

# JOURNEY INTO U.S. STATE PROCUREMENT

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# Today's Agenda

NASPO Background

International Outreach Efforts

Size of US Public Procurement Market

State & Local Procurement Resources

State Profiles & Markets

Cooperative Procurement

Learning Resources

Open Discussion

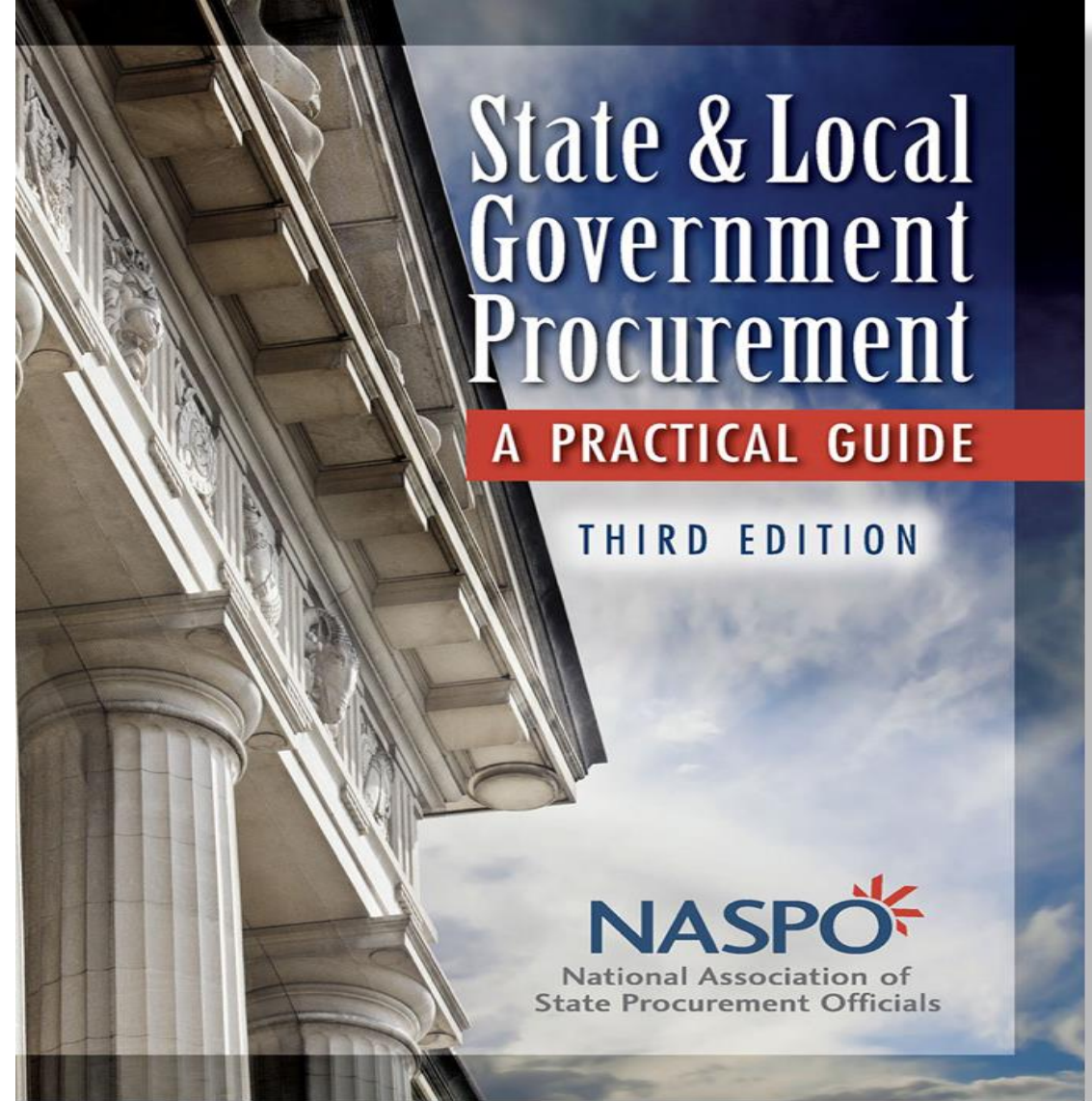
# Who is NASPO?

