# Current Trends in Public Procurement – 2011 FAPPO Survey

**Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA**

**Russ Wetherington, CPCM, CPPB, CPM**

# Current Trends in Public Procurement FAPPO

- **Survey completed Spring 2011**
  - SurveyMonkey.com
  - 2-Part Survey
  - 125 Responses to Part I
  - 87 Responses to Part II
- **Part I Included**
  - General agency information
  - Bid protest procedures
  - Procurement Cards
  - Construction & CCNA
  - Electronic Procurement
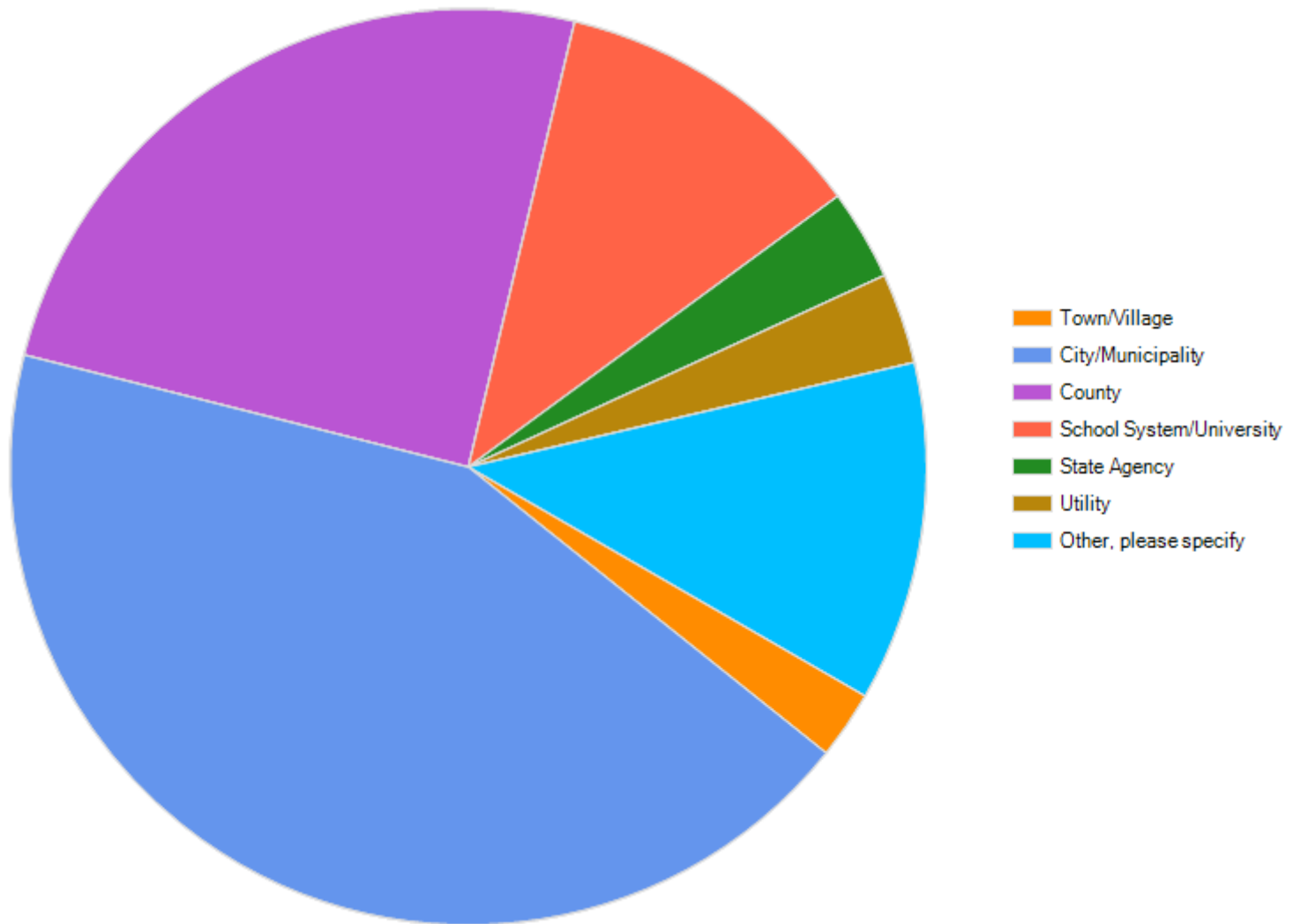  - Surplus property & revenue contracts
  - Preferences in procurement
- **Part II Included**
  - Position Titles
  - Salaries
  - Certifications
