Better Service, Lower Cost

Local Government Purchasing Forum
November 6, 2019

Lanessa Munson, Category Specialist

Better Service, Lower Cost

BETTER SERVICE, LOWER COST

The Department of General Services provides essential operational services to all state agencies. Volume discounts and other cost-avoiding strategies ensure state government is operating efficiently and effectively, and saving money for taxpayers.

TN Department of General Services

TN.gov/GeneralServices

Mission & Vision

Our Mission

- Serving as a trusted partner to deliver mission-focused general services to support state government

Our Vision

- To create a culture of excellence that produces consistent strategic and innovative support solutions for state government

What can CPO do for you?

Better Services

Lower Cost

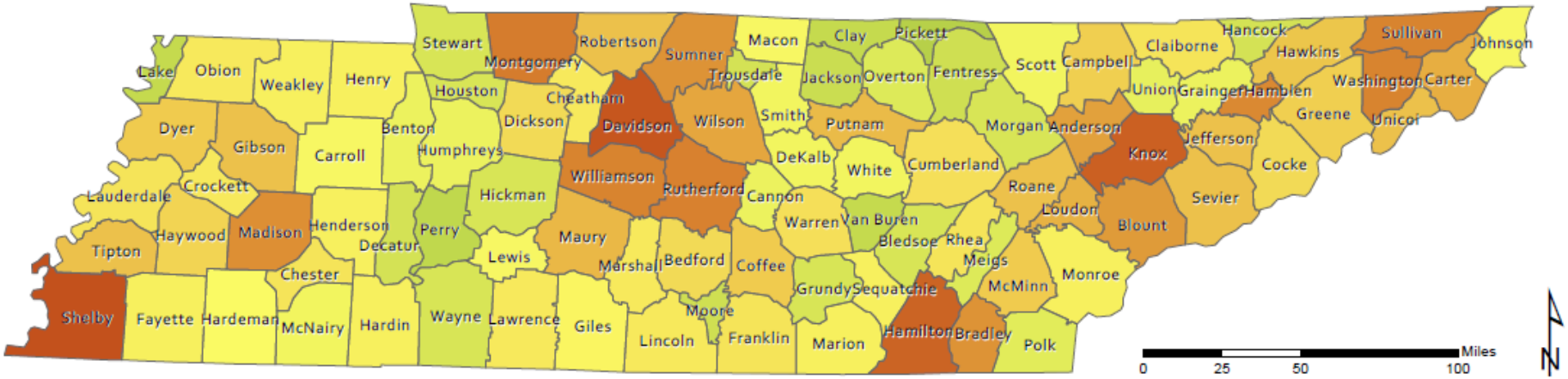
New Initiatives

Executive Order 1 (EO 1)

"An order requiring a statement of rural impact and recommendations for better serving rural Tennesseans from all executive branch departments."

