



**Department of
Administrative Services**
Customer Focused, Performance Driven

A Joyous Thank You and Farewell!

As the New Year is now unfolding, several changes are underway in our state. A new administration is preparing to take office and various transformation efforts are either winding down or continuing to change the way the state conducts its business.

As I reflect back on the Procurement Transformation, it seems only a short while ago that we began to transform the state's Procurement function. In actuality, it was late 2005. I was selected by Governor Perdue to lead the transformation effort. Needless to say, we had our work cut out for us.

After only 5 months on the job, Governor Perdue requested that I assume the Commissioner's role at DOAS, and we subsequently recruited Tim Gibney from the University of Notre Dame to then lead the Procurement Transformation. Since that time, so much has changed.

The first order of business was to restructure the State Purchasing Division. After listening to our customers needs, we created dedicated Commodity Category teams which developed resident expertise into the items and services purchased most frequently by the state. We significantly raised the level of talent of the State Purchasing staff, bringing a highly professional and experienced staff to work with state agencies and universities in establishing solid and highly leveraged statewide contracts to significantly lower costs.

Purchasing policies and procedures were next in focus. What had become, over many years, a cumbersome and confusing set of rules and procedures were streamlined and simplified to create a much more efficient purchasing process for buyers across the state. New tools and templates were introduced, again in response to our customers who were constantly asked to provide feedback as to how the state's purchasing process needed to best work.

Training and certification programs were non-existent for state staffers involved in the purchasing process just 5 short years ago. Today, over 40 training courses are in place with a mix of computer-based training as well as classroom training. Counting suppliers and state staff, over 20,000 courses have now been attended the past couple of years as suppliers and buyers have learned about new and better ways to conduct their procurement tasks. The purchasing certification program is off and running to a highly successful start establishing a knowledge baseline within the state of professionally qualified purchasing staff.

Just as training was virtually non-existent 5 years ago, so was effective technology to assist the state with its purchasing process. Team Georgia Marketplace has fixed all that, and now nearly 2 dozen state agencies utilize our eProcurement system to streamline the procure-to-pay process and make access to statewide contracts as easy as possible. This fiscal year, more than \$3 Billion in on-line purchases will occur through



**Department of
Administrative Services**
Customer Focused, Performance Driven

Team Georgia Marketplace. This will allow the State Purchasing Division to better analyze the state's spending habits to become even more effective in leveraging the state's spend through negotiated statewide contracts.

Spend analytics doesn't stop with our eProcurement implementation, however. The Spend Cube aggregates spend data from the University System of Georgia, all executive branch agencies, along with P-Card spend to allow our state to finally understand, in a comprehensive way, where all its dollars are going. This tool has received national accolades, as have many of the new initiatives which have occurred as we transformed our state's Procurement function.

This effort has led to the State of Georgia being named one of the Best Managed States, and we are proud of the collaboration and partnering with our agency and university customers, as well as our supplier partners in making Georgia's Procurement function literally the best in the nation. I hope you will join me in seeing that we have left things much better than we initially found them.

As I prepare to depart the state and turn over the DOAS reins to my good friend, Sid Johnson, I want to thank each of you who assisted in this monumental effort to change the way our state conducts its business. Our work will have a longstanding impact on Georgia, and for that I am forever grateful.

I wish you all well in this New Year, and I trust the cooperation and collaboration between DOAS and its many, many customers will continue on under the new administration.

Farewell and best of luck in the coming year!