

## PRIORITIES FOR 2015

- 1. State Procurement Reform and Reengineering of Procurement Processes**  
Streamlined procurement processes, modernize procurement law, reduce laws and regulations complexity, increased focus on negotiations, levels of delegation to customer agencies, strategic sourcing.
- 2. Spend Analytics and Greater Procurement Oversight and Efficiency**  
Procurement data collection, analysis and output, spend management analytics solutions, benefits, data categorization and mapping, reports, scorecards.
- 3. Technology Procurement**  
Planning and managing large IT procurements, early involvement of state central procurement offices.
- 4. Measuring Success in State Procurement**  
Metrics, performance measures, benchmarking, cost savings benefits, data analysis, spending patterns.
- 5. Procurement Preferences and Socio-Economic Policies**  
Impact on state procurement and the procurement process; direct and indirect effect on job creation, economic growth and tax revenue nationwide; small businesses, minority-, disabled-, veteran-owned businesses; implications of other states' reciprocity laws; the value of local preferences in today's global market place.
- 6. Transformation of IT Procurement to Address Rapidly-changing Market Trends**  
Changing role of central IT authority in statewide procurement; cloud strategies and new contracting models; Anything-as-a-Service (XaaS), standards for XaaS providers addressing requirements for handling data that is managed through these systems; data governance, service management, security, privacy, data classification, data ownership, cyber insurance; move from low cost, base configuration approaches toward high choice, technical flexibility model.
- 7. Expansion of ERP and eProcurement Systems**  
Role of tracking ERP deployments, ROI of eProcurement investments, funding mechanisms.
- 8. Increased Professionalization of the State Procurement Workforce**  
Standardized training, training management systems, certifications.
- 9. Procurement Ethical Practices and Principles**  
Ensuring compliance with ethical codes and practices, transparency, integrity of the procurement process; zero tolerance for conflicts of interest, gratuities, kickbacks, unfair and anticompetitive practices.
- 10. Strategic Role of State Central Procurement**  
Procurement operations and solutions for operationalizing state-wide policies, active participation in the state laws and executive decisions addressing procurement, seat at the table, elevated role and hierarchy in the executive branch for central public procurement office.