

TOP 10 PRIORITIES

FOR STATE PROCUREMENT

2018

1. STRENGTHENING THE STRATEGIC ROLE OF STATE CENTRAL PROCUREMENT

Active participation in the statewide enterprise vision and business operations; centrally-led procurement teams with centralized procurement authority and elevated role in the hierarchy of the executive branch; leveraging statewide spend; active engagement in operations, risk management



2. IT PROCUREMENT TRANSFORMATION

Leveraging new IT contracting models and methodologies: agile/iterative procurement, cloud and XaaS procurements; centralized IT authority in statewide procurement; early involvement in executing large IT procurements, terms and conditions, cyber security



3. MEASURING SUCCESS AND PROCUREMENT METRICS

Tracking and measuring performance in critical success areas; key performance metrics; data-driven policy and operational decisions; leveraging data and spend analytics; customer-focused enterprise



4. PROCUREMENT PLANNING AND EFFECTIVE SOURCING STRATEGIES

Promoting effective and innovative methods to achieve savings and efficiencies: category management, strategic sourcing, pay-for-performance incentives, expansion of public-private partnerships beyond infrastructure projects



5. DRIVING PROCUREMENT EFFICIENCY WITH AUTOMATED SOFTWARE SOLUTIONS

Integrated eProcurement/ERP solutions, greater use of spend analysis software and electronic systems with complete tracking and reporting functionality



6. RISK MANAGEMENT STRATEGIES, SUPPLIER RELATIONSHIPS AND CONTRACT MANAGEMENT

Improved contract management process, including planning, risk assessment and management, effective supplier relationship management



7. BUILDING A WORLD-CLASS PROCUREMENT PROFESSION

Elevating the profession and promoting best practices for formal training and certification programs



8. COMPETITIVE STAFFING AND TALENT MANAGEMENT STRATEGIES

Promoting solutions for competitive compensation, recruitment and talent management strategies, succession planning



9. PROCUREMENT REFORM AND MODERNIZATION

Modernizing procurement codes and laws, ethics reform, consolidating the purchasing function by streamlining operations and moving to statewide centralization model



10. PROCUREMENT INTEGRITY, FAIR COMPETITION AND TRANSPARENT PRACTICES

Leveraging policies and practices that promote competition, ethical principles, fair and transparent procurement processes



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.

NASPO
National Association of
State Procurement Officials

NASPO is a nonprofit association dedicated to advancing public procurement through leadership, excellence and integrity.
www.naspo.org

TOP 3 HORIZON ISSUES

FOR STATE PROCUREMENT

2018

1. LEVERAGING DATA MANAGEMENT AND ADVANCED ANALYTICS IN STATE PROCUREMENT



2. AUTOMATION AND EMERGING TECHNOLOGIES FOR IMMERSIVE EXPERIENCES

Virtual reality, augmented reality, artificial intelligence,
Internet of Things



3. BLOCKCHAIN TECHNOLOGY - PROCUREMENT APPLICATIONS AND BENEFITS TO THE ENTERPRISE

Blockchain technology uses a single shared digital ledger to record transactions end-to-end, increases security and trust, lowers transaction costs, reduces paper processes, speeds up transaction times, increases efficiencies

