



## GOVERNMENT OF THE DISTRICT OF COLUMBIA'S INNOVATIVE WEB-BASED PROCUREMENT PROCESS

Achieving cost savings and new  
efficiencies through the use of  
procurement "wiki" pages

---

---

---

---

---

---

---

---

### dc.gov procurement "wikis"

- Overview
- The Solution
- Results
- Examples

---

---

---

---

---

---

---

---

### Overview of initiative

- Initiative started in January 2008
- Supports strategic multi-million, multi-year procurement process for MPD Evidence Warehouse
- Encourages vendors solution oriented and "out-of-the-box" thinking
- Provides transparency from the beginning to the end of the project

---

---

---

---

---

---

---

---

## Solution

- Dedicated secure website “Wiki” for the procurement
- Easy online access to procurement documents and updates
- Ideas and suggestions exchange between vendors and government
- Video recordings of pre-solicitation activities and press conferences
- Equal access to information by all vendors

---

---

---

---

---

---

---

---

## Results (vendors side)

- Allowing vendors to be involved in the procurement process from the beginning to the end;
- Enabling 24x7 access to pre-RFP and pre-solicitation process;
- Enabling contracting staff to utilize their time more efficiently by eliminating the need for multiple face to face meetings;
- Promoting creativity in the design of the procurement;
- Reducing the workload of both the vendors and government employees;
- Providing transparency in the procurement process by allowing tax payers the opportunity to witness the process;
- Increasing vendor and public satisfaction;

---

---

---

---

---

---

---

---

## Results (government side)

- Improving data gathering and online interaction amongst vendors and procurement staff;
- Reducing the proposal cycle-time by 60%;
- Shortening the procurement cycle-time by 12 months;
- Reducing friction in procurement process;
- Enabling redeployment of FTE tasks by 120 hours per week, which would have been required to answer questions, respond to emails and meet face to face with vendors, which was all done via the wiki; and
- Reducing the cost and burden of preparing hard copies of solicitations.

---

---

---

---

---

---

---

---

### Cost savings

- Average savings per employee is estimated at \$25,000 for one full-time equivalent (4 months);
- Estimated 20% unit cost reduction, on average for paper, supplies, equipment;
- Contributed to reduction of overall cost of the facility by nearly 50%;
- Approximately \$4 million in ongoing savings through the use of wikis compared to similar commercial off the shelf procurement products.

---

---

---

---

---

---

---

---

### Examples

- MPD Evidence Warehouse
  - <http://evidencewarehouse.ocp.dc.gov>
- IT Staff Augmentation Contract
  - <http://itsa.dc.gov>

---

---

---

---

---

---

---

---

### Questions?

---

---

---

---

---

---

---

---

## Contacts

**David Gragan**

Director, DC Office of Contracting and Procurement

(202) 724-4242

david.gragan@dc.gov

**Dmitry Kachaev**

Director of R&D, DC Office of the Chief Technology Officer

(202) 727-9423

dmitry.kachaev@dc.gov

---

---

---

---

---

---

---

---