

## **George Cronin Awards for Procurement Excellence**

### **Scoring Categories**

*Each category below is weighted. These weights are noted by the corresponding point value.*

**Innovation (30 points):** Unusual or unique approach, scale, or magnitude of effort; conceptual originality. This category should answer the question, “*What makes this project stand out as a notable contribution to the procurement function?*” It is intended to capture the nature and impact of changes in your state operations but is also rewards path-breaking ideas or efforts that may not have been considered or attempted elsewhere. Because substantial originality is so rare, this category offers the highest potential point total to a submission that is able to point out differences and to distinguish itself from closely similar projects completed or underway in other states.

**Transferability (30 points):** Primarily an external focus that assess the practical ability by other states to replicate or use as a benchmark, considering expected resources required and generality of the legal or structural environment in which the entry was implemented. A project or initiative that can be used broadly by other states as a template will receive a higher score than one with benefits that appear to depend on the particular geography, environment, governmental structure or specific needs of the submitting state. In some cases, it may be necessary to explain how an apparent state-bound effort can be adapted for greater transferability.

**Service Improvement (25 points):** An internal focus that assesses the extent to which transactions or service delivery is made more effective; includes consideration of nature of stakeholder involvement by agencies/users in development and implementation of program or project; change management strategy sufficient to promote adoption. Every purchasing organization provides a service to other state agencies, and this category is intended to assess results—the impact of the project on improving the deliver of those services. More weight is given to specifics than to generalities. When Metrics are provided, it is beneficial to include a short (NON-TEHCNICAL) explanation of how those metrics were produced. Also, Committee members look favorably on descriptions of the input, participation and adoption by stakeholders.

**Cost Reduction (15 points):** Validated or potential for cost reduction, including considerations of efficiency. Although cost reduction may not be quite as highly weighted as the other three categories, well-documented estimates or projections of savings is often the determining factor between otherwise generally equal submissions. Cost savings figures are given more weight when they are objective and include an explanation of how they were derived. Although increases in efficiency are less open to precise calculation, the manner or method by which the increase is realized should be described. In general, undocumented claims of very



large cost reductions are less likely to receive higher scores than smaller, but significant and well-supported cost savings estimates.

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### **Methodology**

**Tier 1:** The Committee will score the **Innovation** and **Transferability** categories **only**, after which a cut will be made to narrow down to a “Top Ten,” based on the scores from those two criteria.

**Tier 2:** Once the submissions have been narrowed down to the “Top Ten,” the Committee will reconvene to develop several clarification questions that will address areas of the submission that did not seem to translate well on paper. The NASPO staff lead for the Cronin Awards Committee will reach out to the individual that submitted the Cronin Award nomination to have them submit, in writing, their responses to the agreed-upon clarification questions.

**Tier 3:** The NASPO staff lead will distribute those responses to the Committee, in which at that time the Committee will score the remaining two categories on their scorecard, which is Service Improvement and Cost Reduction. Scorecards will then be calculated for the complete total and the five finalists will be determined.

The Top 5 are recognized at NASPO’s annual conference, will participate in the Cronin webinar series, and have bragging rights for the next year!