



BuySpeed eProcurement OregonBuys

Introductions

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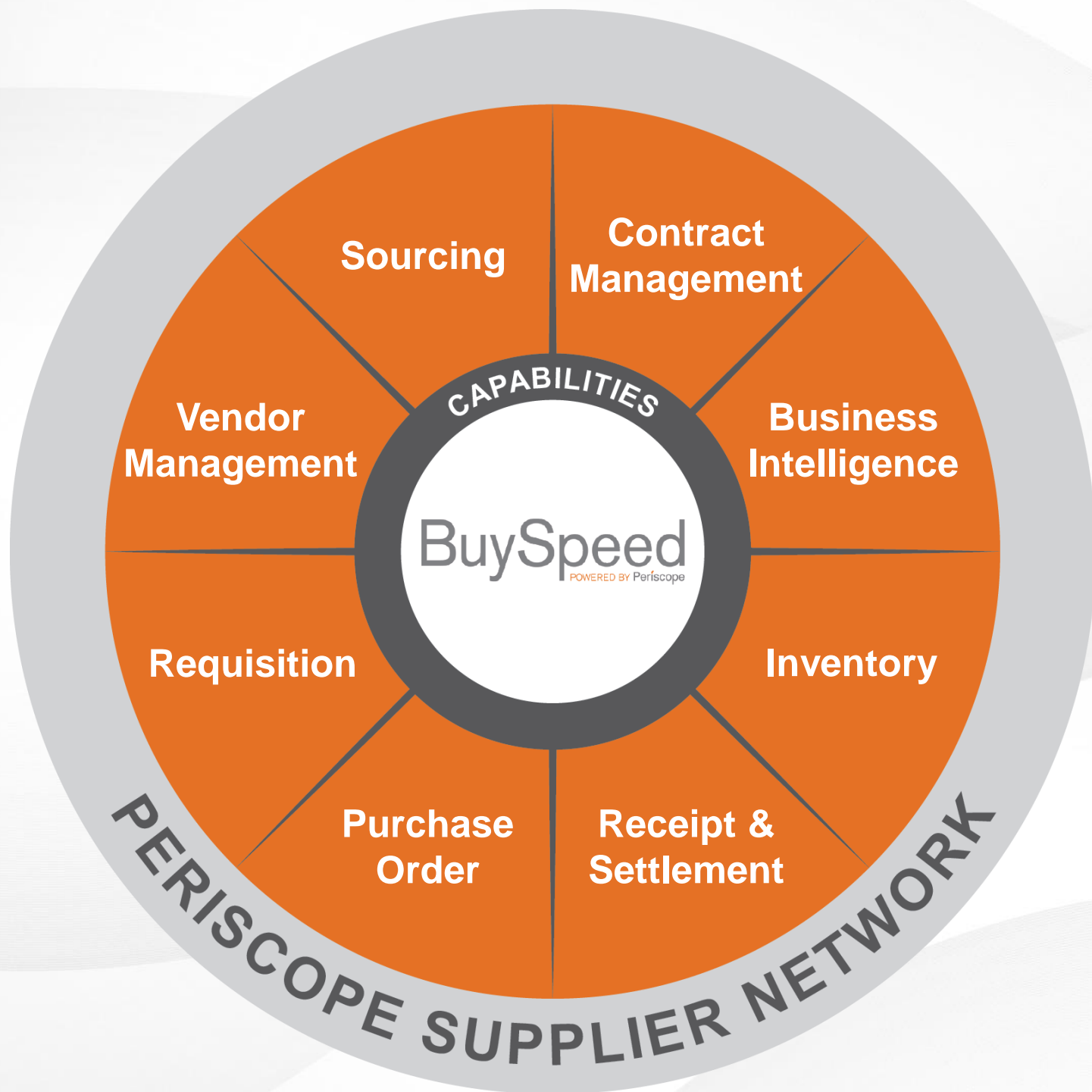
Agenda

BuySpeed Overview Day 1

- Overall System Design
- Supplier (Vendor Management)
- Requisitions & Workflow
- Solicitation/Sourcing
- Catalog

BuySpeed Overview Day 2

- Purchase Orders
- Invoicing
- Receipt & Settlement
- Business Intelligence
- Information Technology



BuySpeed Demonstration

Supporting Slides

Supplier (Vendor Management)

Complete Vendor Management

- **Full functionality:**
 - Vendor registration
 - RFx distribution and response
 - Electronic PO delivery
 - PO flip
 - Electronic invoice
 - Payment information
 - Catalog management
- **Self Registration and Self Maintenance of certificates and licenses.**
- **Classify vendors leveraging Agency-defined categories.**
- **BuySpeed SBE: combines the process of registering and certifying as a particular business category into one seamless process.**
- **BI and reporting platform giving the insight needed to drive business and fully leverage Diversity Program.**



BUYER BENEFITS



- Access To Almost 1 Million Suppliers From A Single Location
- Increase Competition For Improved Pricing And Services
- Promote The Growth Of Local Businesses By Providing More Business Opportunities
- Ease Solicitation Tracking And Online Response For Existing Suppliers

SUPPLIER BENEFITS

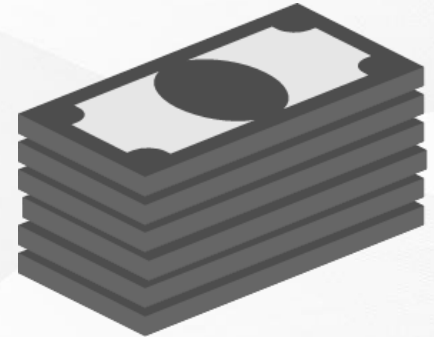


- Access To Solicitations From 90,000 Public Sector Organizations
- Build Better Relationships & Joint Solution Offerings
- Manage Solicitation Tracking & Certification In One Place
- Education, Tools & Support To Win More Contracts

