Procurement Reform Progress Report
3rd Quarter 2014 Update

It’s easier to do business in King County

In March 2010, County Executive Dow Constantine launched the Procurement Reform Initiative to provide a more efficient and equitable environment for contracting firms to do business with King County. The high level goals of this program were to:

- Increase Efficiency and Lower Cost
- Expand Opportunities for Small Business

King County is more efficient

- Dramatically reduced processing time on design and construction contracts, dropping the average days to completion by approximately 50%:

  ![Design Contract Time](image)

  ![Construction Contract Time](image)

- Post construction documents in-house, saving $25,000 per year.
- Online vendor registration system redesign to help contractors apply.
- 113 separate public works projects launched through two Job Order Contracts.
- Reduced staff costs by $92,000 through use of streamlined job orders and larger work order contracts.
- Over 98% of County spend to contracts and used automated purchase orders for over 88%. This speeds process and adds value for contractors and County.

King County has increased equity

- Expanded one-stop small business certification to Port of Seattle, Sound Transit, and Seattle Colleges.
- Significantly increased total number of certified SCS firms.

  ![Number of SCS Certified Firms](image)

- In Q3 2014, significantly exceeded the total M/WBE spend for construction services in 2013 ($586K). Q3 2014 = $3.5M
- Created $11.6 million of sub-contractors work as part of two county job order contracts. The first contract

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<td>Life-to-date</td>
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<tr>
<td>Autosourced</td>
<td>Other</td>
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<tr>
<td>SCS $4.1M</td>
<td>WBE $437K</td>
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<tr>
<td>(47%)</td>
<td>(5%)</td>
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<tr>
<td>MBE $1.3M</td>
<td>Other</td>
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<td>(15%)</td>
<td>WBE $52K</td>
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<tr>
<td>SC $1.2M</td>
<td>MBE $139K</td>
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<td>(5%)</td>
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<td>SCS $1.1M</td>
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<td>(41%)</td>
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- Instituted the Small Business Accelerator program to allow SCS to compete among like-size firms for designated contracts.

“King County got it right!”
— Eileen Forrester
True North, Inc.

“I’ve made it on at least five teams because of King County’s SCS program.”
— Jon Kemp
EnCo Environmental Corp
What’s Next?

2014-2015:

- Sustain improvements with LEAN principals, standard work and performance metrics
- Ensure all invoices are paid in a timely fashion
- Implement new Job Order Contracts
- Increase overall number and dollar awards to SCS and Minority and Woman Business Enterprises
- Expand regional SCS certification program to other public agencies
- Grow Small Business Accelerator program
- Continue to focus on standard payment practices using P-cards
- Continue leadership in sustainable purchasing
- Gather and use feedback from internal and external customers

Let us know what you think
Do you have any questions or comments for us? Let us know

Department of Executive Services
Finance and Business Operations Division
401 Fifth Avenue, Suite 300
Seattle, WA 98104
206-263-9400
Procurement.web@kingcounty.gov

Visit us online: www.kingcounty.gov/operations/procurement.aspx

“The new contract boilerplate is much easier to understand and makes negotiations far simpler.”
- Ann McFarlane, County Solid Waste Division

“I appreciate the role that our status as an SCS played in helping us to get the contract.”
- Vince Ward, K. Hamilton & Associates LLC

“Being SCS certified gave me leverage to be chosen as a sub on a recent, large contract.”
- Phil Zeutenhorst, Lacey Glass