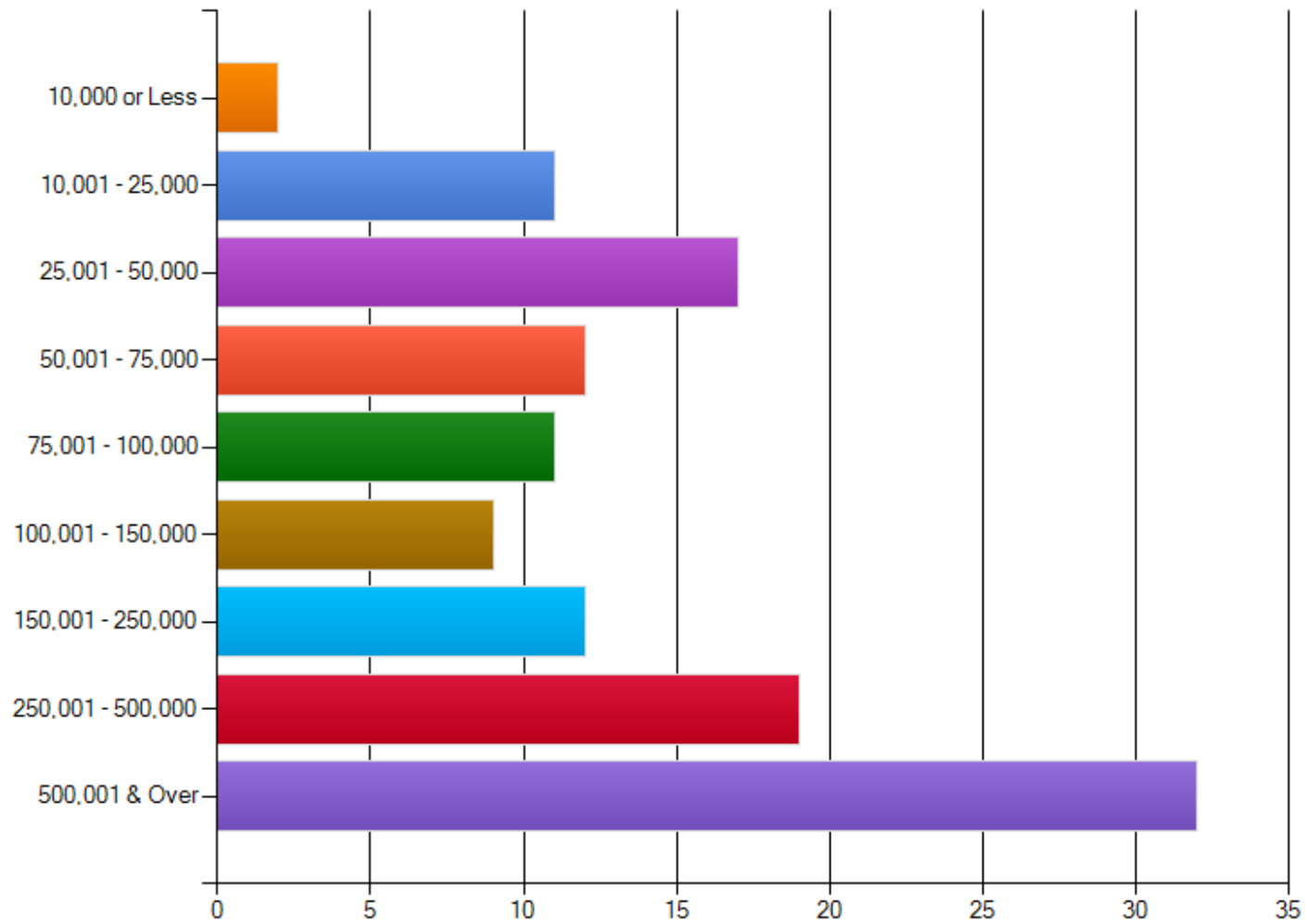  - Education
  - Aging of the Workforce

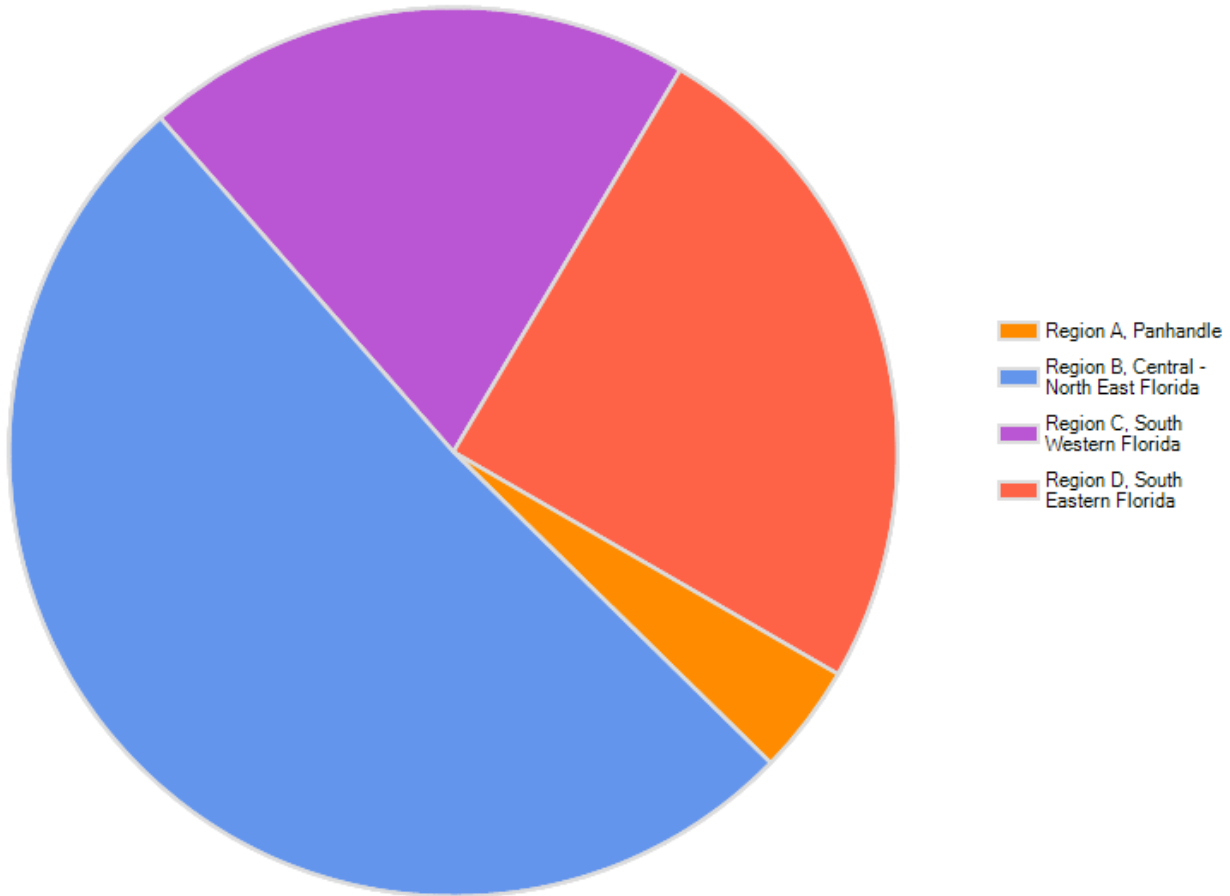# PART I – 2011 FAPPO SURVEY

GENERAL AGENCY OPERATIONS

CURRENT TRENDS

Type of Governmental Entity
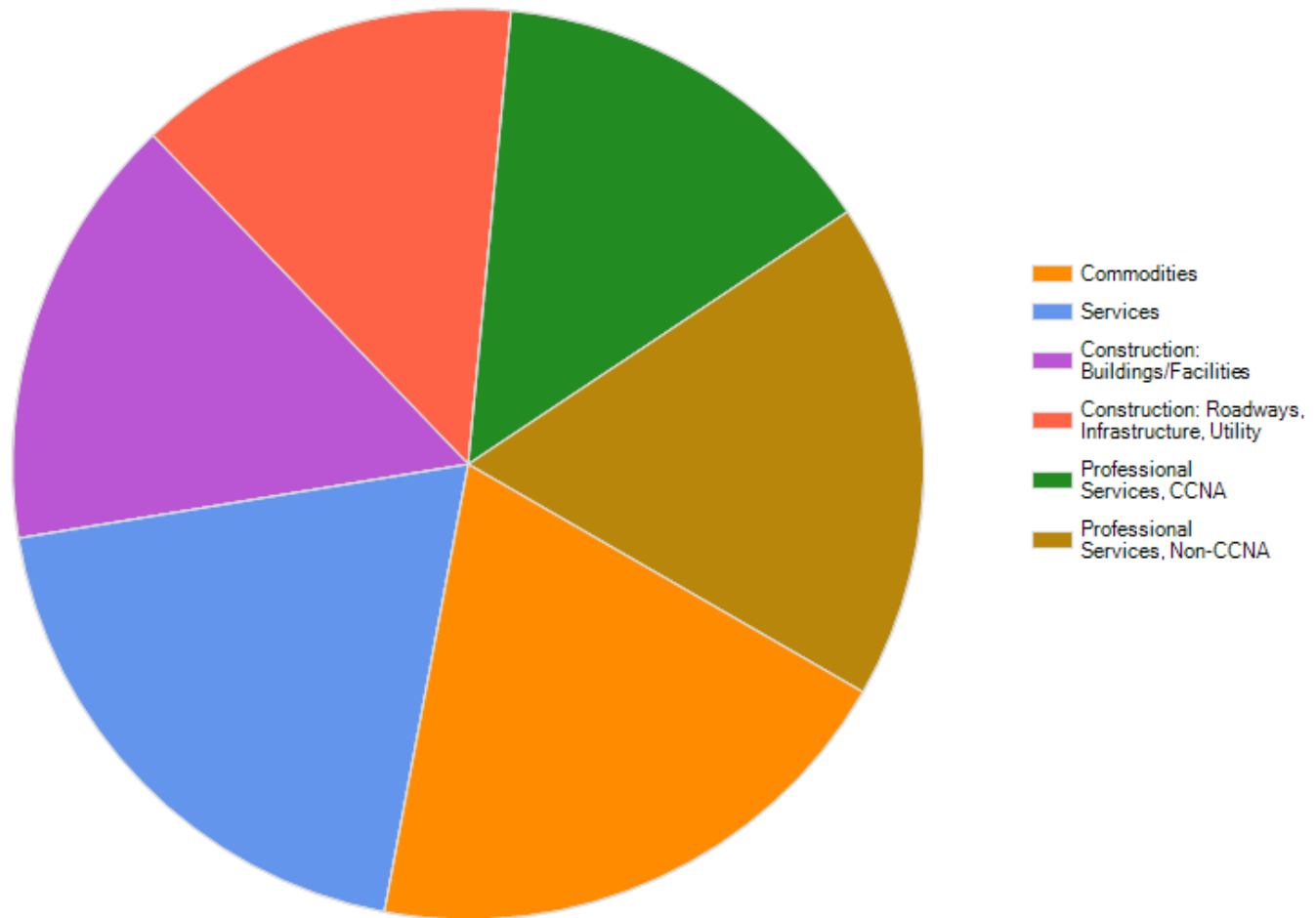
What is the population of citizens serviced by your agency?

