

TOP TEN PRIORITIES FOR STATE PROCUREMENT IN 2016

Based on a ranking from state procurement leaders nationally, the Top Ten Priorities For State Procurement sets the agenda for thought leadership and programming for the profession.

1 PROCESS REFORM AND REENGINEERING

Encouraging state procurement reform and reengineering of procurement processes (streamlined procurement processes, modernize procurement law, reduce laws and regulations complexity).



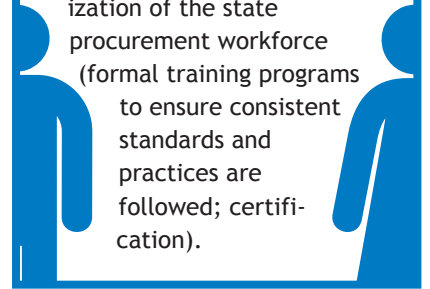
2 MEASURING PERFORMANCE

Using operational performance metrics and data analytics (clearly-defined goals and key performance measures; data-driven processes; use of data to drive policy and operational decisions; spend analytics solutions).



3 PROFESSIONALIZATION

Increasing professionalization of the state procurement workforce (formal training programs to ensure consistent standards and practices are followed; certification).



4 E-PROCUREMENT/ERP SOLUTIONS

Applying integrated eProcurement/ERP Solutions (greater use of online electronic systems with complete tracking and reporting functionality).



5 STATE-WIDE CENTRALIZATION

Enhancing the strategic role of state central procurement (centralized procurement authority; operationalizing statewide policies; elevated role in the hierarchy of the executive branch, integrated and centrally-led procurement team).



6 INFORMATION TECHNOLOGY

Transforming IT procurement to address rapidly-changing market trends (changing role of central IT authority in statewide procurement; early involvement of state central procurement offices; planning and managing large IT procurements, terms and conditions, cyber security, Anything-as-a-Service (XaaS), cloud strategies and contracting models).



7 FAIR COMPETITION AND ETHICS

Focusing on the importance of competition, transparency, ethical practices and principles (promote a system of integrity, fair and transparent processes and competition).



8 CONTRACT MANAGEMENT

Improving contract management (contracting process including planning, risk assessment and management, procurement, contract formation and contract oversight).



9 STAFF RECRUITMENT AND RETENTION

Creating solutions and planning for staffing and retention challenges (recruitment, retention, talent management strategies; classification/compensation).



10 SOURCING STRATEGIES

Leveraging sourcing strategies at the organization level to drive efficiencies and achieve savings (category management, strategic sourcing, market research, spend management, cost avoidance, cost savings).



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