2024 Wisconsin State Procurement Conference

The State of State Procurement

November 13, 2024

Agenda

- Welcome

- Session Review

- Supplier Diversity Program Updates

- SBOP Operational Updates

- Looking Ahead

Day One: Session Overview

Opening Session	Breakout Session One (1:45 – 2:45)	Breakout Session Two (3:00 – 4:00)
• You are here!	• IT Best Practices • Building a Strong Case: Waivers • STAR Strategic Sourcing	• Get to Know the IT Team • Get to Know the Enterprise Sourcing Team • What Can CAPS Do For You?

Day Two: Session Overview

Breakout Session One (8:30 – 9:30)	Breakout Session Two (9:45 – 10:45)	Breakout Session Three (11:00 – 12:00)
• IT Cloud: Basics • Shortlisting in a RFP • Contracts are Like a Box of Chocolates	• IT Cloud: Advanced • Agency Panel Discussion • Exploring Collaborate Contracting	• WisPro: How Can We Help You? • Using Pre-Sourcing Methods to Your Advantage • STAR Strategic Sourcing (repeat)

Alex Ysquierdo, MSc. - Director

What We Do...

- Empowering Diverse Businesses to Thrive and Succeed in Wisconsin: Certification Opens Doors to State Opportunities!

- Wisconsin has Purchasing Goals of 5% with MBEs and 1% with DVBs

MBE – Minority-Owned Business Enterprise

WBE – Women-Owned Business Enterprise

DVB – Service-Disabled Veteran-Owned Business

What We've Been Up To...

- We made our customer service about the ICE

- Cleaned up processes and workflows to make thing

- We refreshed our website

- Created better guides and FAQs

- Increased awareness around our procurement opportunities

- Created strategic partnerships over 30 statewide

- Our activities, behaviors, and values all support our mission.

How did WI do in FY23?

Diverse suppliers accounted for $205,387,642 of the $3,366,750,876 State Agency and University of Wisconsin System spending in general procurement, facilities construction, architecture/engineering, and state highway services during FY23. Diverse supplier purchases represented 6.10% of total spending.

5%-20% Diverse Spend Agencies

Agency	Percentage
Secretary of State	**19.57%**
Child Abuse and Neglect Prevention Board	19.47%
Workforce Development, Department of	16.60%
Children and Families, Department of	14.76%
Lower Wisconsin State Riverway Board	14.70%
Wisconsin Technical College System Board	13.76%
Employee Trust Funds, Department of	13.22%
Administration, Department of	11.75%
Elections Commission	10.93%
Justice, Department of	10.91%
Public Defender Board	10.40%
Insurance, Commissioner of	9.47%
Transportation, Department of	8.85%
Wisconsin Housing and Economic Development Authority	8.82%
Legislative Technology Services Bureau	7.21%
Health Services, Department of	7.11%
Public Service Commission	6.06%
Natural Resources, Department of	5.67%
Public Instruction, Department of	5.55%

>25% Diverse Spend

Financial Institutions, Department of	**36.46%**
Safety and Professional Services, Department of	29.74%
Supreme Court	29.48%
Aging and Long-Term Care, Board on	25.27%
Agriculture, Trade and Consumer Protection, Department of	21.95%

Supplier Diversity's Goal for Success

Continue building the brand

Modernize the processes

Stay committed to the "ICE"

Build Awareness

Disrupt the norm

Contact Information

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Thank You!

SBOP Operational Updates

Staffing

IT Sourcing	Enterprise Sourcing	CAPS
• Deb Adamski-Pavlaski • Sandra Barg • Russell Bowe • Hallee Kox • Suzanne Meyer	• Ron Hooker • Anna Lange	• Brooke Gullick • Josh Junig

In other news...

Kathy Bergh became the new Enterprise Sourcing Section Chief
Amber Rademacher was promoted to CAPS Section Chief

Training

- We've developed and posted to Cornerstone 17 new training modules since the last conference

- A complete list of trainings is available on the [SBOP Trainings & eLearnings](#) page of the DOA Internet

Sample of New Trainings

Practical Guidance

- Collaborative Contracting
- Waivers
- Public Notices

RFP Specific

- How to Conduct BAFOs
- Evaluation Committee Kick-Off Meetings
- Participating on an Evaluation Committee

