

Benefits of Teaming with the Office of State Procurement



Getting to Know You

What materials
and services
do you require
for your
county?



Getting to Know You

Does anyone
have an
unlimited
budget?



Getting to Know You

Who has more
resources than
you know
what to do
with?



Getting to Know You

If we could help you identify ways to do more with less, saving both time and money, would you be interested?



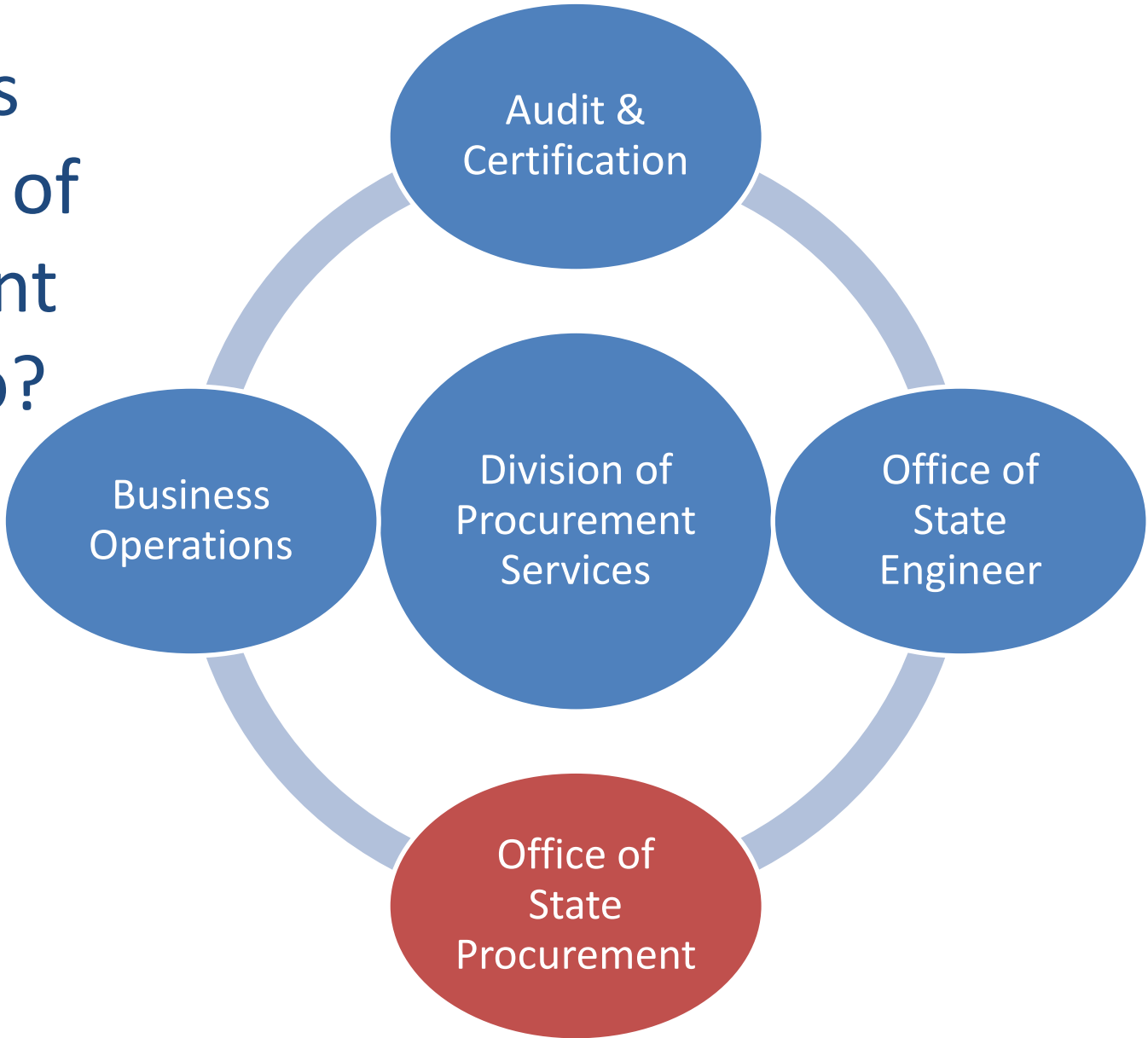
Show of Hands:

How many of
you are already
familiar with the
Office of State
Procurement?