- Established 1947 by state procurement officials to ensure state governments would receive fair share of property surplus distributed after WWII
- United States 501(c)(3) non-profit corporation
- Members includes the Chief Procurement Officers (CPOs) of the 50 states, Washington DC, and other US territories



Copies of the *Practical Guide* can be acquired as a digital eBook through eBook providers:

[Amazon](#), [Apple](#), [Kobo](#),  
[eBooks](#) and [Redshelf](#)





# NASPO works with International Organizations

- European Commission
- Canadian Public Procurement Council
- United Kingdom - Crown Commercial
- CONSIP Italy & BBG Austria
- Organization of Economic Cooperation & Development
- Organization of American States



# Support International Public Procurement Efforts

- Held several international summits during NASPO conferences
- OECD Public Procurement events
- Canadian public procurement conferences
- Supported UK Department of Business & Trade **12-City UK Road Tour** (met with 1200 UK businesses)
- Road tour supported by Select USA, Canadian Trade, UK Export Finance, OCO Global, others



# Topics Addressed

Introduction

US State Profiles & Practices

Cooperative Procurement

Tips on Tendering

Resellers & Distributors

Examining Markets

Learning Resources

Additional Tools

# Journey into US State Procurement

## *Resources & Strategies*



# Size of the US Public Market

50 States,  
Washington DC, 6  
Territories

90,000+ political  
subdivisions

4300+ Higher  
Education  
Institutions

3033 Counties

450,000+ tenders  
issued annually

FY2022 State &  
Local spend  
\$4.5 trillion



# Decentralized Procurement Authority

- Rules and Regulations **vary** by State
  - More commonalities than differences, but there are nuances
- Locals do not typically need to follow State rules & regulations
  - Some locals may establish their own procurement policies
  - **Many locals will use State contracts**
- Most public universities are not subject to their state's procurement codes – but some are...



# Journey into U.S. State Procurement

*From the National Association of State Procurement Officials*

REQUEST ADDITIONAL INFO



- [www.naspo-international.us](http://www.naspo-international.us)
- US State Procurement
- US Cooperative Procurement
- Study & Learn
- Podcasts & Blogs



[US State Procurement](#)
[US Cooperative Procurement](#)
[Study & Learn](#)
[Podcasts & Blogs](#)

Below are links to important resources outlining state procurement profiles and how each state does actually conducts business. Understanding procurement priorities is key as this indicates areas of interest and potential procurement initiatives underway. Time spent in this section will enhance your understanding and effectiveness working with state procurement markets.



### NASPO.ORG

This is the official website of the NASPO organization and contains several resources helpful to gaining a deeper understanding about the US State Procurement markets

[LINK](#)


### State Profiles

NASPO is made up of the directors and staff of the central procurement offices in each of the 50 states, the District of Columbia and the territories of the United States. Select a state from the map found in this link and see the profiles of our members

[LINK](#)


### Repository of State Practices

Each state has different procurement practices and this link will provide a roadmap on how to do business with every state

[LINK](#)



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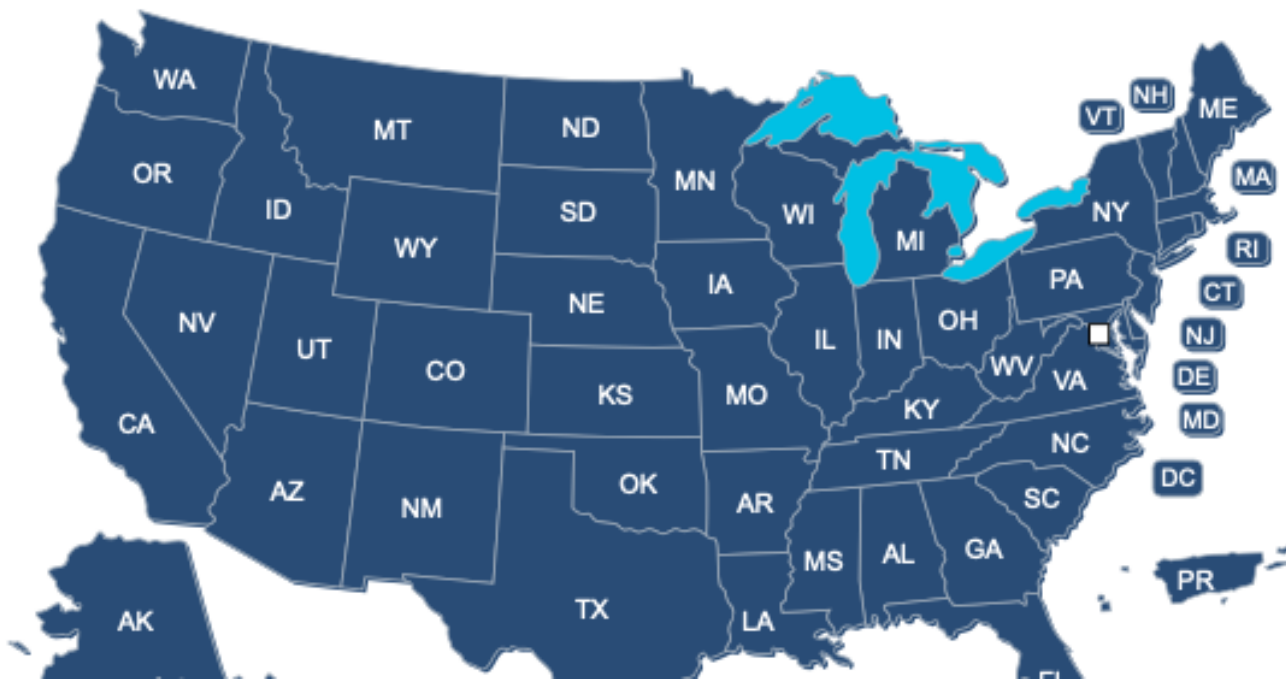
Who We Are