-Governor Bill Lee

Rural Tennessee

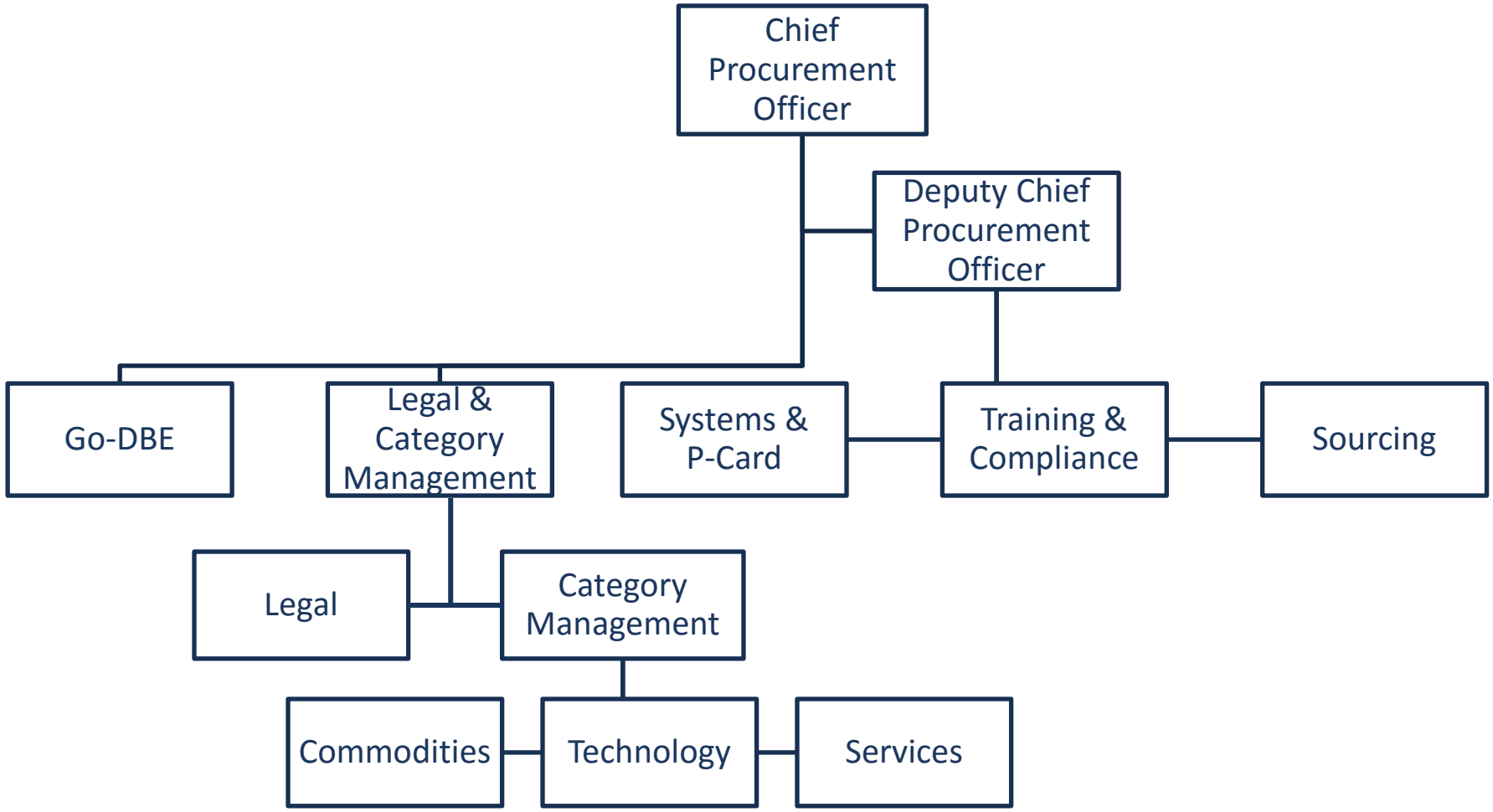


Tennessee Counties: Index of Relative Rurality (2010)