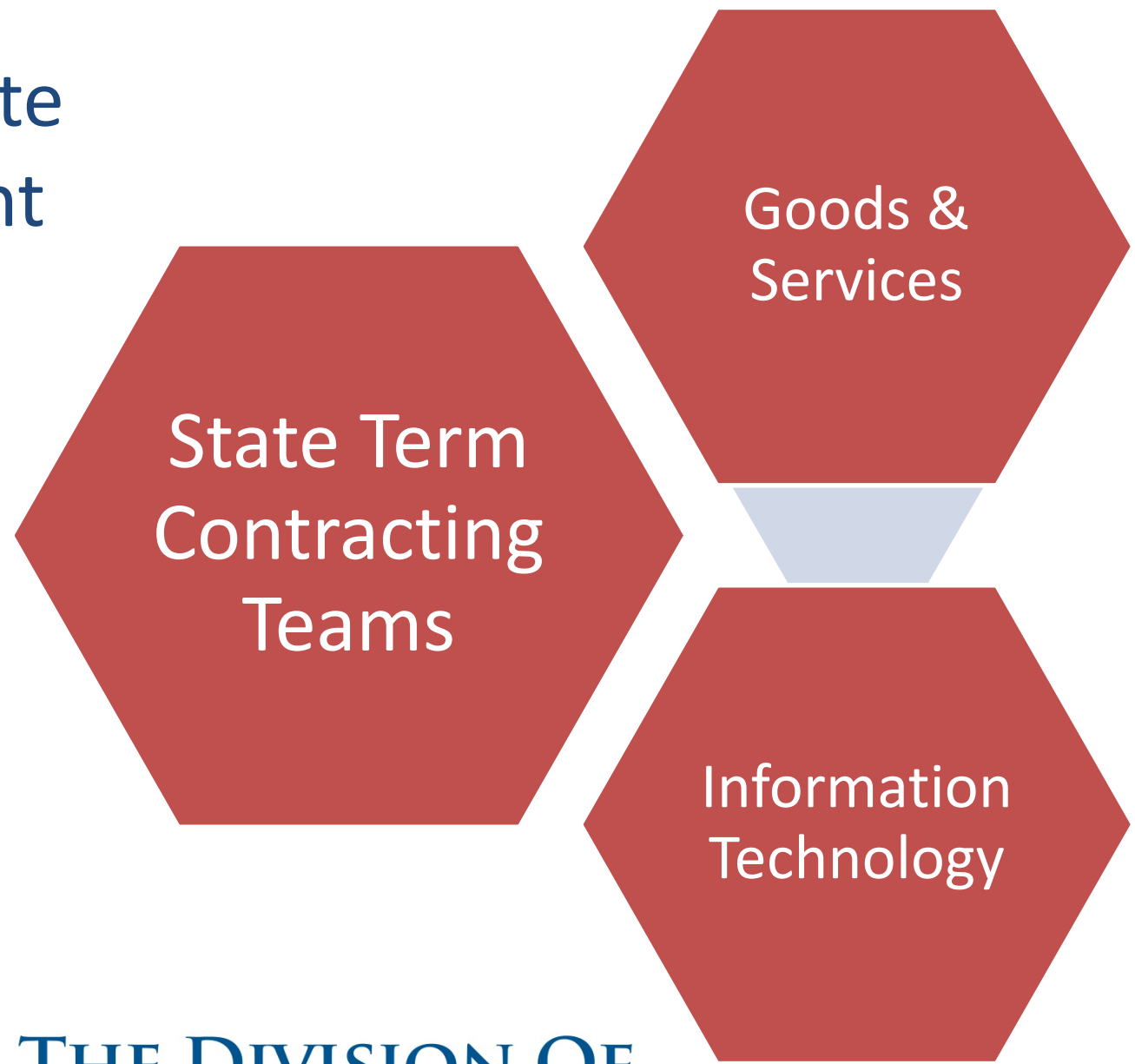


What does the Division of Procurement Services do?





Office of State Procurement Structure





Primary Goals of the State Term Contracting Team

- *Identify Contracting Opportunities*
- *Acquisition Planning*
- *Strategic Sourcing of State Term Contracts*
- *Monitoring Contract Performance*



Statewide Term Contracts

- Established by Goods & Services or Information Technology Teams for a specified period
- **Required use by state agencies** and those governed by the SC Consolidated Procurement Code

Who may use State Term Contracts?

- Political Subdivisions
- Any governmental entity created by an act of a political subdivision's legislative body

(Examples: ordinances passed by city or county councils)



Why Utilize State Term Contracts?

**Save
Time
&
Money!**



Increase savings



Buy in bulk & ask vendor for additional discounted pricing.

Access State Term Contracts



PROCUREMENT SERVICES

 Search

DRAFT Procurement Regulations

NOTICE: S. 530 Changes to Procurement Code

Energy Independence & Sustainable Construction Advisory Committee

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Procurement Services
1201 Main St., Suite 600
Columbia, SC 29201
803.737.0600
FAX:803.737.0639

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(STATE AGENCY FRAUD ONLY)



Agency Users

- Contract Search
- Submit Requestion
- Construction
- Resources & Forms
- Vendor / Contractor Data
- Audits
- Green Purchasing



Vendors/Contractors

- Doing Business with State Government
- Vendor Registration
- Contracting Opportunities
- Submitting Offers
- Awarded Solicitations
- Protest & Dispute Decisions
- Construction
- Resources



Political Subdivisions

- Using Statewide Contracts
- School Districts
- Cities, Counties, etc.
- Resources



General Information

- Procurement Policy
- Public Meeting Notices
- Procurement Offices & Officers
- Reference Room
- Related Links



Training Opportunities

- Training Program
- Courses & Registration
- Webinars
- Purchase Procurement Code Books



Legal

- Procurement Law
- Standard Clauses & Provisions
- General Information - Legal
- Administrative & Judicial Decisions
- Research Resources

www.procurement.sc.gov



THE DIVISION OF
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Great demand?



