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NASPO Awards Top Honor to Oregon's Information Technology Managed Service Provider (IT MSP) for Hourly and Project Based Services

The National Association of State Procurement Officials (NASPO) honored three innovative state procurement programs with the George Cronin Award for Procurement Excellence at its Annual Conference on September 22, 2009 in Lake Tahoe, NV. This award seeks to recognize outstanding public procurement initiatives and promote the adoption of these ideas and practices throughout the states. Submissions were judged against criteria including innovation, transferability, service improvement, uniqueness and originality, demonstrable cost-reduction, and the involvement of using agencies. A total of seventeen (17) submissions were received, demonstrating NASPO members commitment to excellence and to the continuing improvement of public procurement.

Oregon received the 2009 Gold Cronin Award for Procurement Excellence for its [Information Technology Managed Service Provider \(IT MSP\) for Hourly and Project Based Services](#). Oregon contracted with a private sector vendor to manage a pool of IT subconsultants that are available for temporary work on either an hourly or project basis. The service provider standardizes and monitors rates and provides online systems that streamline the contracting process, allows deliverable approvals and payment of invoices, notifies targeted businesses of opportunities, and collects performance data. The rate management strategy has reduced state costs for temporary IT projects by approximately 25%.

The Silver 2009 Cronin Award for Procurement Excellence was presented to **Pennsylvania** for its [Energy Strategy](#) submission. The state developed and implemented a comprehensive review of appropriate strategies for various energy markets: liquid fuels, natural gas, electricity, green renewable energy and coal. The state developed ten-year contracts with pre-qualified suppliers so it had flexibility to respond to market conditions. Specific approaches the state is now using include: locking in liquid fuel prices on the commodity futures market, receiving electronic quotes for natural gas with both fixed and variable pricing options, purchasing directly from the electric grid membership, and piloting electricity use reductions during peak periods.

New York won the 2009 Bronze Award for its NYS [OGS PSG – Natural Gas Contract](#). The state has two large office complexes that operate on either natural gas or oil; these “dual burning facilities” have historically bid for an interruptible supply of natural gas, with oil as the backup during periods of unavailability. In response to increasing oil prices, New York recently bid for either an interruptible or guaranteed supply of natural gas, with the intention of awarding to whichever offered the best advantage to the state. Following an analysis of market trends and

prices offered, the state awarded contracts that use indexed pricing and commits to a firm supply. This model provides estimated savings of \$6 million.

The following states and programs received Honorable Mention recognition this year: Connecticut (*Core-10*); Connecticut (*State of Connecticut Customization of the PO Rollover Process*); Georgia (*GA Department of Administrative Services - State Purchasing Division's eQuote Tool*); Indiana (*Buy Indiana*); Indiana (*OneIndiana*); Indiana (*Strategic Sourcing*); Iowa (*Kaizen, Pursuing Excellence in Procurement*); Massachusetts (*New Revenue Streams & Cost Saving Strategies*); Massachusetts (*Quality Assurance Program*); New York (*The New York State Green Cleaning Program*); Pennsylvania (*Green Procurement Strategy*); Pennsylvania (*Pennsylvania's COSTARS Cooperative Purchasing Program*); Texas (*TxSmartBuy*); Virginia (*The Commonwealth's NEW IT Procurement Manual BUY IT!*).

The George Cronin Award for Procurement Excellence is recognized as a premier achievement for innovative public procurement and pays homage to a founder and the first president of NASPO, George J. Cronin. Since 1985, the Cronin Awards have recognized ground-breaking state procurement programs and promoted the sharing of ideas between states. More information on the awards program can be found at http://www.naspo.org/content.cfm/id/cronin_award.

The National Association of State Procurement Officials is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization through which the member purchasing officials provide leadership in professional public purchasing, improve the quality of purchasing and procurement, exchange information and cooperate to attain greater efficiency and economy. Please visit www.naspo.org for additional information.

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For more information on NASPO and its recent initiatives, please contact Nicole Smith, NASPO Issues Coordinator at (859) 514-9159 or nsmith@amrms.com.

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