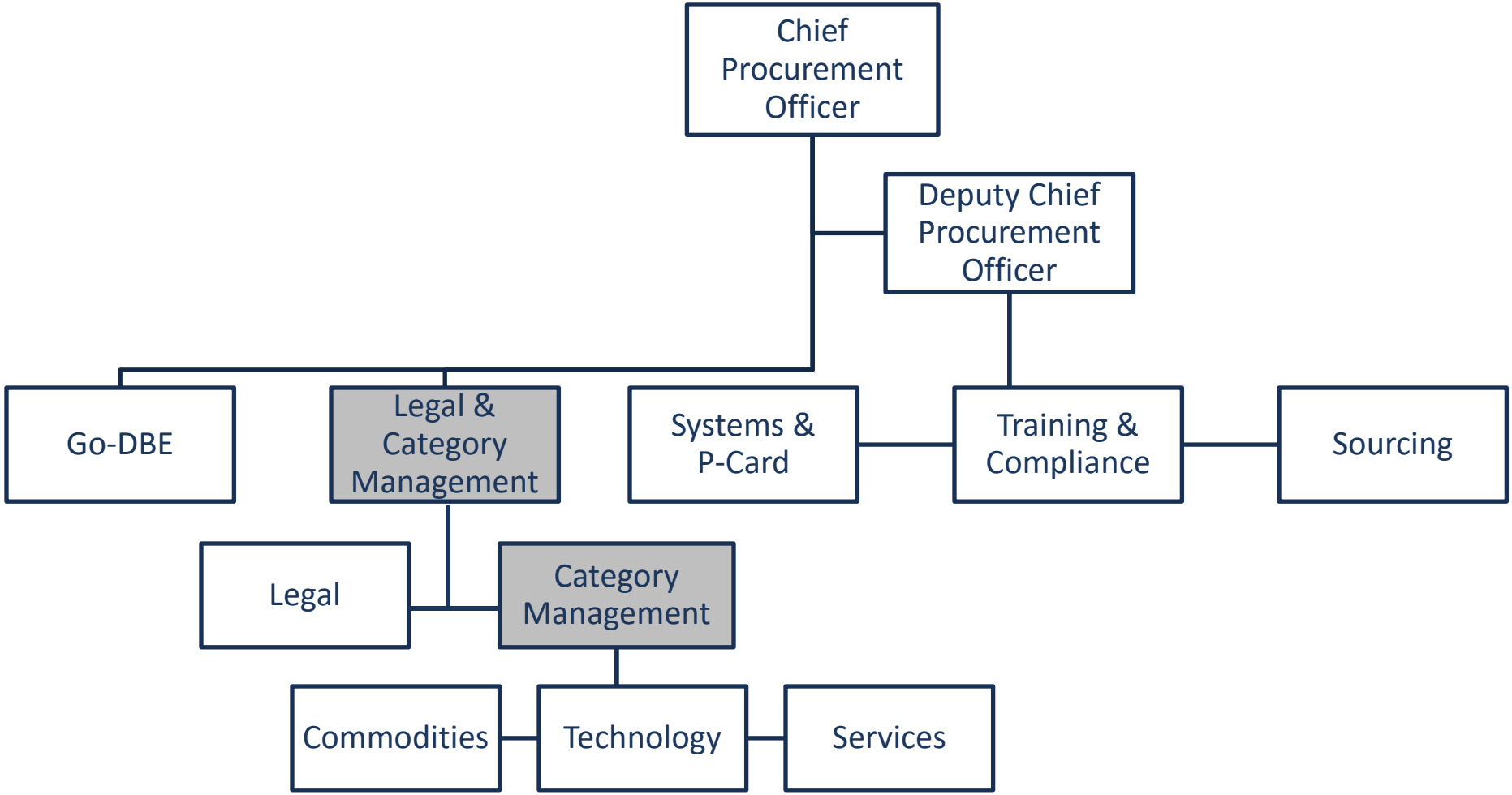
← More Rural (1.0) More Urban (0.0) →

CPO's Executive Order 1 Initiatives

The Central Procurement Office

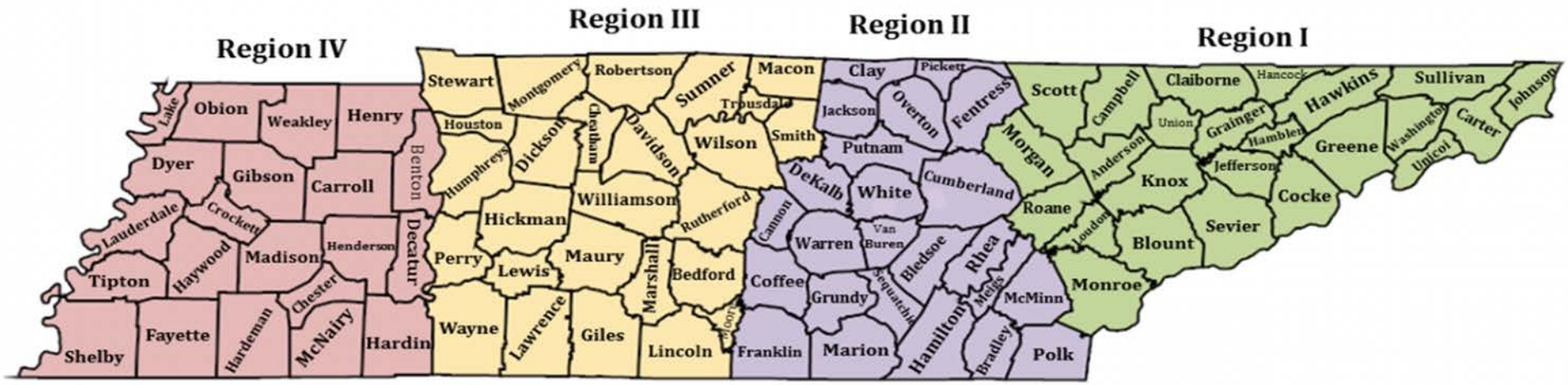


Category Management Team



EO 1 – Category Management Team

- Engage Local Suppliers
  - Award contracts by county or region to encourage local supplier competition
  - Notify chambers of commerce & development districts of SWC bid opportunities



