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## PROBLEM

The 2013 Ikaso report on state procurement practices and experiences of procurement staff, suggested that Oregon state government may be missing out on benefits, such as increased efficiency and buying power, of cooperative procurement opportunities.

## SCOPE

Examples of multi-agency cooperative procurements include weapons, car share, lab equipment, uniforms, etc. This project was to complete a pilot cooperative procurement to identify potential barriers and opportunities to streamline the current process.



The scope included making recommendations for improvements to the process, procedures, decision points, and criteria for delegating authority and conducting cooperative procurements. The project did not include statewide price agreements.

## APPROACH

The Improving Government Steering Team sponsored this effort as a sub-project within its procurement improvement project. The team reviewed processes, rules and criteria for delegation of cooperative procurement authority, looking for ways to streamline and improve the process and increase cooperative procurement. To gather a range of ideas, the team reviewed local government cooperative procurement.

Outreach to agencies, brainstorming sessions, review of current active procurements and upcoming contracts were used to identify cooperative procurement opportunities. A multi-agency cooperative procurement pilot was planned to help identify barriers to cooperative procurement.

The project team included agencies with procurement authority delegated from DAS, agencies with independent procurement authority, DAS procurement staff (policy and service), DOJ, relevant stakeholders and others.

## OUTCOMES

- The project team determined that current procedures for delegation of authority for cooperative procurement, while cumbersome, are appropriate given the challenges agencies face in leading or participating in cooperative efforts.
- The project team had difficulty identifying cooperative procurement opportunities with significant enough benefits for agencies to partner on procurements.
  - Large or frequent procurements, where cost savings from administration and volume discounts are most likely, are absorbed by statewide price agreements.
  - Low cost or low volume procurements are either too specialized or do not have savings opportunities that motivate cooperative procurement.
- The lack of data from an enterprise wide 'e-Procurement' system hampered analysis. Once an e-Procurement system is implemented, the expectation is that the increased visibility of patterns in procurement will uncover additional cooperative opportunities.
- Multiple efforts to complete a pilot were unsuccessful.
- A summary report was prepared to share project work and lessons learned.

## RESOURCES

Project Team: project manager, business lead and subject matter experts

Timeline: 12 months

Budget: Agency resources



## NEXT STEPS

The project team recommends that the connections made during this project continue so that as awareness of cooperative opportunities increases, especially once an e-Procurement system is in place, benefits can be captured.

## LESSONS LEARNED

The misalignment of cost and benefit between the lead agency and participating agencies reduces the incentive to participate in cooperative procurement.

## Project Staff

**Sponsors:** Margaret VanVliet – DHCS, Mark Williams – DOJ, Sarah Jo Chaplen – DAS, Tami Dohrman – DOC  
**Team Members:** Sarah Roth – SoS (Business Lead), Robert Underwood – DAS (PM), Joel Metlen – DCBS (PM)