**Location**

Region A, Panhandle
Region B, Central - North East Florida
Region C, South Western Florida
Region D, South Eastern Florida

The Purchasing Department/Division is responsible for the solicitation and contract award of the following kinds of procurements:

Legend:
- Commodities
- Services
- Construction: Buildings/Facilities
- Construction: Roadways, Infrastructure, Utility
- Professional Services, CCNA
- Professional Services, Non-CCNA

Regarding "Drafting" of technical specifications or scope of work; does your Purchasing Division/Department:
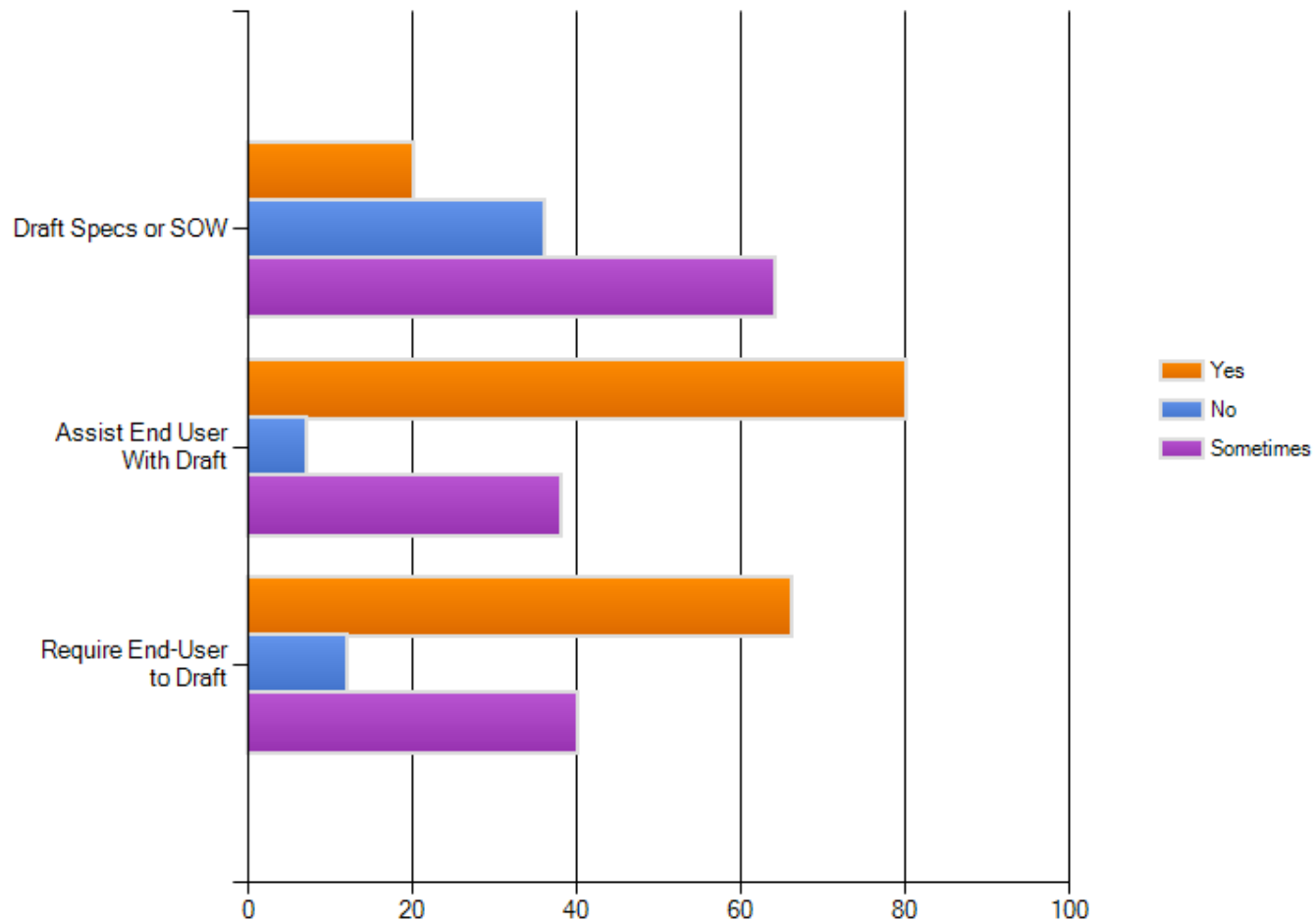
Vendor notification system: Identify the method(s) for notifying your vendors of bid/proposal opportunities.
