



# State of Nevada Writes a New Procurement Story: The Goals, Technology and Teamwork Driving Transformation



An aerial photograph of a city at sunset. The sun is low on the horizon, casting a warm orange glow over the city and the sky. The city is densely packed with buildings and roads. In the foreground, there are some large, flat areas that appear to be parking lots or industrial sites. The sky is filled with soft, wispy clouds. At the top of the image, there is a horizontal bar composed of three segments in shades of blue.

Nev-AH-da Or Nev-AD-da

# 25 TEAM MEMBERS IN THREE WORK GROUPS

## Procurement Services

- Solicitation support up to award

## Contract Management

- Post award Contract Management

## Procurement Operations

- System Administration
- State & Federal Surplus Property
- In-house Counsel & AG Support

# NEVADA'S PROCUREMENT TRANSFORMATION GOALS



The Consultative Approach

Procurement Automation  
That Benefits ALL

Data Driven Decisions

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# THE CONSULTATIVE APPROACH

- Allow for cross functional procurement roles
  - Dedicated statewide contract managers
  - Dedicated Supplier Outreach Coordinator
  - Assign Purchasing Officers to Departments to allow them to better understand their business
- Procurement starts when budgets are being built
  - Identify where your team excels naturally and let them excel
  - Provide the skills to enable your team to probe beyond the obvious
  - Leverage the tools in your tool box

# PROCUREMENT AUTOMATION

- Automate as much of the procurement and contracting process as technology will allow.
- One stop shop to do business with Nevada
- Enable the technology to ensure adherence to procurement policies and procedures

- Establish an online market place for common commodities & sophisticated services that allows ALL to compete for Nevada business
- The technology must benefit the Supplier
- Data, data, data

BuySpeed  
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HOLDINGS INC

DEMO:  
CATALOG PUNCHOUT

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# DATA DRIVEN DECISIONS

- Total Transparency
  - Supplier Self-Certification
  - Spend data and contract utilization to allow for renegotiation of Statewide contracts and strategic sourcing.
  - Spend Tracking to the zip code
  - Thoughtful contract consolidation
- Automated contract management
  - Realtime invoice | payment tracking for contracted suppliers
  - Realtime insight into business opportunities for suppliers
  - Procurement simplification



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DEMO:  
VENDOR CATEGORY REPORT



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