

PROCUREMENT REFORM

Progress Report
3rd Quarter, 2015

Our Procurement Promise

We add value to the goods and services King County purchases by keeping costs low and providing equity for small regional businesses and those owned by women and minorities.

Here's what we've done recently...

Equity for small business, women & minorities

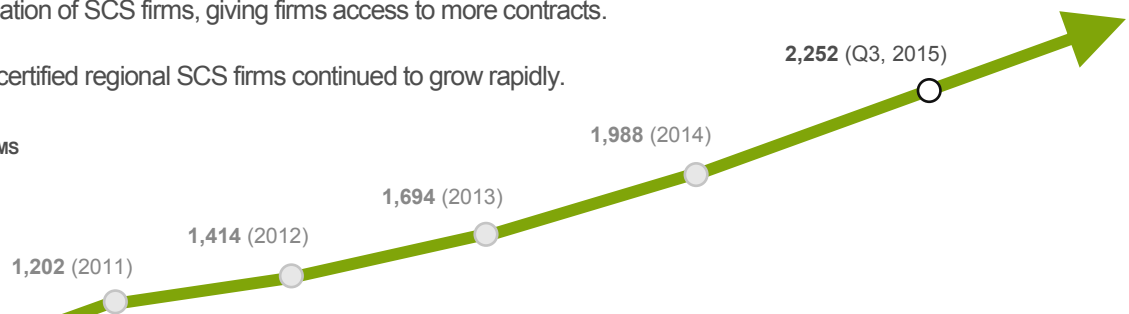
- The Small Business Accelerator program allows regional Small Contractor & Supplier (SCS) firms to compete among like-size firms for designated contracts. As of this quarter, the total contract value of awards in 2015 to SCS firms using the Accelerator program is nearly \$4.3 million dollars.
- \$3.85 million was spent on construction services from minority and women-owned business enterprises.
- The Port of Seattle, Sound Transit and Seattle Colleges joined our team for one-stop certification of SCS firms, giving firms access to more contracts.
- The number of certified regional SCS firms continued to grow rapidly.

"We provide economical procurement solutions that reflect the values of our community."

Ken Guy

Finance & Business Operations Director

CERTIFIED SCS FIRMS



Projects using SCS firms

- North Facilities gate relocation
- CPS roof replacement
- Youth Services Center HVAC installation

A regional Small Contractor & Supplier (SCS) relocates a gate at North Facilities

What's next?

Sustain the improvements we've made using LEAN principals and performance metrics.

Ensure all invoices are paid on time.

Certify more SCS firms and Minority & Women Business Enterprises, and increase their dollar awards.

Invite other public agencies to join our SCS certification team.

Grow the Small Business Accelerator program.

Continue to increase P-card purchases.

Continue our leadership in sustainable purchasing.

Solicit feedback from internal and external customers for continued improvements.



Processing time has been cut in half since 2010

Less time, more savings

- We're now completing design contracts in 175 days, nearly meeting our goal of 150 days. Construction contracts are finished in 100 days, exceeding our 125 day goal.

- "Autosourced" purchase orders account for 88 percent of POs so far this year, compared to 87 percent in 2014.

This is *great news* because unlike manual purchase orders, autosourced POs allow agencies to use P-Cards. The result is reduced payment time and more rebates for King County.

- Only 96 percent of purchases made so far this year used an approved contract, compared to 98 percent in 2014.

We're concerned about the increase of "off contract" purchases. Our buyers gather competitive bids and frequently negotiate special rates, so purchases made off contract can be more expensive. We encourage agencies to purchase goods and services "on contract" to maximize savings.



King County

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