Procurement in the Digital World

How Has Evolving Technology Changed Our Approach to Procurement?

Introductions

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Agenda

Digital Transformation

Emerging Technologies

Performing Procurements

Growing Your Skills

Questions & Answers

Digital Transformation

- Prior to COVID
  - Apprehension utilizing existing and available technology

- Working from home/remote work (WFH)
  - Required to use technology and electronic means for meetings, forms, signatures, etc.

- New "norm"
  - Modifying hybrid WFH/in-office methods

Emerging Technologies

What are our capabilities?

Video Conferencing	Digital Signature	Email
File Storage	Procurement Request Portal	Solicitation Builder

Poll:

What videoconferencing system is your agency using?

a) Skype

b) Microsoft Teams

c) Zoom

d) Other?

Emerging Technologies

Video Conferencing

- Skype, Teams, Zoom

- Chat

- Call, VoIP, Video

- Collaborate, Whiteboard

- Record, Notes

Emerging Technologies

Digital Signature

- DocuSign

- Electronic Signature

- Workflow, Shareable Templates

Emerging Technologies

Email

- Outlook

- Schedule

- Collaborate

- Organize

Poll:

What is your agency using for storage?

a) Cloud (OneDrive)

b) Shareable drive (G:/)

c) SharePoint

d) OnBase

e) VendorNet

f) Other?

Emerging Technologies

File Storage
(Document Mgmt & Collaboration)

- SharePoint

- OnBase

- Shared Drives

Emerging Technologies

Procurement Request Portal

- RPA System
- Proc Plan System
- Workflow

Emerging Technologies

Solicitation Builder

- eSupplier

- Use Templates

- Accept Electronic Submissions

- Organize and Track

Emerging Technologies

Are There Others?

- What do you use?

- How do you use it?

Performing Procurements

How do we apply emerging technology to the procurement process?

Meetings	Building Solicitations	Receiving Bids
Bid Openings	Demos/Vendor Conference	Contract Negotiations

Performing Procurements

Meetings

- Email – Scheduling

- Video Conferencing – Chat, call/video, recording/notes

- Digital Signature – Electronic signature (ethics forms)

Performing Procurements

Building Solicitations

- Email – Collaborate, organize

- Video conferencing – Call/video, collaborate

- File sharing – Collaborate, document management

- Solicitation builder

Poll:

How does your agency accept solicitations?

a) eSupplier

b) In-person (bid box)

c) Snail mail

d) Email

e) Fax

f) Other?

Performing Procurements

Receiving Bids

- Electronic bid (eSupplier)
- Hand-delivered (Bid Box)
- Snail mail
- Email
- Fax

Performing Procurements

Bid Openings

- Email – Scheduling
- Video Conferencing – Video/call
- Digital Signature – Electronic signature (sign-in sheet)

Performing Procurements

Demos/Vendor Conference

- Video Conferencing – Video/call
- How to maintain evaluator confidentiallity?
- Email – Scheduling, collaborate

Performing Procurements

Contract Negotiations

- Video Conferencing – Video/call, collaborate, record?
- Email – Scheduling, collaborate
- File Sharing – Collaboration

Growing Your Skills

- WAPP: https://WAPP.org

- NASPO: https://www.NASPO.org

- Cornerstone/LEADER – available for agencies through ESS

- SBOP: https://doa.wi.gov/procurement

- STAR Connection: https://StarConnection.wi.gov

- Knowledgebase – DOA-specific training environment

- Procurement or Risk Management Conferences

Networking

- Lunch & Learns

- "Fun" meetings

- Breakout sessions

How has technology changed the way you conduct procurements?

Questions?