Requisitions & Workflow

Requisition Creation & Management

- Users can requisition from
 - **Catalogs / Release from Contract**
 - Open Market
 - **Punch-outs**
 - Inventory
 - **Request for Payment Reimbursements**
- QuickBuy Capability
- Proceeds through established workflow and approval engine
- Convert to Bid or PO



Solicitation / Sourcing

Solicitation Management

- Accommodate both formal and informal bids
 - Request for Proposals
 - Request for Qualifications
 - Request for Information
 - Request for Offer
 - Request for Response
 - Invitation for Bid
 - Reverse Auctions
- Vendor Q&A and Addendums
- Electronic submission of bids/proposals & attachments
- Time stamp, encryption and lock boxing responses
- Bid tabulations & evaluations
- Subcontractor participation



Catalog

Ordering

- Streamlined search & ordering from Statewide contracts
- QuickBuy
- Punch-outs
- P Card
- PO electronically transmitted to vendor
- Reoccurring, split, multiple payments



Quick Buy Search Results

 All

 related: [gas pressure washer](#) [electric pressure washer](#) [honda pressure washer](#) [pressure washer pump](#) [pressure washer hose](#) [hot water pressure washer](#)
[show advanced search options](#)

Sort By: Relevance

1-5 of 256 results for "pressure washer"

<< Prev 1 2 3 4 5 6 7 8 9 10 Next >>

 Release

SHOW RESULTS FOR:

[545] Machinery and hardware, industrial (32)

[82] Industrial type steam and high pressure water cleaning equipment, accessories and supplies (16)

[83] Washers, pressure (all types), rental or lease (16)

[+ see all \[6\] classifications](#)

REFIN BY:

Price

- ☐ Up to \$200 (6)
☐ \$200-\$300 (14)
☐ \$300-\$400 (25)
☐ \$400+ (8)

Vendor

- ☐ Ace Rentals
☐ Sunbelt Rentals
☐ Lowes
☐ Home Depot

Vendor Program

- ☐ Certified Vendor (4)
☐ Preferred Vendor (2)

Vendor Category

- ☐ Minority Owned Business (1)

Power Source

- ☐ Corded Electric
☐ Gasoline
☐ Manual
☐ Battery

Brand

- ☐ Karcher
☐ Generic
☐ AR Blue Clean
☐ Briggs & Stratton
☐ AR North America

[view more ...](#)

Pressure

- ☐ Under 1700 PSI
☐ 1700-1899 PSI
☐ 1900-1999 PSI
☐ 2000-2599 PSI
☐ 2600-2799 PSI


☐ Compare

Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure Washer, 14.5-Amp
[Home Depot](#)

Power. Performance. Versatility. The Karcher SPX3000 electric pressure washer delivers it all to tackle a variety of cleaning tasks: homes, buildings, RV's, cars, trucks, boats, decks, driveways, patios, lawn equipment and more. Packed with an 1800-Watt/14.5-amp motor, the Pressure Joe SPX 3000 generates up to 2030 PSI of water pressure and 1.76 GPM of water flow for maximum cleaning power. Remove tar and... grease from concrete, heavy mildew stains, oil stains, rust from steel, caked mud on equipment and other stubborn gunk and grime.

\$189.00 / EA - Each

Discount: 0.00%

Class / Class item

961 - MISCELLANEOUS SERVICES, NO. 1 (NOT OTHERWISE CLASSIFIED)
91 - Water and Petroleum Pipeline Services

Qty:

Add to cart


[remove from favorites](#)

Master Blanket #

[ADSP014-000110379 / 191](#)
☐ Compare

No Image 3000 20 PSI .5 GPM Electric Pressure Washer, 5-Amp
[Home Depot](#)

Power. Performance. Versatility. The Karcher SPX3000 electric pressure washer delivers it all to tackle a variety of cleaning tasks: homes, buildings, RV's, cars, trucks, boats, decks, driveways, patios, lawn equipment and more. Packed with an 1800-Watt/14.5-amp motor, the Pressure Joe SPX 3000 generates up to 2030 PSI of water pressure and 1.76 GPM of water flow for maximum cleaning power. Remove tar and... grease from concrete, heavy mildew stains, oil stains, rust from steel, caked mud on equipment and other stubborn gunk and grime.

\$5.00 / EA - Each

Discount: 20.00%

Class / Class item

961 - MISCELLANEOUS SERVICES, NO. 1 (NOT OTHERWISE CLASSIFIED)
91 - Water and Petroleum Pipeline Services

Qty:

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☐ Compare

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Qty:

Add to cart


[add to favorites](#)

Master Blanket #

[ADSP014-000110379 / 191](#)

<< Prev 1 2 3 4 5 6 7 8 9 10 Next >>

Shopping Cart

[clear all](#)

\$189.00 Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure
 [Update](#)

\$189.00 No Image 3000 20 PSI .5 GPM Electric Pressure Washer
 [Update](#)

\$189.00 Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure
 [Update](#)

\$189.00 No Image 3000 20 PSI .5 GPM Electric Pressure Washer, 5-
 [Update](#)

\$189.00 Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure
 [Update](#)

Total: \$2386.00

[Add to New Req](#)

OR

Select a requisition

[Add to selected req](#)

Quick Buy Search Results

All


[show advanced search options](#)

Related Items



Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure Washer,

\$189.00 ☐ Compare



Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure Washer,

\$189.00 ☐ Compare



Karcher SPX3000 2030 PSI 1.76 GPM Electric Pressure Washer,

\$189.00 ☐ Compare



★ [remove from favorites](#)

Class / Class item

961 - MISCELLANEOUS SERVICES, NO. 1 (NOT OTHERWISE CLASSIFIED)

91 - Water and Petroleum Pipeline Services

Sun Joe SPX30000 2030 PSI 1.76 GPM Electric Pressure Washer, 14.5-Amp

[Home Depot](#)

Qty:

