



Terry Doumkos, Director of Strategic Sourcing, comes to the state from Microsoft Corporation. Coming to the State Purchasing Division from private industry, it is an honor for me to be able to serve not only the citizens of Georgia, but also those of you around the state who devote your days to the vital job of acquiring goods and services for public entities and programs.

The State Purchasing Division is committed to becoming a best-in-class organization and we're continuously raising the bar in terms of procurement performance excellence throughout the state. Our efforts are following a parallel path to the Governor's goal of becoming "the best managed state in the nation;" and we're beginning to see results. We also know that one key to reaching our goal is through long-term partnerships with you, our customers.

As many of you know, the State Purchasing Division is in the midst of an expansive internal transformation. The transformation itself is a long-range project, but it's already well under way. We've streamlined and simplified a number of processes, and added a significant number of staff over the past few months.

In the short-term, some of my priorities include:

- Attracting and retaining talent for our division – eventually doubling the size of our current purchasing staff
- Ensuring our sourcing initiatives are balanced and prioritized in line with organizational goals and customer focus
- Continuously developing cross-functional and cross-organizational relationships with respective procurement professionals in: agencies, commissions, authorities, universities and colleges
- Streamlining processes, simplifying operations, identifying bottlenecks, and eliminating redundancies – making sure customers know who to contact in the organization for each specific need
- Supporting the development of our internal tools, processes, systems, and educational needs as they are introduced and deployed; in particular, our PeopleSoft, SharePoint, Lean, and Knowledge Center initiatives.
- Increasing the number of statewide contracts while ensuring that quality, service, and manageability of our sourcing initiatives exceeds or meets customer expectations
- Increasing participation in the use of statewide contracts to increase volume and allow us to pursue even greater savings

I've been challenged to continuously build and focus on solid core purchasing fundamentals that will help to deliver the greatest value-added and spend optimization for our tax-paying citizens. This is my commitment. This is our mission.