



PROCUREMENT REFORM

Progress Report

1st Quarter, 2016

OUR PROMISE

We add value to the goods and services King County buys by keeping costs low and providing opportunities for small firms, and those owned by women and minorities.

Equity for all

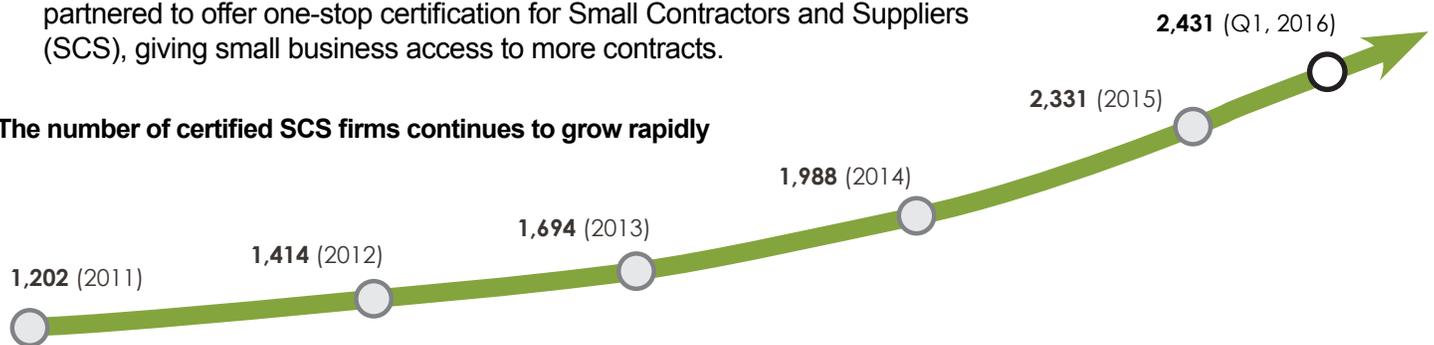
- The Small Business Accelerator program fosters competition among certified Small Contractors and Suppliers (SCS) firms to compete for designated contracts. As of Q1, the total value of awards to certified SCS firms resulting from the Accelerator program is \$4.4 million dollars.
- Nearly 1 million dollars (\$956K) was awarded to certified minority and women-owned businesses for construction services.
- King County, Sound Transit, Seattle Colleges, and the Port of Seattle have partnered to offer one-stop certification for Small Contractors and Suppliers (SCS), giving small business access to more contracts.

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

Ken Guy

Finance & Business Operations Director

The number of certified SCS firms continues to grow rapidly



SCS Projects

- Countywide Scour Migration Project
- Vashon Treatment Plant UV Disinfection System
- Meridian Center for Health Phase 2: demolition & parking expansion

A regional Small Contractor & Supplier (SCS) on the job

Progress

Since 2010, we've significantly reduced our average contract processing time.

What's Next?

Sustain our LEAN improvements and track performance metrics.

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

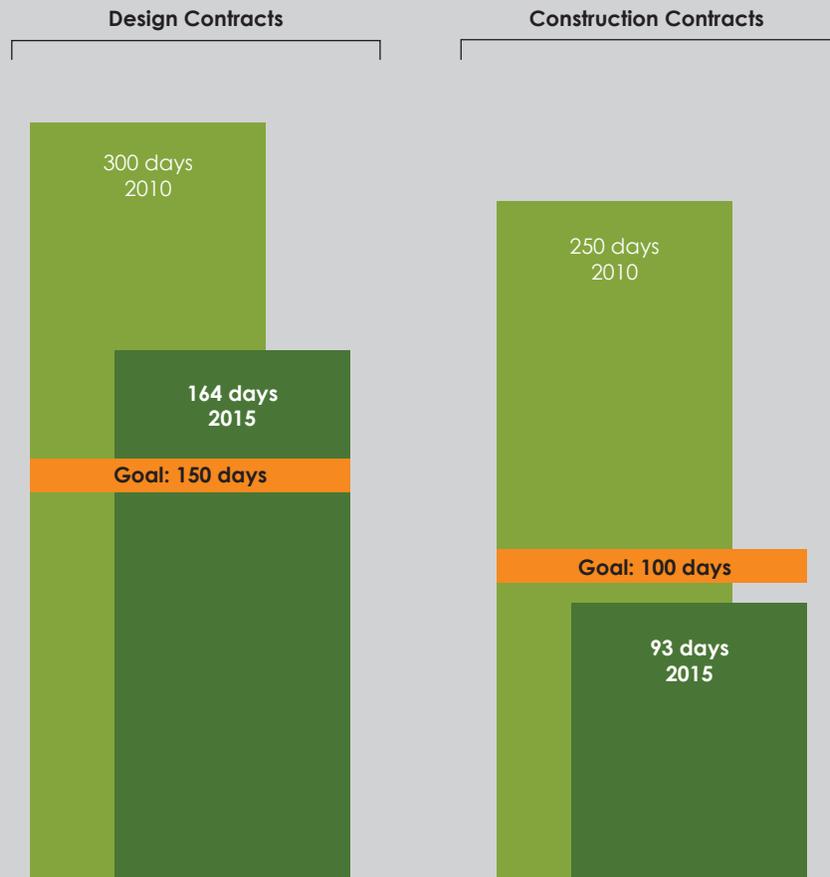
Invite other public agencies to join our SCS certification team.

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.



Average processing time, 2010 vs. today

Less time, more savings

“Autosourced” purchase orders account for 89% in Q1

This is great news because autosourcing allow agencies to immediately place their orders without waiting for our staff to process their requests, saving everyone time and money.

97% of purchases this quarter used a contract

We encourage agencies to purchase all goods and services “on contract” to maximize savings. Our buyers award competitive bids and lock in pricing that is the best value.

Improved procurement process for capital projects

Working with the Wastewater Treatment Division, our staff reduced the cycle time from 10 weeks to 2 weeks for architectural & engineering services. We focused on the evaluation phase of the procurement process. By listening to “pain points” and understanding what each division really needs, we could streamline our process and eliminate unnecessary steps. This collaboration with our customers resulted in improvements that can be applied to procurements for other county agencies, multiplying our time savings.



King County

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