1

[Add to cart](#)
☐ Compare

Master Blanket #

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Power. Performance. Versatility. The Karcher SPX3000 electric pressure washer delivers it all to tackle a variety of cleaning tasks: homes, buildings, RV's, cars, trucks, boats, decks, driveways, patios, lawn equipment and more. Packed with an 1800-Watt/14.5-amp motor, the Pressure Joe SPX 3000 generates up to 2030 PSI of water pressure and 1.76 GPM of water flow for maximum cleaning power. Remove tar and... grease from concrete, heavy mildew stains, oil stains, rust from steel, caked mud on equipment and other stubborn gunk and grime. Equipped with a dual detergent tank system the Pressure Joe SPX3000 carries and stores two different types of detergent simultaneously in its two .9L onboard removable detergent tanks. Conveniently switch between different detergents with its detergent selection dial and blast away all sorts of grime. Its 34-inch extension spray wand and rear wheels provide easy maneuverability and access to hard-to-reach areas such as 2 story buildings and the undersides of the automotive vehicles and lawn equipment. Tailor the pressure output of the spray to your cleaning needs with Pressure Joe's five quick spray nozzles. Other features include: 20 foot high pressure hose, 35 foot power cord, garden hose adaptor and a TSS (Total Stop System) trigger that automatically shuts off the pump when the trigger is not engaged. The SPX3000 comes with a full two year warranty and is CSA listed.

- Detergent Selection Dial
- Keeps High Pressure Hose Organized
- Powerful 14.5 Amp 1800 Watt Motor
- Trigger Gun/Spray Wand Holder
- Garden Hose Adaptor (Female Coupler)

Shopping Cart

[clear all](#)

\$189.00 [Update](#)

\$189.00 [Update](#)

\$189.00 [Update](#)

\$189.00 [Update](#)

\$189.00 [Update](#)

Total: \$2386.00

[Add to New Req](#)

OR

Select a requisition

[Add to selected req](#)

Contract Management

Contract/Catalog Management



- Term Contracts
- Hosted Catalog Maintenance
- Milestone / Expiration Reminders
- Track Spend & Order Management
- Bonding, Certificates, etc.
- Searchable Attachments
- Vendor Performance Tracking
- Demand Aggregation “Polling”

Purchase Orders

Purchase Order Management



- Convert requisitions or solicitation awards to POs
- Electronic delivery of POs to vendors (reducing manual delivery costs)
- Vendor Acknowledgement
- Change order management
- Subcontractors
- Vendor Distributor / Reseller Support

Invoicing Receipt & Settlement

Settlement & Receipt

- Central & Desktop Receiving
- Quantity & Dollar-Based Receipts
- 2 & 3-way Match
 - **PO**
 - **Receipt of Goods**
 - **Invoice**
- Invoicing
 - **Standard Invoicing**
 - **PO Flip**
 - **eInvoicing**
- Voucher creation

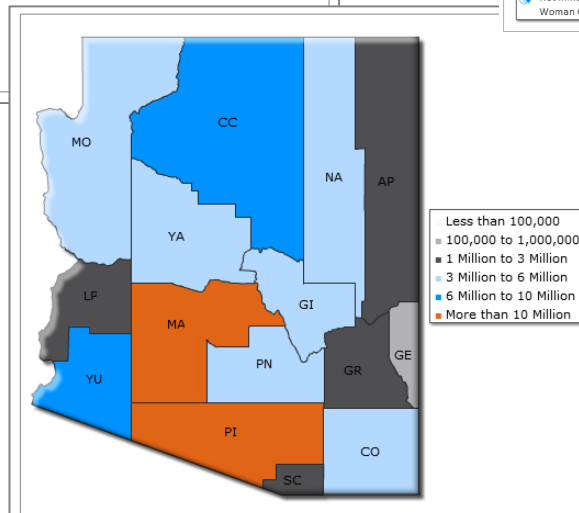
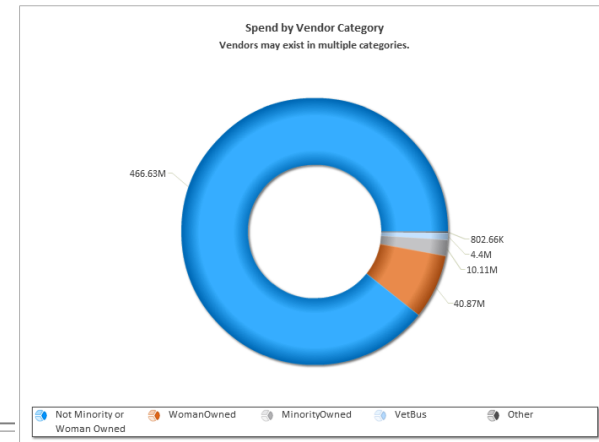
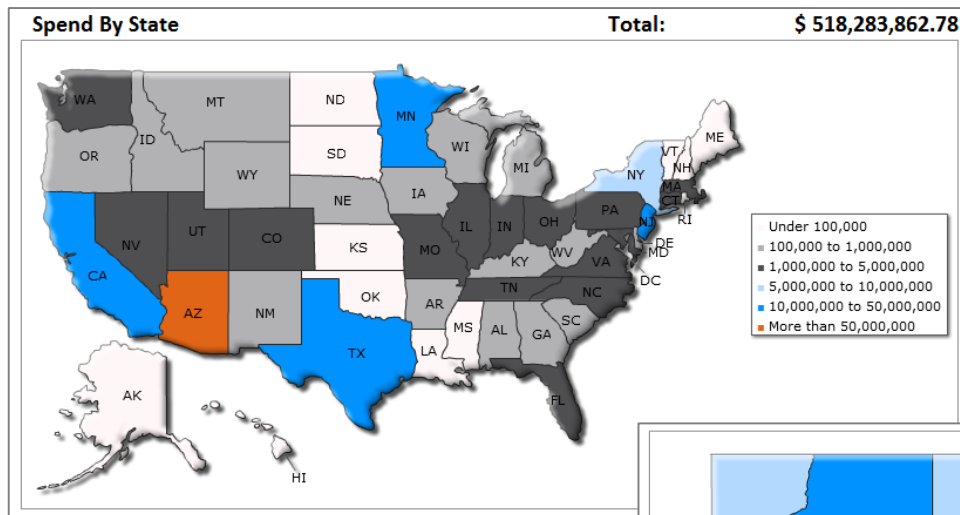
Business Intelligence