Pulse

Podcast

NASPO NETWORK

# Choose a State



## How can we help?

We love helping our members and answering questions! Please reach out and we're happy to help!

Contact Us

## Future events

### Exchange Conference

2024 Exchange Conference : March 5 - 7, 2024,



## CALIFORNIA



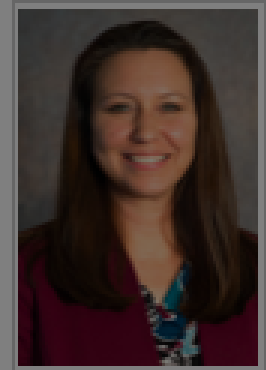
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HOW TO DO BUSINESS WITH THE STATES





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Procurement

**Vendors must define commodities by using**  
UNSPSC Commodity Code

**Does state charge a vendor registration fee**  
No

**Vendor Guide or Registration Website**  
<https://caleprocure.ca.gov/pages/index.aspx>

**Centralized procurement office handles**

- Non-technology goods
- Non-technology services
- Technology goods

**Targeted business programs/preference policies affecting procurement:**

- Small business enterprise
- Service-disabled veteran owned business
- Specific commodity-based preference

**Close**



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# State R

Content Library

Cybersecurity

IT Resources

Repository Of State Practices  
(RoSP)