IT Best Practices Series

- IT Purchases Overview
- Navigating Hardware Purchases
- Navigating Software Purchases
- Hardware Contract Language
- Software Contract Language
- Cloud Software Contracts
- Cloud Brokerage
- Large, High-Risk IT Contracts
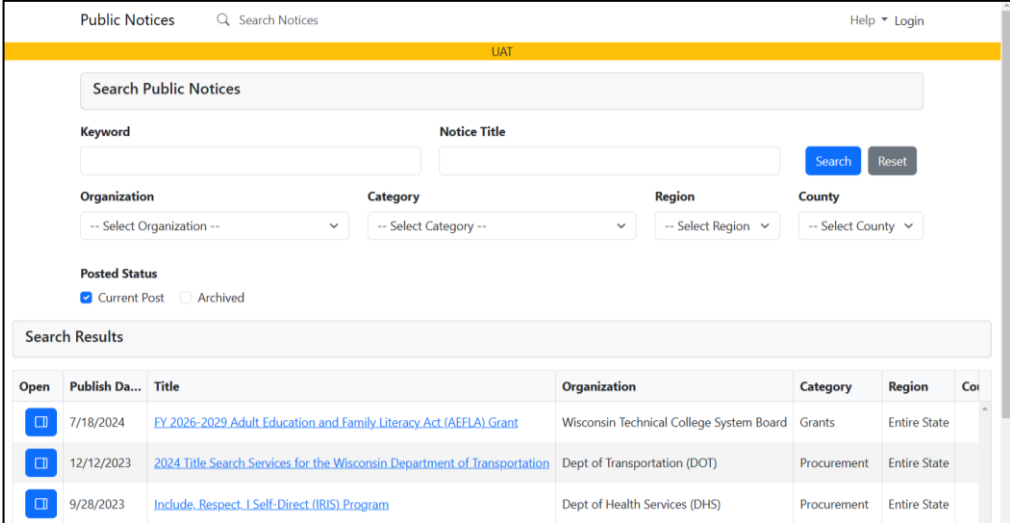
Looking Ahead

System Updates: Public Notice

- Modernizing the website
- Currently in development and nearing completion!
- Updated site to launch very early 2025
- Integrated with MyWisconsin ID (one login for all state accounts across sites)
- Adding Agency Admin role (allowing agencies/campuses to directly approve users)

System Updates: VendorNet

- Plan to upgrade VendorNet in 2025
- Integrated with MyWisconsin ID (one login for all state accounts across sites)
- Improved Search functionality
- Faster load times for pages and searches
- More user-friendly and intuitive to use
- Improved functionality
  - Allow agencies/campuses to have Admin control over their users
    - Freedom to update contract/bid procurement contacts
    - Ability to approve agency/campus user accounts

RFB Template

- New Templates!
  - RFB
  - User Guide
- We are close to finalizing
- Goal is to publish on VendorNet early 2025

REQUEST FOR BID
Title: [TITLE]
Number: [AGENCY NUMBER]
Issued Date: [DATE]
Responses Due: [DATE/TIME]

WISCONSIN
DEPARTMENT OF
ADMINISTRATION
DOA.WI.GOV

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DEPARTMENT OF
ADMINISTRATION
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REQUEST FOR BID TEMPLATE
USER GUIDE
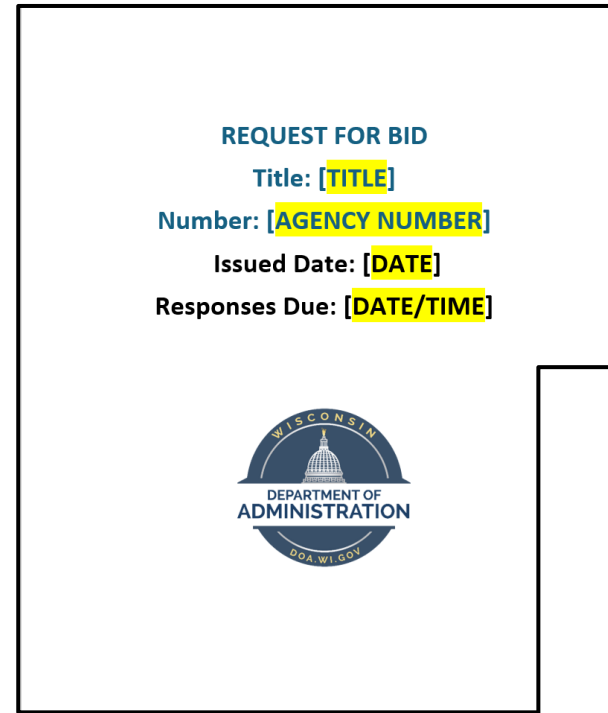
Training

- Some topics we're currently working on:
    - Requesting Grant Exemptions
    - Submitting Business Case Exceptions

- Others we're exploring:
    - Sustainable Purchasing
    - Introduction to Ethical Procurement

We are always interested in hearing about possible training topics. Please contact Anne Gerke at Anne.Gerke@wisconsin.gov with your ideas!

Management Reviews

- We revised the process by:

  - Transitioning the review from in-person to virtual

  - Taking advantage of information available in STAR

  - Updating documentation

- We successfully completed our first virtual management review and will continue with reviews in the next year
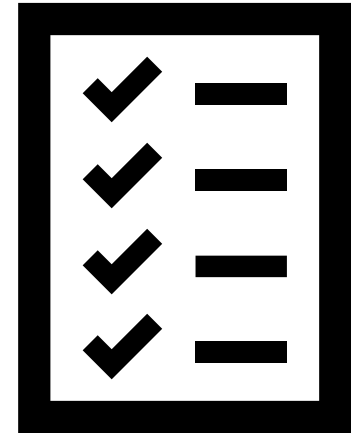
Security Rider

STATE OF WISCONSIN SECURITY RIDER

- Staff in SBOP, DET, and Legal worked together to create an updated security rider for IT contracts

- SBOP intends to include this document with all solicitations and will work with the DET CISO when negotiating terms with vendors

- Final document will be available to agencies as a resource for inclusion in agency-specific solicitations

Thank you!