Business Intelligence Enabling Spend Analytics

- Standard Reports
- Ad Hoc Reporting
- Dashboards & Drilldowns
- Report Scheduling & Distribution
- Document Printing
- Data Access Management

KPIs Driving Cost Reduction

Transforming performance data into actionable data



Arizona State Spend Fact Sheet

Total Spend in State: **\$ 409,308,216.09**

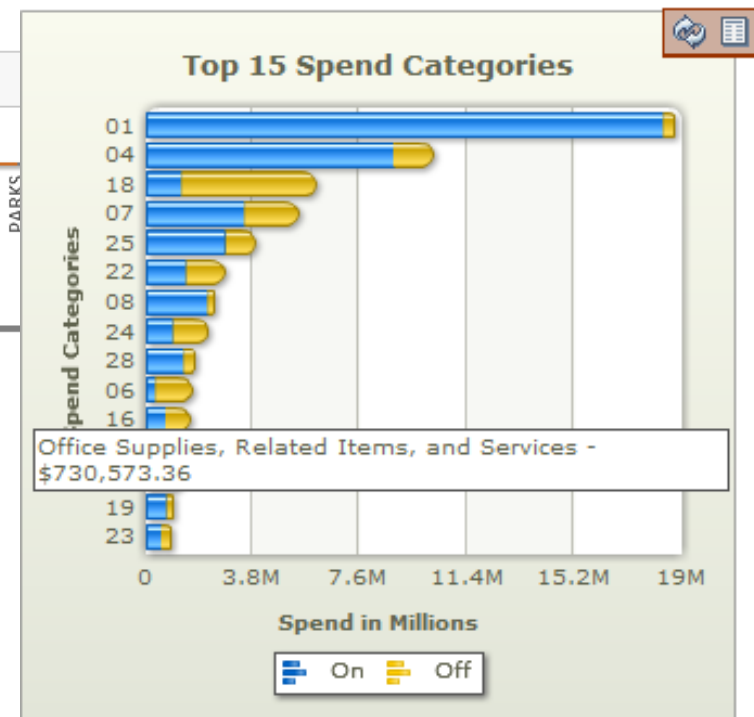
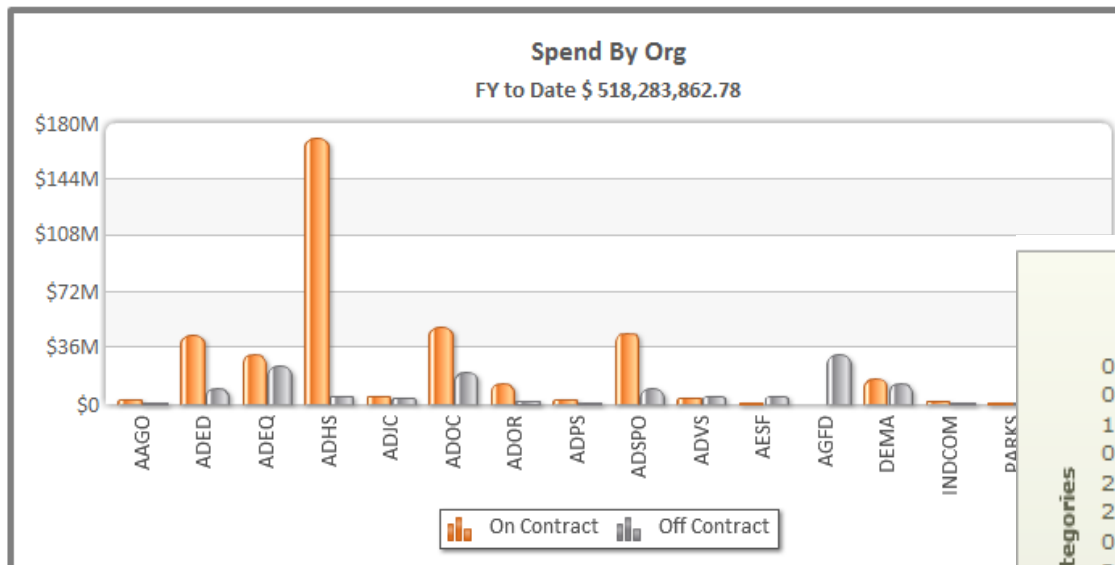
Spend Not Associated with a County: **\$ 418,567.42**