State Preference Repository



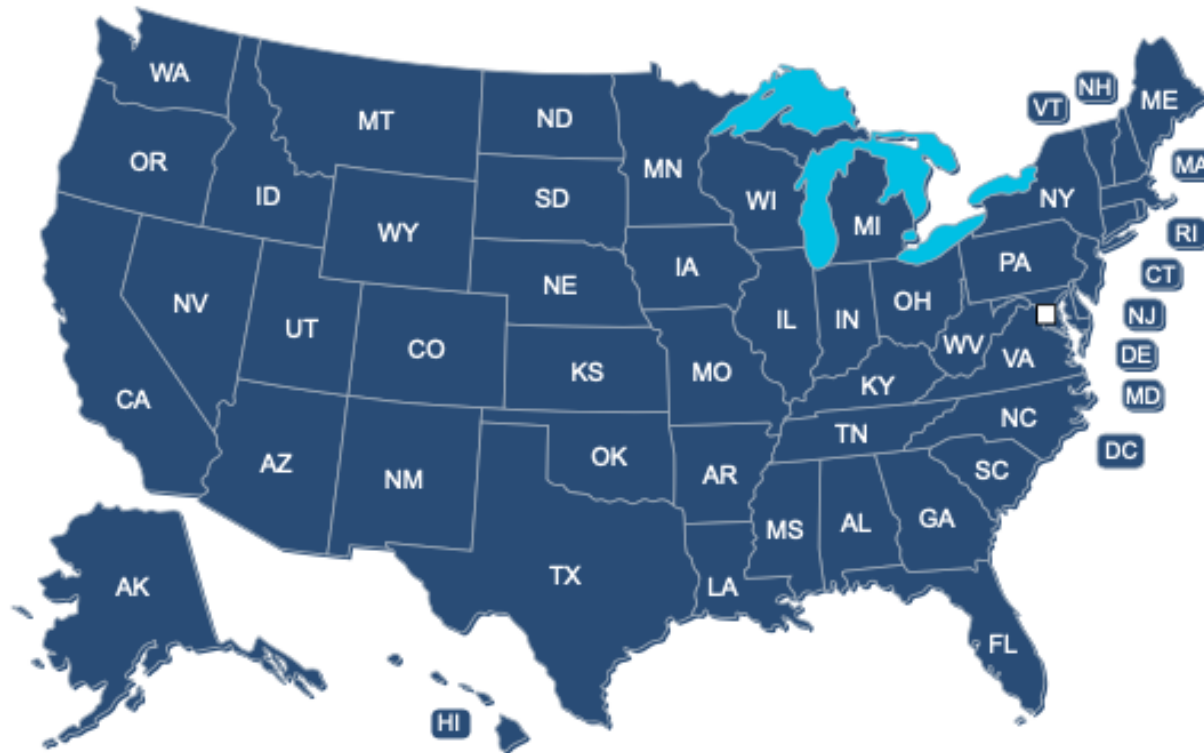
# pository

# NASPO's Repository of State Practices

The Repository of State Practices (RoSP) is a database of state procurement statutes, regulations, and policies. NASPO's Research and Innovation team continually update the RoSP. However, upon your review, if you believe an update should be made, please contact [research@naspo.org](mailto:research@naspo.org).

Procurement statutes, regulations, and policies can be accessed by either state or category. To browse a state's procurement practices, click on the state within the map. Categories of state practices, such as "Bid Protest," are located below the map. Selecting a category displays information about every state's practices.

## Browse by State



## Browse by Category

Best Value Procurement

Bid Protest

Bid Responsiveness

Bidder Responsibility

Contract Claim

Contract Claim Appeal

Evaluation Committees

Goods and Services  
Procurement

Multistep Competitive Sealed  
Bidding

Procurement Website

Protest Appeals

Public Notice

Reverse Auctions

State Procurement Manual

State Statutes and  
Regulations

State-Wide Contracts

Supplier Registration

Technology Procurement



[US State Procurement](#)[US Cooperative Procurement](#)[Study & Learn](#)[Podcasts & Blogs](#)

NASPO ValuePoint is the Cooperative Procurement division of NASPO and provides a contracting platform for suppliers to distribute goods and services to state and local markets.



### NASPO ValuePoint Tenders

View current cooperative bidding opportunities through the largest US public procurement cooperative NASPO ValuePoint

[LINK](#)

### NASPO ValuePoint

The NASPO ValuePoint website is robust with information helpful to suppliers of every size

[LINK](#)

### NASPO ValuePoint Contract Portfolios

Browse current ValuePoint portfolio offerings and follow any portfolio to learn about future opportunities

[LINK](#)

### Emerging Markets

The Emerging Markets initiative was designed to encourage the private sector to submit innovative contracting ideas that will lead to more efficiency in government

[LINK](#)

# Who is NASPO Value Point



Cooperative Purchasing Arm of NASPO



Largest public procurement cooperative in the United States



Manages 62 contract portfolios (400+ cooperative agreements)



Over \$19 Billion in 2022 public spend (growing every year)



# EV Charging Station Tender Example

Lead State of Maryland - Tender Closed September 13th

Three-year term, 2 one-year renewal options

Technical Evaluation = 70%, Cost = 30%

Several States will participate

No Reference to "Buy America"



[US State Procurement](#)

[US Cooperative Procurement](#)

**[Study & Learn](#)**

[Podcasts & Blogs](#)

NASPO currently has registered users from 44 countries that take e-learning courses. At this time, all courses are offered for free so it's a great resource to learn.



### Supplier Academy

Learn techniques on examining tenders, methods to identify important solicitation issues, and master drafting techniques which is helpful during the questions and answer phase of a procurement. Supplier Academy will take your skills to the next level

[LINK](#)



### The Value of NASPO Training

Many suppliers use NASPO e-learning courses to train their sales staff and this video testimonial underscores the value of our supplier training courses

[LINK](#)



### State & Local Government Procurement Guide

Comprehensive guide addressing current procurement challenges and how the procurement community addresses those challenges.

[LINK](#)

[US State Procurement](#)[US Cooperative Procurement](#)[Study & Learn](#)[Podcasts & Blogs](#)

Market trends develop in every market. The NASPO podcasting and blogs series will keep you up to date on the challenges faced by public procurement. By understanding these challenges you are better positioned to offer solutions.



### Emerging Markets Explained Podcast

Learn how to submit ideas for national contracts

[LINK](#)

### NASPO History Timeline

This video profiles NASPO's 75-year history of serving the public procurement profession

[LINK](#)

### NASPO Pulse Podcast

Interviews with procurement officials

[LINK](#)

# Key Phases to Landing Government Tenders

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Establish professional relationships with public buyers

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Pre-tender activity & providing helpful input

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Tender analysis & considering full impact of a possible award

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Tender question & answer period

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Supplier tender response & preparation tips

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Post award & market learning



# Questions



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