



PROCUREMENT REFORM

Progress Report

3rd Quarter, 2016

Advancing Equity

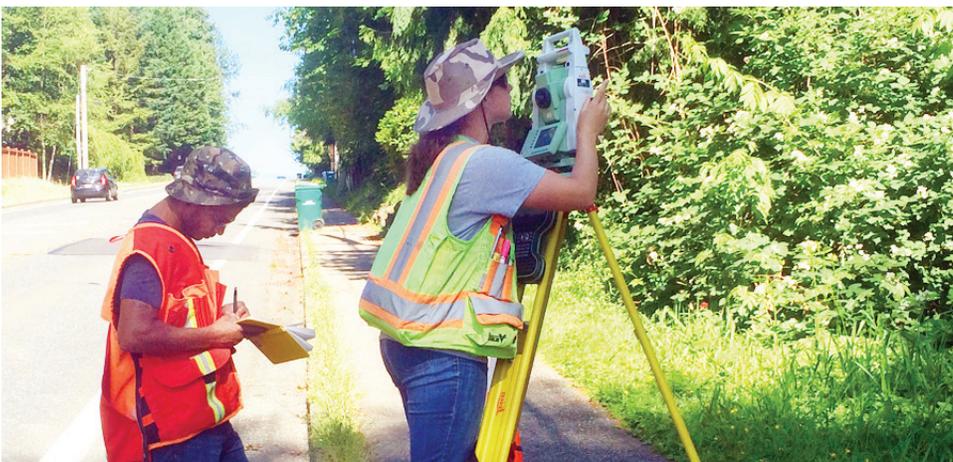
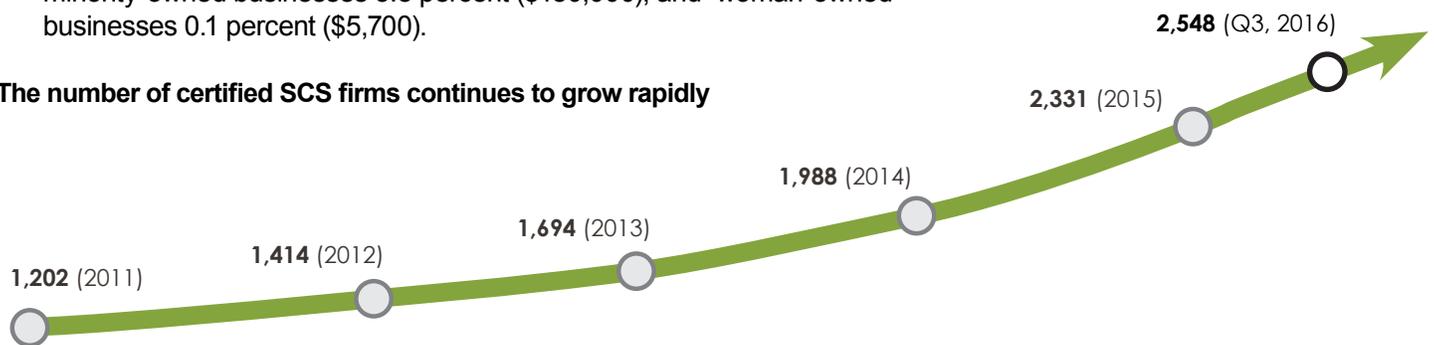
- The Small Business Accelerator fosters competition among certified SCS firms to compete for designated contracts. In Q3 2016, the total value of awards to SCS firms from the Accelerator program was \$4.5 million. Cumulatively, since launching the Accelerator in 2012, the County has awarded more than \$11 million to SCS firms as prime consultants.
- As of this quarter, more than \$5 million has been awarded to certified minority and woman-owned businesses for construction services.
- King County, Sound Transit, Seattle Colleges, and the Port of Seattle are regional partners for one-stop certification of Small Contractors and Suppliers (SCS) firms, giving these small business access to more contracts.
- In 2016, Job Order Contracts have resulted in subcontract awards totaling \$4.8 million. Of this, SCS firms have received 13.6 percent (\$649,000); minority-owned businesses 3.8 percent (\$180,000); and woman-owned businesses 0.1 percent (\$5,700).

“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



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

SCS Projects

- Clough Creek Sediment Facility
- Asphalt Paving Maintenance Work Order Contract 2016
- Elliott Bridge Reach Scour

New Look

Unlike previous reports that measured our current progress against the baseline in 2010, we're now showing you how the current quarter compares to the same quarter last year.