Top Ten Vendors in the State

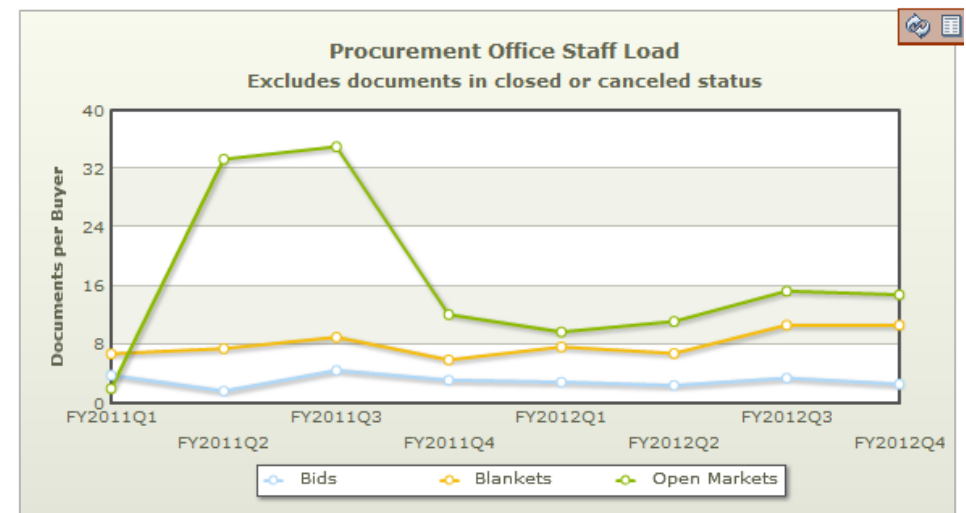
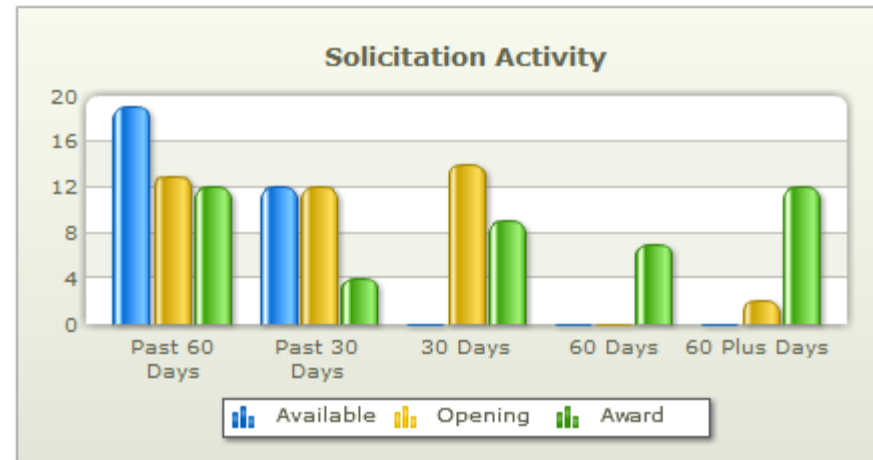
Maricopa County Public Health	\$ 24,592,463.62
Gordon-Darby Arizona Testing, Inc.	\$ 22,149,097.74
Trinity Services Group formerly COMPASS GROUP USA INC	\$ 16,366,011.90
HAYDON BUILDING CORP	\$ 15,252,000.00
University of Arizona (Grants & Contracts)	\$ 11,810,384.35
STATE OF ARIZONA	\$ 9,972,821.07
ARIZONA PUBLIC SERVICE CO	\$ 6,741,812.35
RIESTER SONORAN LLC	\$ 5,859,171.00
HEWLETT PACKARD COMPANY	\$ 5,239,714.21
COURTESY CHEVROLET	\$ 4,993,583.76

KPIs Driving Cost Reduction

What is the *Quality* of Your Pricing?



Workflow Management



Information Technology

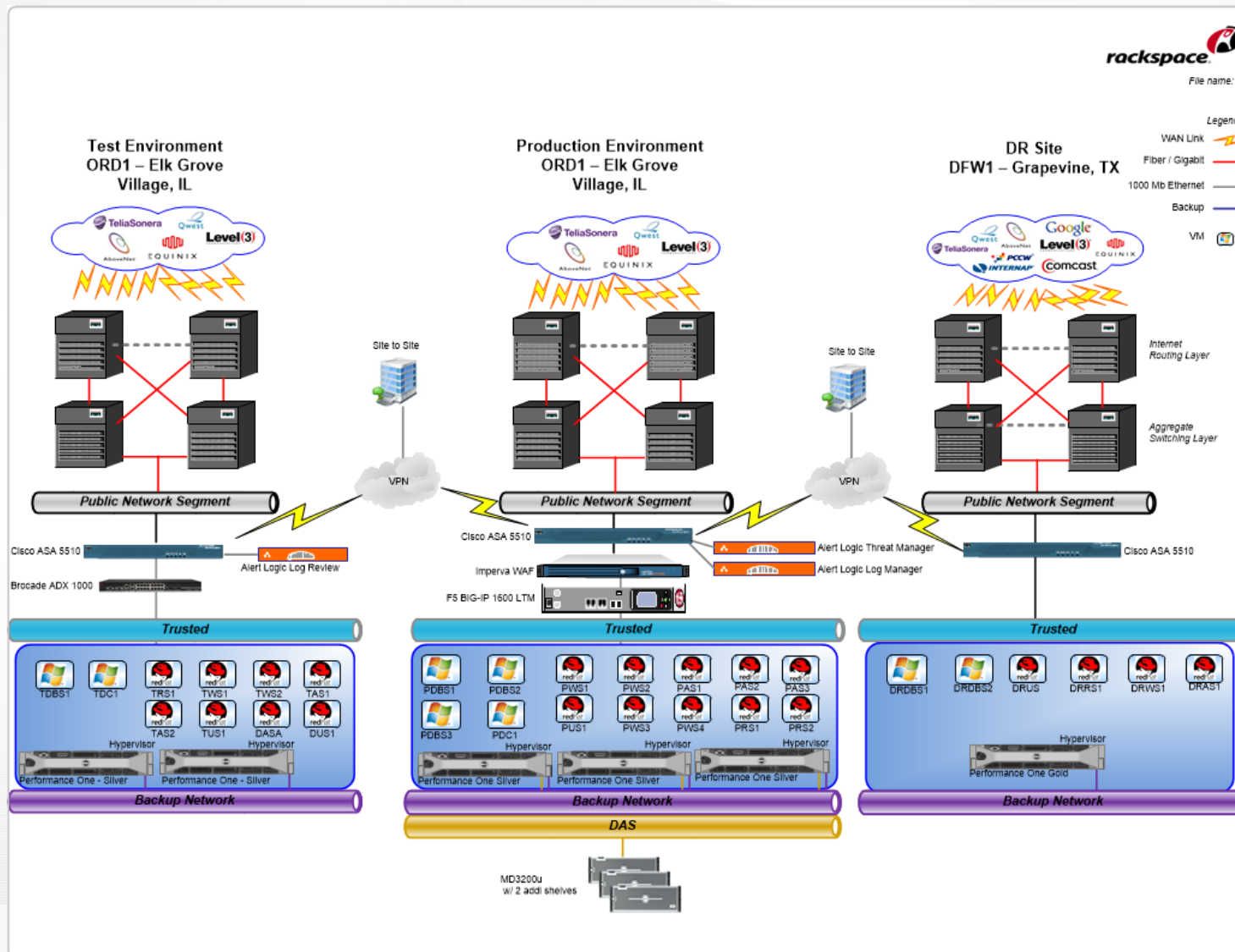
General Overview

- Data & System security
- System architecture
- Business continuity plan
- Hosting information
- Employee background checks
- Interface approach & capability
- Audit logs