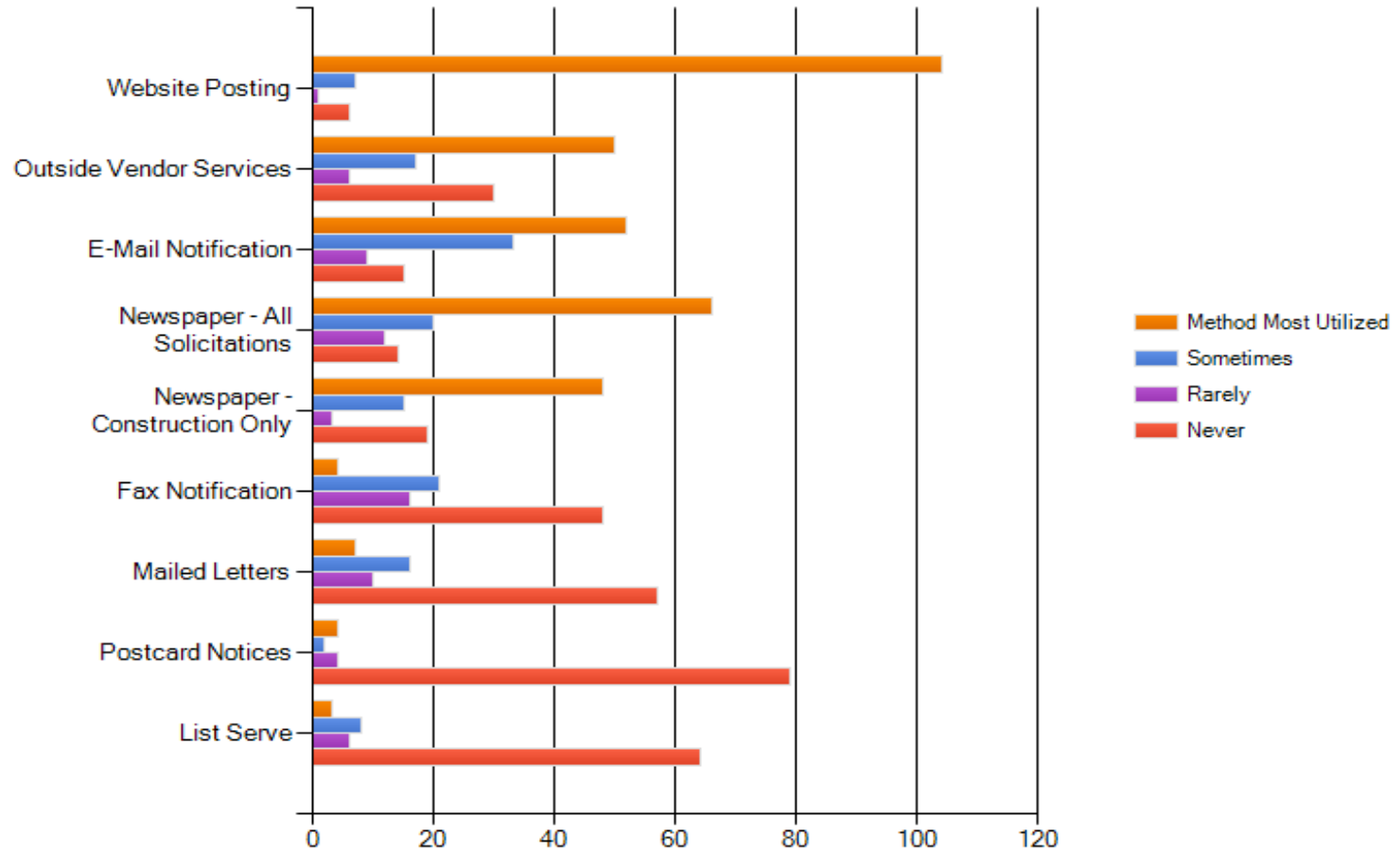
Minimum purchasing threshold amounts start in which threshold category (i.e. your agency requires 3-written price quotes @ $7,500 - response category would be $5,001-$10,000 range):