Because of significant changes to our processing methods, we feel this new comparison is more accurate and valuable.

What's Next?

Sustain our LEAN improvements and track performance metrics.

Certify more SCS firms and increase their dollar awards.

Focus on outreach to Minority & Women Business Enterprises.

Invite other public agencies to join our SCS certification team.

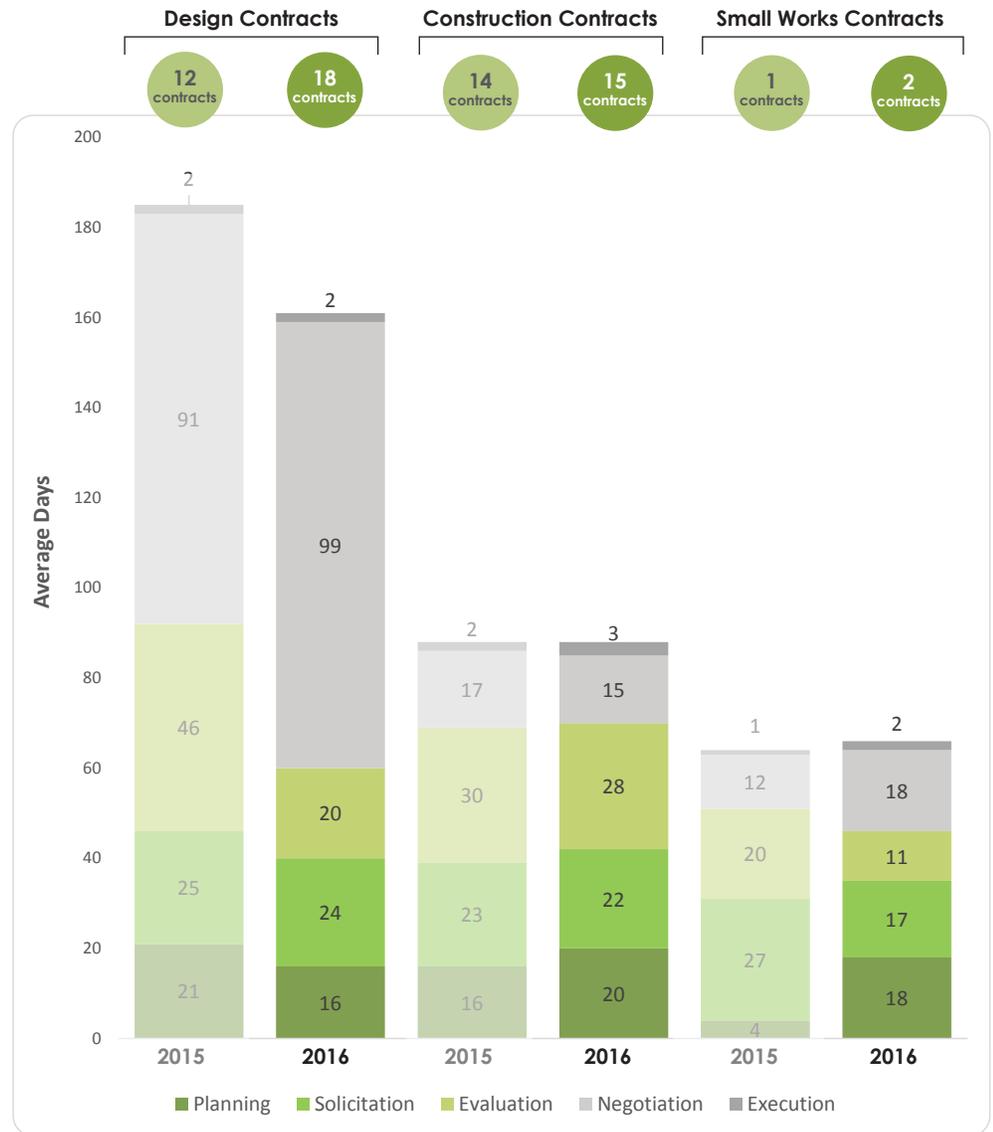
Grow the Small Business Accelerator program.

Continue to increase P-card purchases.

Continue our leadership in sustainable purchasing.

Solicit feedback from internal and external customers for continued improvements.

Contracts processing time — Q3, 2015 vs. Q3, 2016



Less time, more savings

“Autosourced” purchase orders account for 88% in Q3

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.

98% 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.



King County

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