Data & System Security - BuySpeed

- **OWASP Top 10 Web Methodology Adoption**
 - **Web Application Firewall**
 - **Protection against SQL Injection**
 - **Black and Whitelist filtering on all inbound requests**
 - **Built-in logging and alerts**
- **Encryption of Confidential Data**
 - **AES with client by client public/private key generation configuration**
 - **SSL enabled to protect data in transit**
 - **Use of data encrypted drives to protect data at rest**
 - **Lockbox encryption of vendor quotes**
 - **Password encryption**
 - **P-Card data encryption with masking**
 - **FID/SSN encryption with masking**

Data & System Security - Environment



Hosting Security



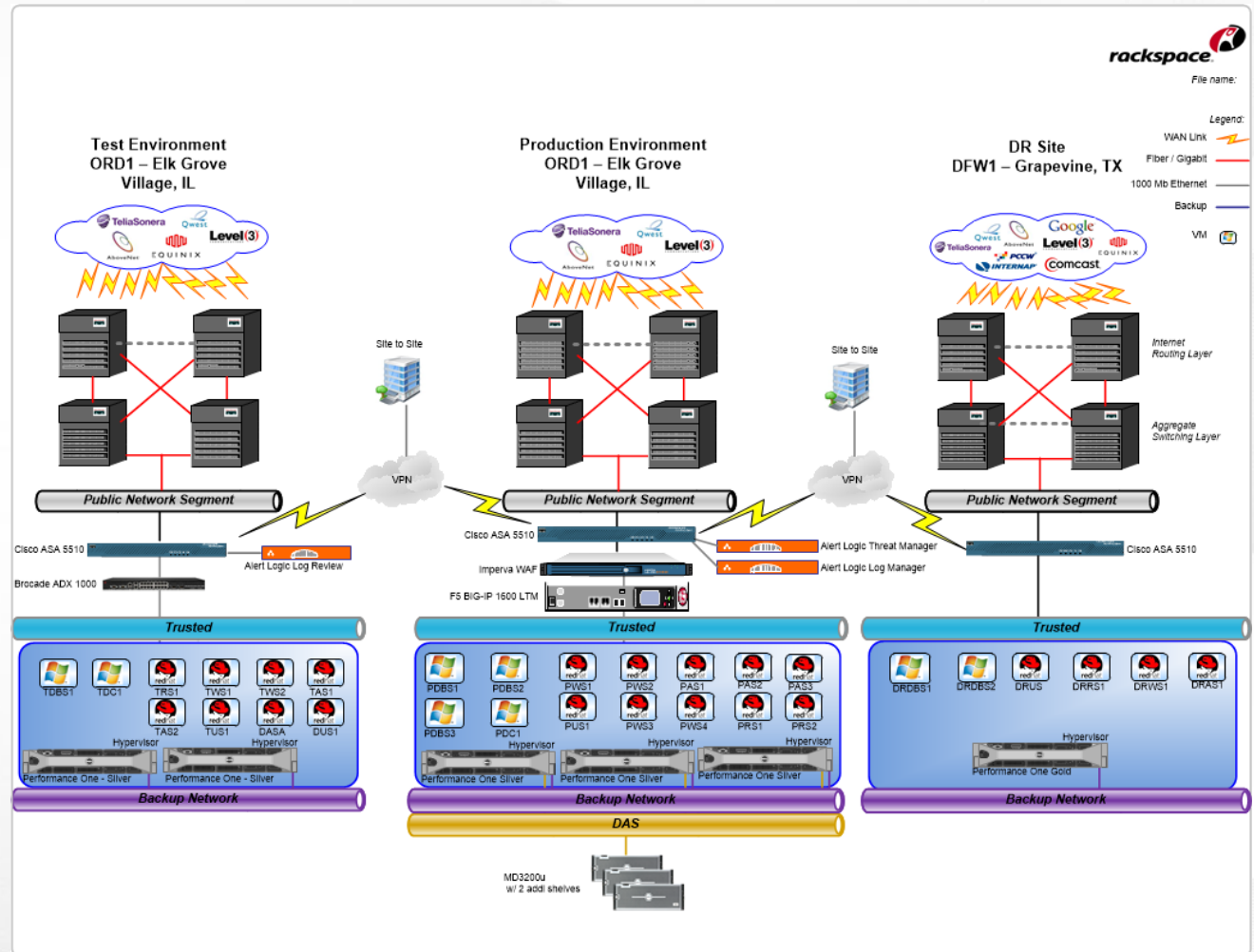
- Keycard protocols
- Biometric scanning
- Around-the-clock interior and exterior surveillance
- Limited access without escort

- **Alert Logic Threat Management**



Disaster Recovery & Business Continuity

- RTO 72 / RPO 24
- Primary Site Elk Grove Village ILL
- DR Site Grapevine TX
- Annual DR Testing



