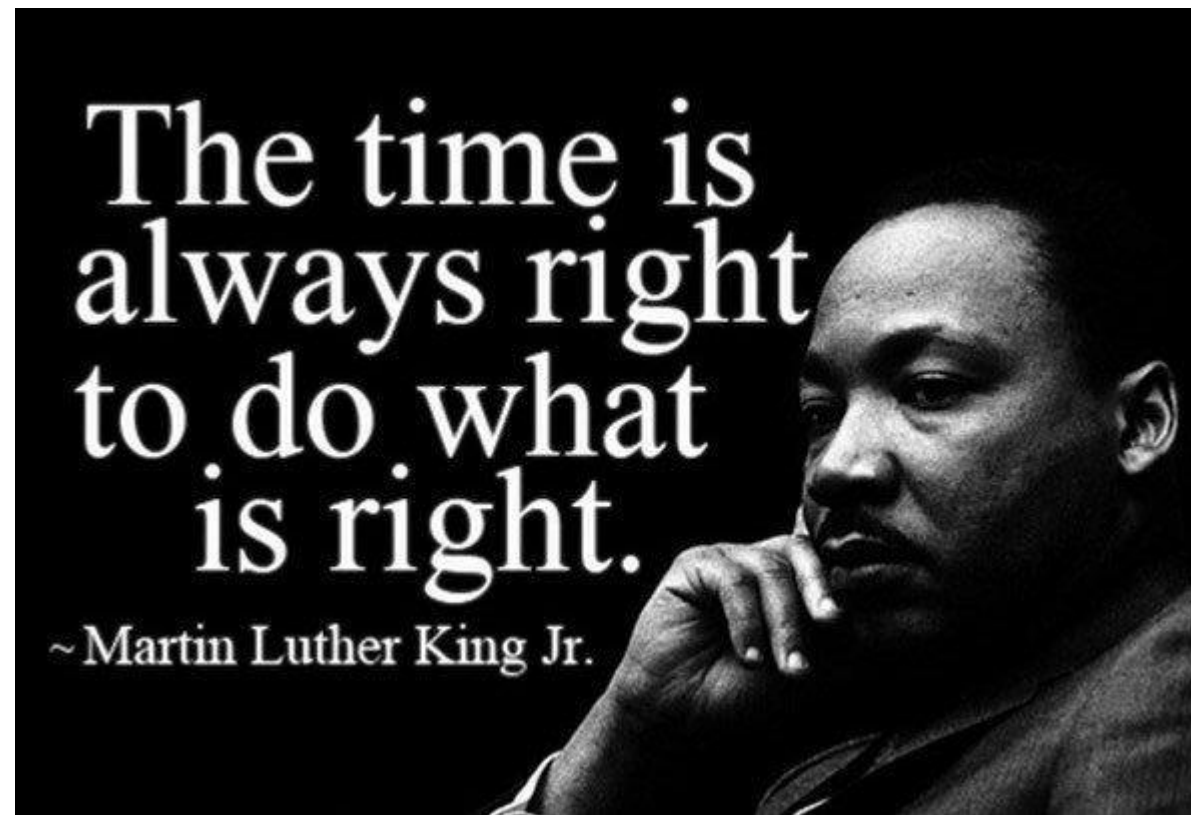
- Components to a solid purchasing foundation
 - Ethics and Conflicts of Interest
 - Authority
 - Payment Terms
 - Purchasing Thresholds
 - Grant Requirements
 - Sourcing Requirements
 - Evaluation Requirements
 - Post Award Activities
 - Protests and Vendor Disputes



Balancing Perceived Opposing Goals and Objectives



- Green Purchasing
- Minority and Women Owned Business Goals
- Buy Local
- Benchmarking Data
- Networking
- Cooperative Procurements



Case Study #2

HOME RUN OR FOUL BALL