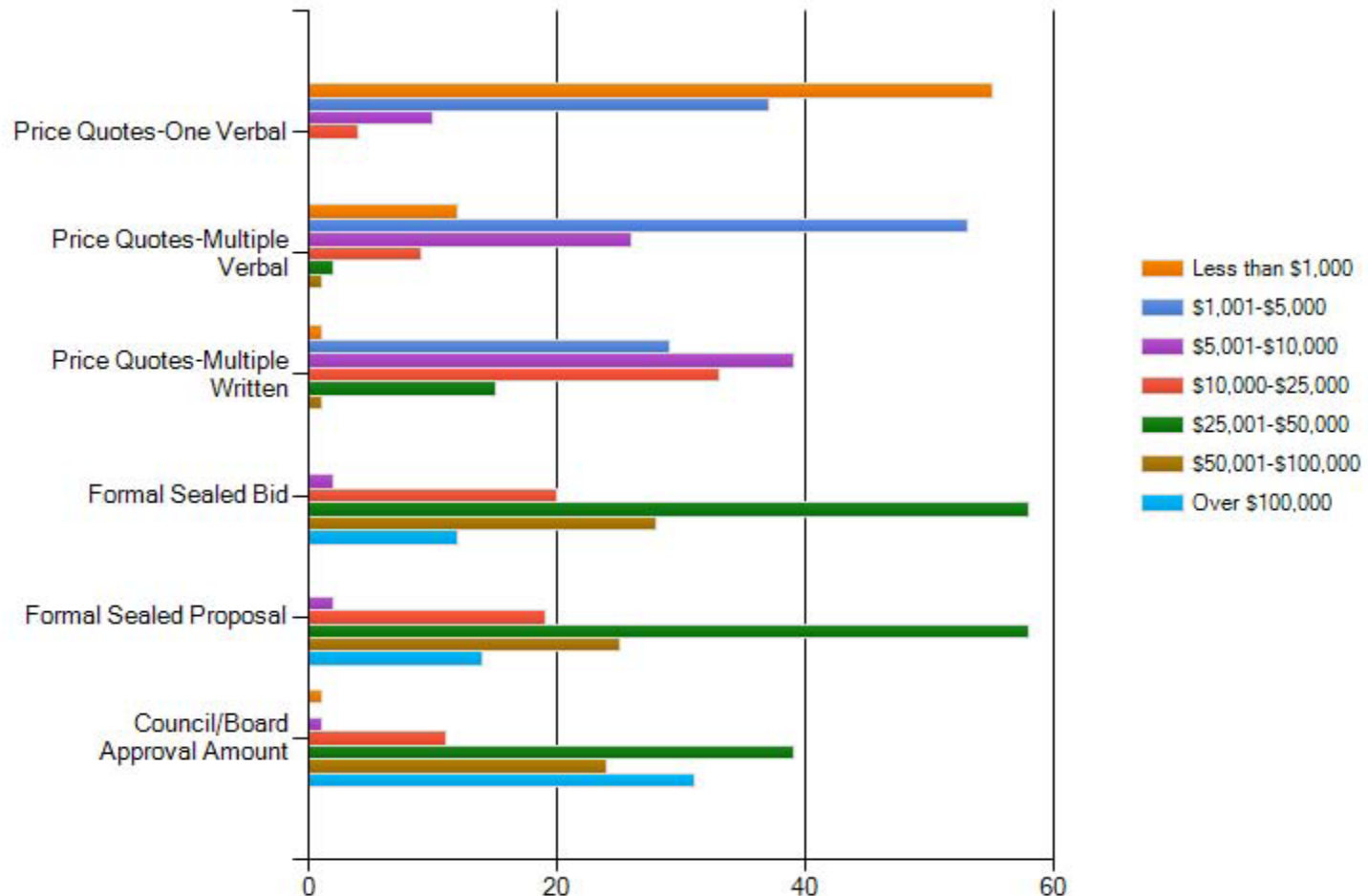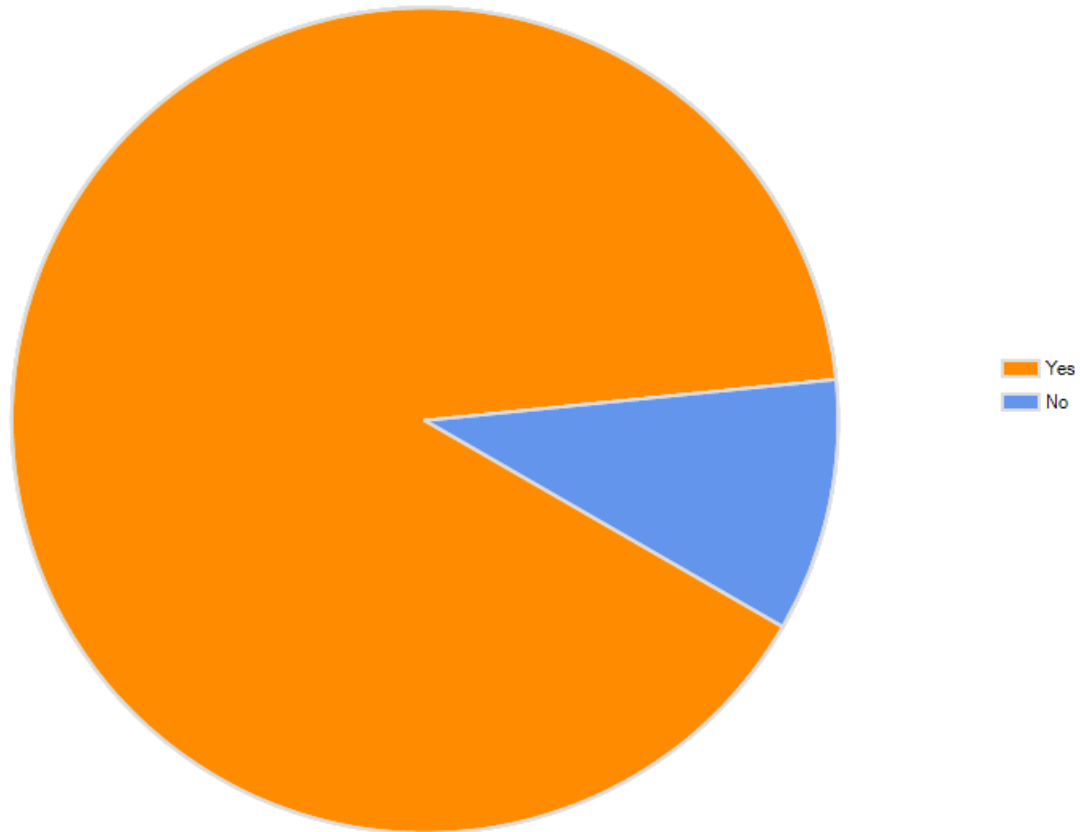
Does your agency have a bid protest procedure? Identify number of Protests filed in Calendar Year 2010.