Employee Background Checks

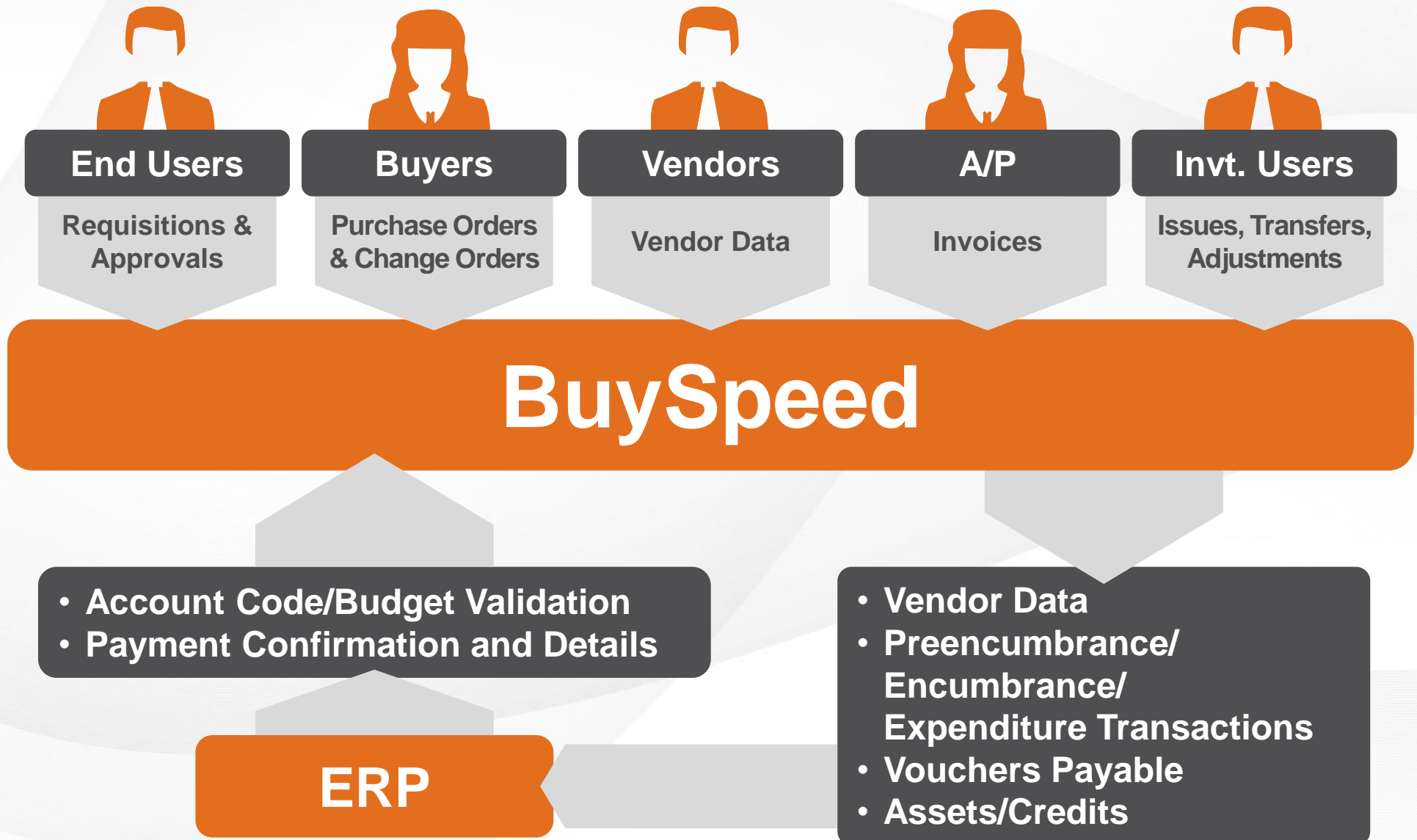
- All Periscope employees are subject to stringent pre-employment screening
- Industry standard seven year criminal conviction check
- Past employment verification
- Credit history examination prior to completing the hiring process
- Upon termination, security badges must be returned and all access is discontinued.