EO 1 – Category Management Team

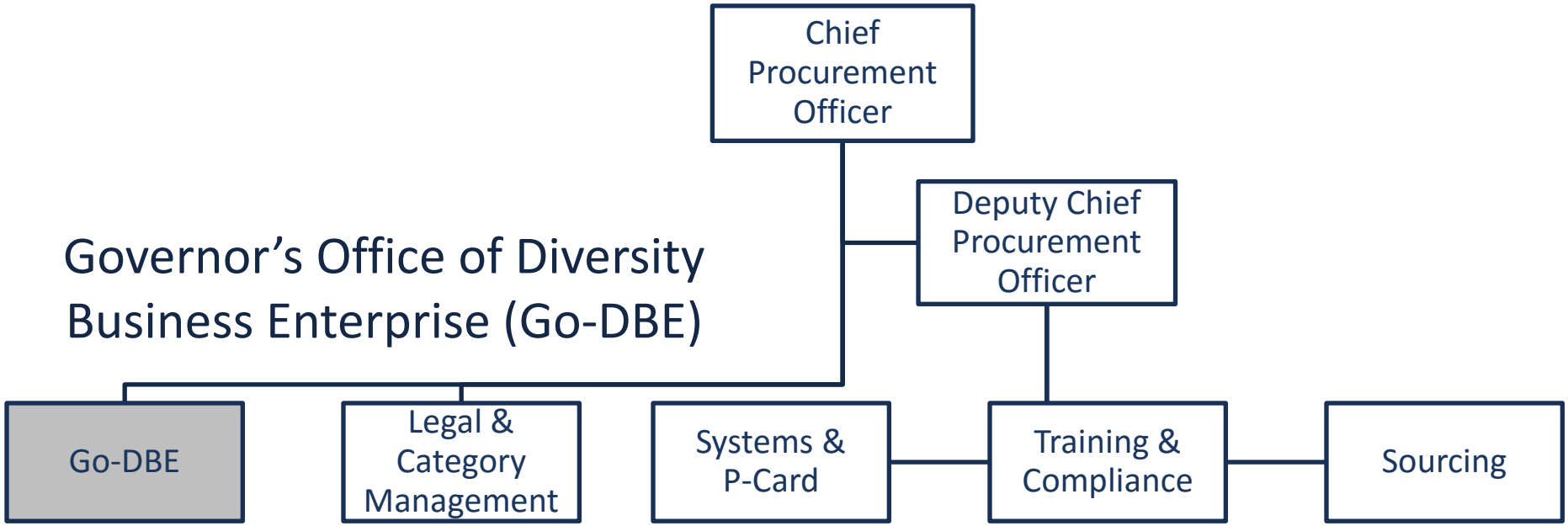
- Enhance tracking of local government usage
  - Pursuing enhanced tracking and reporting capabilities for local government spend on SWC

Increased reported usage → **Greater negotiating power** → **Lower costs for all users**

EO 1 – Category Management Team

- Engage Local Governments
  - Videos and resources online to assist locals in using TN.gov and SWCs
  - Outreach events
    - Conferences
    - Local meetings
    - Annual CPO Forum

Go-DBE Team


Chief Procurement Officer
Deputy Chief Procurement Officer
Governor's Office of Diversity Business Enterprise (Go-DBE)
Go-DBE
Legal & Category Management
Systems & P-Card
Training & Compliance
Sourcing

EO 1 – Go-DBE Team

- Certified diversity businesses
  - Minority-owned business
  - Women-owned business
  - Service-Disabled Veteran-owned business
  - Persons with Disabilities-owned business
  - Small business