Identifying Contracting Opportunities

- Anticipated Users
- Anticipated Volume
 - dollars
 - & quantity
- Continued Need
- Market Stability
- Level of Competition



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CALIBRATIONS

News from the
Office of the State Engineer

After Billy's thorough evaluation of Joe's written request to correct his bid, it was determined that the mistake was in fact and that the mistake was clearly evident from examining the bid document and that the mistake is clear. This will cause Joe substantial loss. Billy's evaluation was supported by a written determination of appropriateness by the chief procurement officer.

For you math junkies out there, Joe's \$250,000.00 error divided by \$120 would result in 2,083 (rounded to nearest number) pipe joints.

With Joe's long history of submitting bids let's look at another example of a bid mistake.

The bids for the new 60,000 sq. ft. classroom building for Palmetto University are due at 10:00am. The atmosphere is tense and so is Joe. It's Wednesday morning around 9:47am and Joe arrives at the bid room feeling pretty cocky. As he walks through the room, towards the front, he nods his head and acknowledges several competitors. Now at the front of the room he hands his bid to Billy and says this is the one. Joe sits down and as usual Billy shuts the door and shouts with a loud voice, 10:00am bids are closed. The bids are read aloud and three bidders are grouped at \$19 million. Joe's bid is \$1 million. As the room begins to clear Billy asks Joe to hang around for a minute to discuss his bid. Billy asks Joe, are you confident with your bid? Joe a little perplexed says yes but I need to check my bid. I don't know why I am \$1 million lower than the grouping of bidders at \$19 million. Joe heads back to the office and begins to run through the estimate. What went wrong? After a thorough review something jumps out at him in the structural portion of the estimate. The structural bid information from the sub-contractor reads \$1 million for material and \$1 million labor for a total of \$2 million. Joe's Exc

Continued on Page 2

Statewide Contract News

State Term Contracting Team Wants You!



The State Term Contracting Team for Information Technology is looking at establishing **Advisory Groups** for the following future state term contracts:

- ◆ Cloud Services for IaaS and PaaS
- ◆ IT Professional Services

Please let Kristen Hutto know if your agency would like to participate at khutto@mmo.sc.gov.

Market Research and Agency Input Requests for NEW State Term Contracts (STC):

*The Office of State Procurement (OSP) is seeking input on the following recommendations for new State Term Contracts (STC). If you have any information you can share, please contact the appropriate procurement manager. Our goal is to put contracts in place that will meet **your** needs, but we need your input to ensure success.*

Interagency Mail Services (IMS) (Courier Services) –

The State has completed evaluating the RFI responses. The resulting business analysis completed based on those responses has been forwarded for consideration by the MMO. If you have any questions, reach out to Michael Speakmon (mspeakmon@mmo.sc.gov). We will provide further information.

Continued on Page 2

Market Research and Agency Input Requests for existing State Term Contracts:

Written Document Translation and Telephonic Interpretation Services - Current Contract expires 10/31/2019. Market research is being conducted to ensure that the existing contracts are meeting agency needs and to identify possible improvements. **Please share all information or concerns you may have by June 3rd**, so that an informed decision can be made on how to structure the future contracts. If you have input or questions please contact the Procurement Manager, Kelly Cobian, at kcobian@mmo.sc.gov or 803-737-5473 with any questions or concerns. Thank you for your help!

State Term Contracts that will NOT be renewed or resolicited:

Nothing new to report at this time.

Currently Published Solicitations:

All-Terrain Vehicles (5400017820) – Michael Speakmon (mspeakmon@mmo.sc.gov) released the solicitation for state term contracts for All-Terrain Vehicles on May 15, 2019, with an anticipated award date of July 3, 2019. Details can be found on our website. All dates are subject to change.

Pass Thru Ovens (5400017852). Kelly Cobian (kcobian@mmo.sc.gov) published the solicitation for pass thru ovens

State Term Contracting Teams

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Goods & Services Team Lead

Randy Barr

IT Team Lead

Kelly Cobian

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DeAna Reed-Sharpe

Kristen Hutto

Ellicia Thompson

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Contact Us



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How can we better serve you?

- We Are Always Willing To Help
- Call Us at 803-737-0600
- Visit our Website - www.procurement.sc.gov



Acquire

Administer

Advise

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Michael Speakmon
mspeakmon@mmo.sc.gov

Randy Barr
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How can we serve you best?

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** Access the monthly DisPatcheS Newsletter for regular communication and calls for market research & feedback from our office.

<https://procurement.sc.gov/dispatches>



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Acquire
Administer
Advise

Why Utilize State Term Contracts?

Save
Time
&
Money!



THE DIVISION OF
PROCUREMENT SERVICES

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How to access State Term Contracts

- Visit the Procurement Services website www.procurement.sc.gov
- Go to Statewide Contract listings
- Select Information Technology or Supplies & Services
- Open the contract of interest, look for the item, contractor, and contract number.
- Then issue your purchase order referencing the contract number.