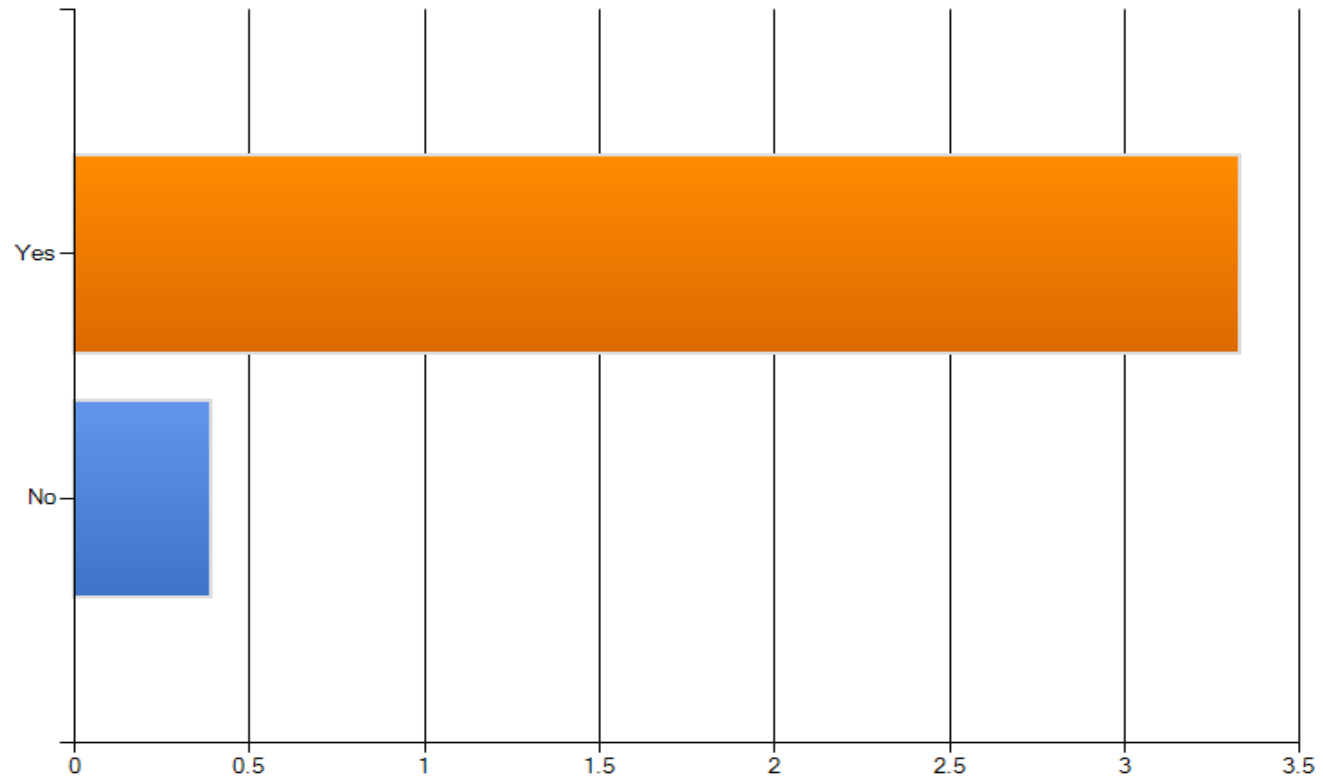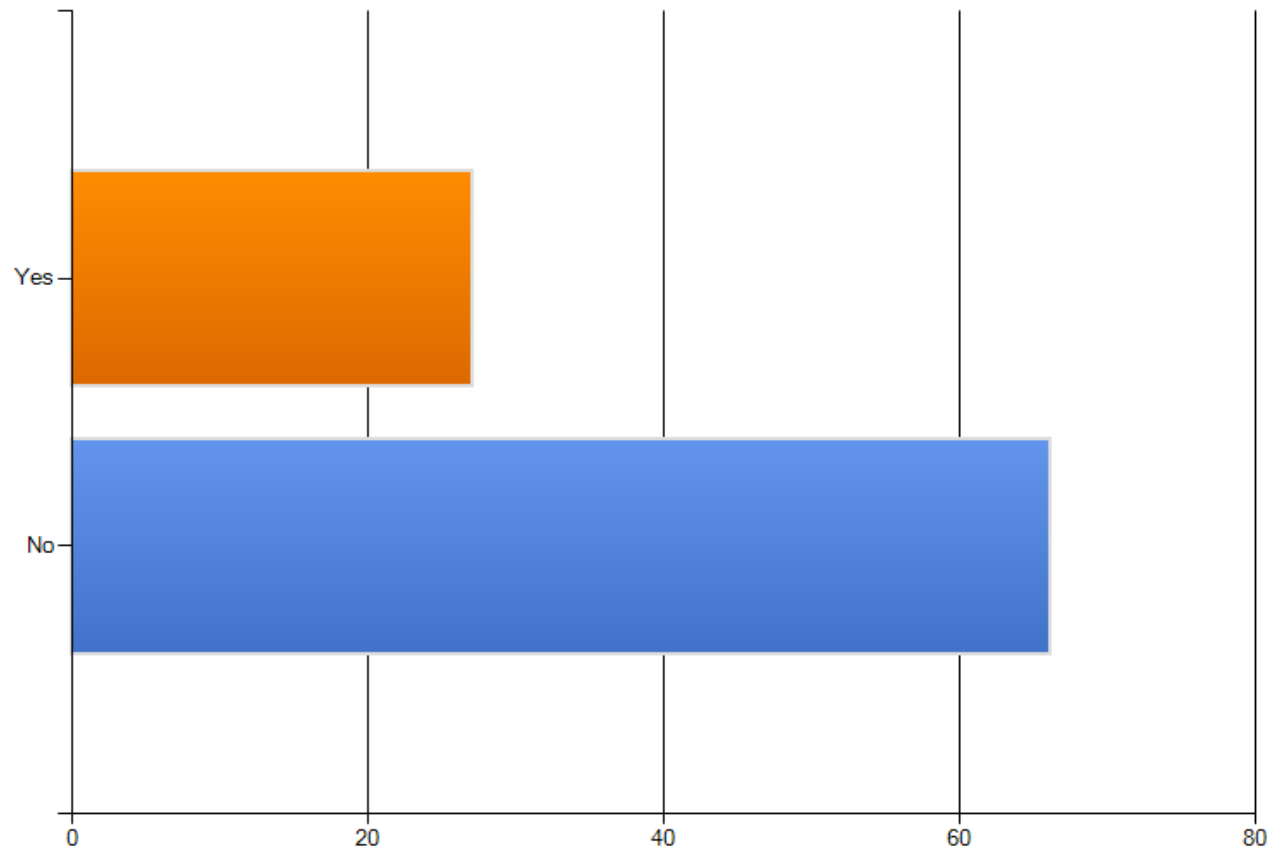