1,783
certified businesses

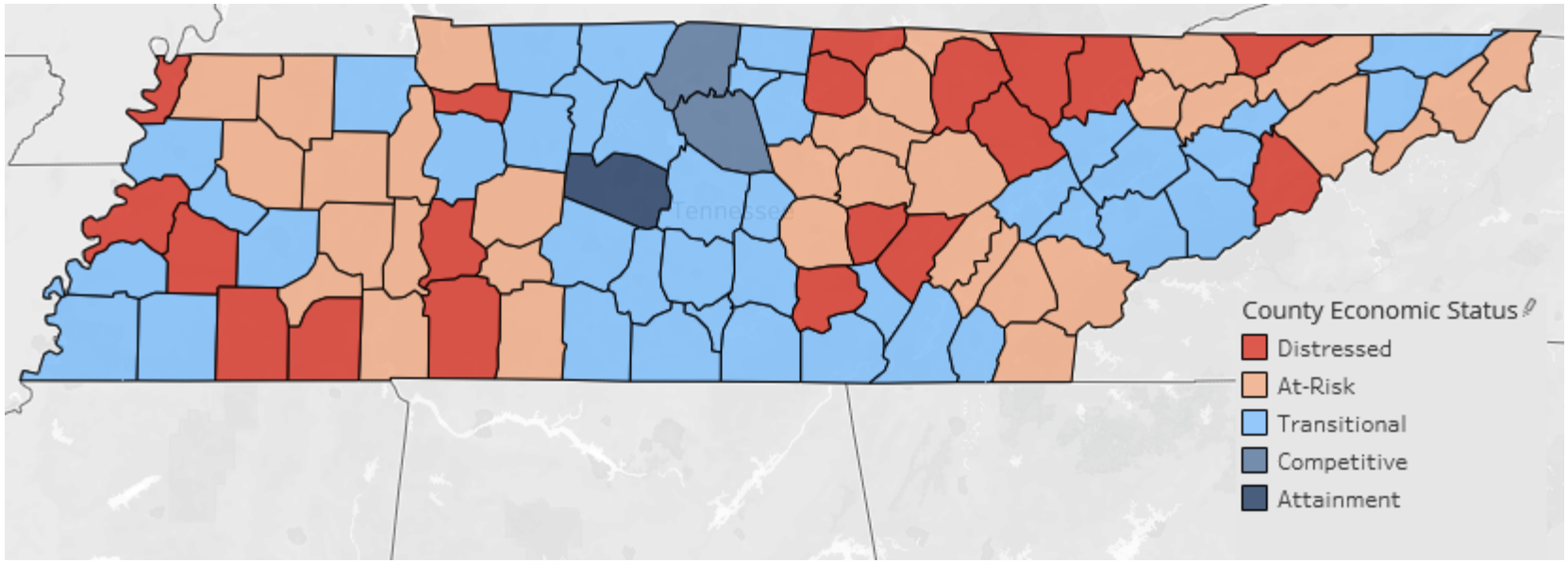
40+
awarded SWC suppliers

EO 1 – Go-DBE Team

- Targeted economically-distressed or at-risk counties

$530 M
diversity
spend in FY18

$43.5 M
diversity spend in 14
targeted counties in FY18



*Map reflects FY18 data

EO 1 – Go-DBE Team

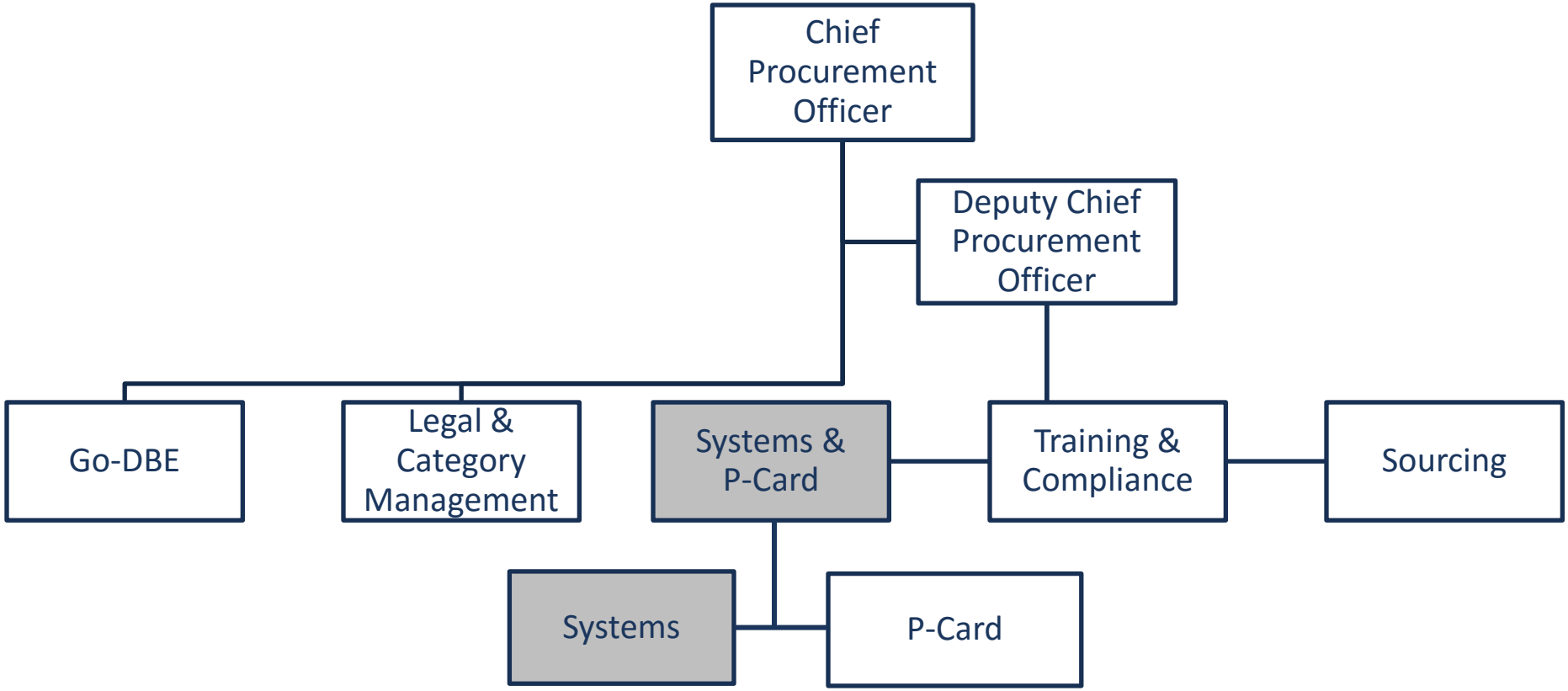
- **2019-2020 Goal:**

10% ↑

certified businesses in rural counties

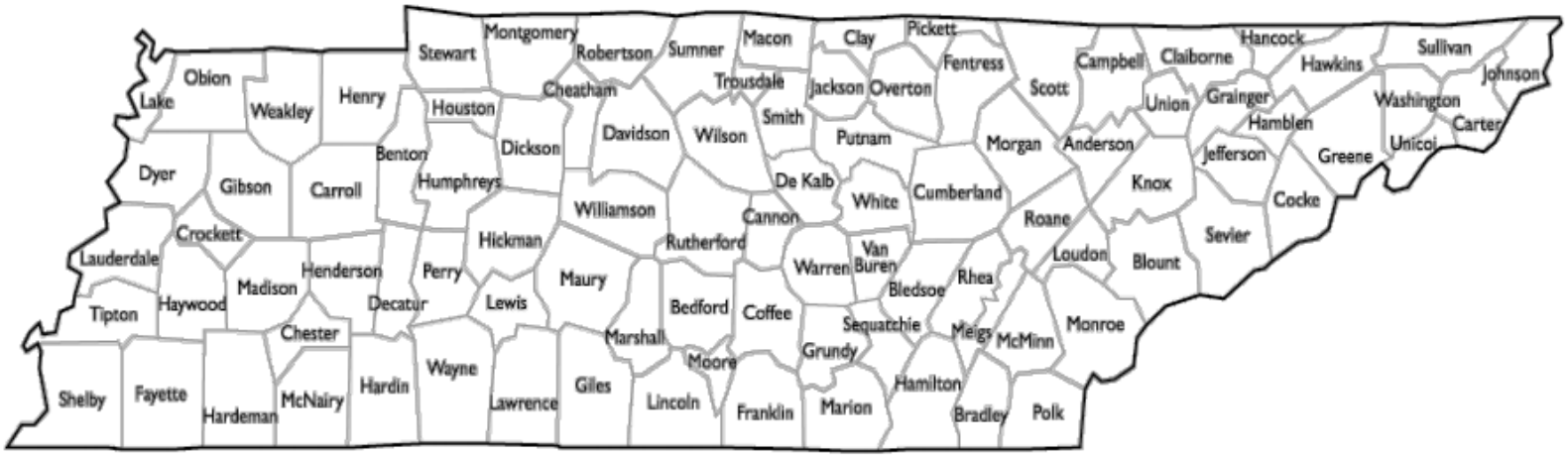
- Supplier outreach events in and around rural counties

Systems Team



EO 1 – Systems Team

- Where does our money go?
- Where does our money need to go?



CPO's Ongoing Initiatives – LGPF 2018

CPO's Ongoing Initiatives - TAPP

CPO's Ongoing Initiatives - ETPA

Local Government Meetings

What you can do for CPO!

Summary

Contact Information

Central Procurement Office

Tennessee Tower, 3rd Floor

312 Rosa L. Parks Avenue

Nashville, TN 37243

(615) 741-1035

CPO.SWC@tn.gov

Please visit www.tn.gov/statewide-contracts for more information on Statewide Contracts.