Unified Procurement

One Sourcing & eProcurement Solution to Many Financials



Standard Interface Approach

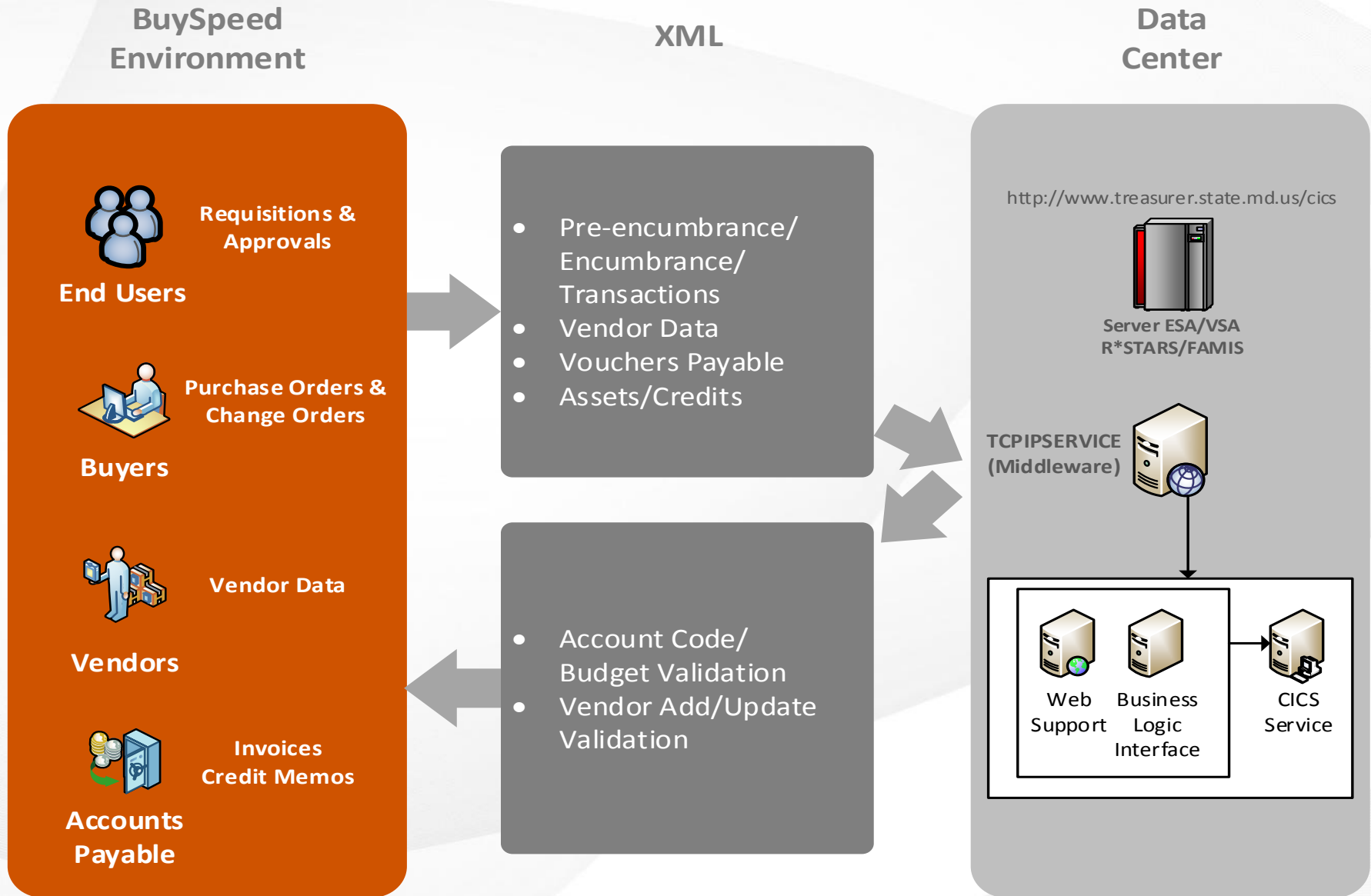


Integration Framework

Built on Apache ActiveMQ Architecture

- Asynchronous Messaging
- Decouples BuySpeed from interfaced system
- Supports a variety of Cross Language Client and Protocols (Java, C, C++, C#, Ruby, Perl, Python, PHP)
- Support pluggable transport protocols such as TCP, SSL, NIO, UDP, multicast etc.
- REST API to provide technology agnostic and language neutral web based API to messaging
- Support for Enterprise Integration Patterns

Interface to Mainframe Financials



System Audit Procedures and Reports

Our hosting partner Rackspace provides Operational Security in their infrastructure with the following;

- ISO17799-based policies and procedures, regularly reviewed as part of Rackspace's SAS70 Type II audit process
- All employees trained on documented information security and privacy procedures
- Access to confidential information restricted to authorized personnel only, according to documented processes
- Systems access logged and tracked for auditing purposes
- Secure document-destruction policies for all sensitive information
- Fully documented change-management procedures
- Independently audited disaster recovery and business continuity plans for Rackspace headquarters and support services

Database Audit Tool

Additional auditing with DB audit tool

- Enables selection of any table and field in the DB to monitor
- Before and after images taken each time changes detected
- Creates a separate DB with changes accessible within BI
- Standard reports available for most vendor profile changes

Unique identifiers & foreign key relationships

- Ability to automatically generate and assign unique identifiers throughout the procurement process;
 - Supplier
 - Requisition
 - Opportunity
 - Bid/Proposal
 - Contract
 - Order
- Ability to manage and maintain foreign key relationships throughout the procurement process;
 - Supplier
 - Requisition
 - Opportunity
 - Bid/Proposal
 - Contract
 - Order

Multi-level hierarchies & siloed agency data

- Ability to support multi-level hierarchies.
- Ability for data and documents between Agencies to be siloed when used as an Enterprise Solution.
- Ability for the Solution to support additional data entry fields at the Organization and Enterprise level.
- Ability to be deployed Enterprise-wide following individual Organization deployment(s) without disrupting existing Organization processes.

Date designations

- Ability to have date designations (e.g., order date, due date, receive date, created date, transaction date, shipping date, payment date, post date).

Inactivate table data & disable unnecessary services

- Ability for a System Administrator to add, change, and inactivate table data.
- Ability for unnecessary services, protocols, and functionality to be disabled or removed.

Ability to control access

- Ability to lock Users out of Solution during maintenance windows.
- Ability for System Administrator to control access to Solution tables.
- Ability to limit access and update ability to the Supplier tables and Supplier registrations based on User Role.

Secure communication, access, & interface

- Ability to support secure communication between the Solution and other applications (e.g., public key infrastructure).
- Ability to prevent backdoor access to Solution.
- Ability to interface with Organization and Enterprise data systems.
 - Interface must allow for data from any data table native in the Solution or subsequently client added data elements to be exported to the external data system or imported from the external data system utilizing standard formats (e.g., .csv, .xls, .ASCII text, .pdf, .txt)

Audit & report user activity

- Ability to audit and report User activity (e.g., detection of suspicious online activity spiders and robots, non-human generated traffic, duplication).
 - The audit report will contain a variety of data (e.g., Internal IP addresses, date and time stamp, URL served, IP address of requestor, user agent or browser, File types or status codes, specific URLs as such pop-ups and auto-refresh, spiders and robots, cookies).

Redundancy & load balancing

- Ability to provide redundancy and load balancing services for firewalls and other security-critical elements.

Record archiving

- Ability to provide a record archiving solution or interface with any existing solution for data archiving services.

Multiple environments & browser support

- Ability to provide a testing environment, training environment, and production environment.
- Ability to function and display properly in the two most recent versions of the top four industry standard web browsers (Chrome, Firefox, Internet Explorer, Safari).

Attachment support & password management

- Ability for User to attach multiple types, versions and sizes of documents (e.g., docx, xlsx, pdf, pptx) to an Opportunity.
- Ability for Solution to utilize industry standards for user id and password management (e.g., password strength, password changes, lock out users after too many unsuccessful attempts, log out idle workstations).