Public Procurement
Global Best Practices
What they are and why they matter

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HISTORY OF PROCUREMENT
• 2400 – 2800 BC – Red Clay Tablets in Syria
• 800 BC – Silk trade between China and a Greek Colony
• Colonial US: Printing
• 1778: Continental Congress
• 1779: Purchasing Officers placed on salary
• 1794: Six large naval frigates
• 1795: Purveyor of Public Services Act
• 1914: Rockefeller Foundation
• 1944: NIGP Established
• 1951: Uniform Commercial Code established
• 1979: Model Procurement Code

WHAT MAKES A PROFESSION A PROFESSION?

Divinity  Law  Medicine

Webster’s (1995) – an occupation or vocation requiring training in the liberal arts or the sciences and advanced study in a specialized field, or the body of qualified persons of a specific occupation or field.
ESTABLISHED PROFESSIONS

- Accounting
- Dentistry
- Medicine
- Pharmacy
- Statistics

COMMON CHARACTERISTICS OF A PROFESSION

- Full-time careers
- Formal school training
- Formal University Program
- Local or National Association
- Certification or Licensing required to practice
- Code of Ethics
- Standards of Professional Practice

PROFESSIONAL SUCCESSES

- Most Public Procurement Professionals Work Full-Time
- NIGP is the Profession’s Local and National Association
- UPPCC administers certifications: CPPO and CPPB
- Code of Ethics (VGP’s)
OPPORTUNITIES FOR PROFESSIONAL ADVANCEMENT

• Formal University Programs of Study
• Standards of Professional Practice

In 2011, the Chartered Institute of Purchasing and Supply (based in the UK) and NIGP developed a partnership to bring procurement best practice and professionalism to public sector groups all over the world.

What is a Standard of Practice?

• Generally-Accepted International Best Practice for the Procurement Profession
• Collaborative
  – Must be proven by a large number of people
• Efficient and Effective
  – Results in most efficient and effective way of accomplishing the desired outcome
• Repeatable
  – Process can be duplicated by others
• Evolving
  – Become better as improvements are discovered
Why Do They Matter?

• Reference
  – Can be used as a reference while performing daily tasks
• Reason
  – This is why I do what I do
• Recognition
  – Helps demonstrate the importance of the public procurement professional

DEVELOPING A PROCUREMENT POLICY MANUAL

DEVELOPING EVALUATION CRITERIA
PERFORMANCE-BASED CONTRACTING

PERFORMANCE MANAGEMENT

PERFORMANCE MEASUREMENT
PERFORMANCE METRICS

PUBLIC-PRIVATE PARTNERSHIPS

QUALIFICATIONS-BASED SELECTION FOR ARCHITECTURAL AND ENGINEERING SERVICES
THE EVALUATION PROCESS

TRANSPARENCY

TECHNOLOGY IN PUBLIC PROCUREMENT
USE OF COOPERATIVE CONTRACTS

Upcoming Practices
- Value Analysis
- The Place of Procurement within the Organization
- Supplier Databases
- Early Market Engagement
- Procurement Card Programs
- Benchmarking
- Fraud
- Knowledge Management
- Strategic Sourcing
- Supply Chain Management
- Whole Life Costing
- Contract Management
- Requests for Proposals
- Requests for Information
- Requests for Qualifications
- Inventory Management
- Statements of Work

How Can You Get Involved?
QUESTIONS????