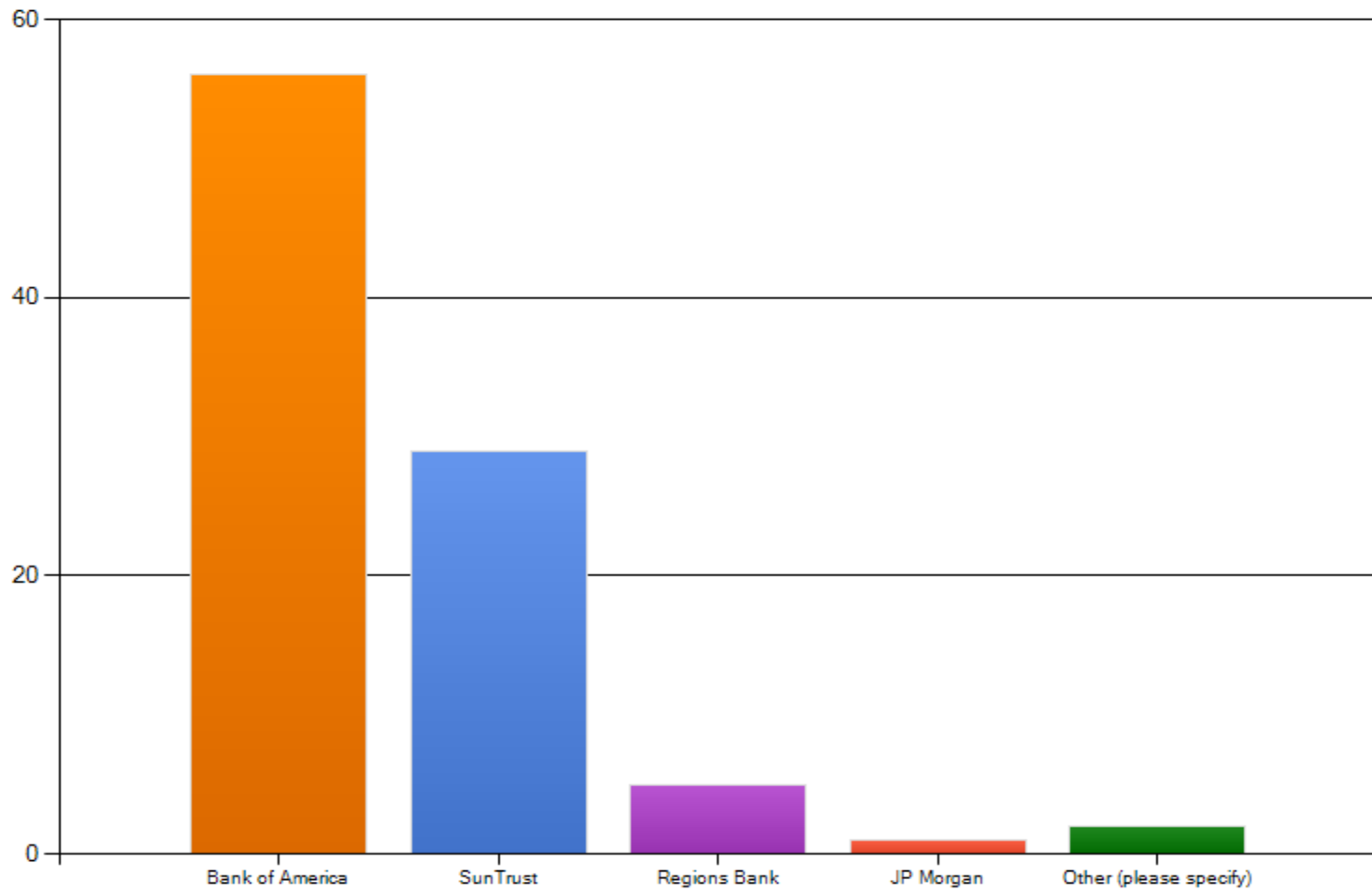If yes, does your agency require a "protest bond"?
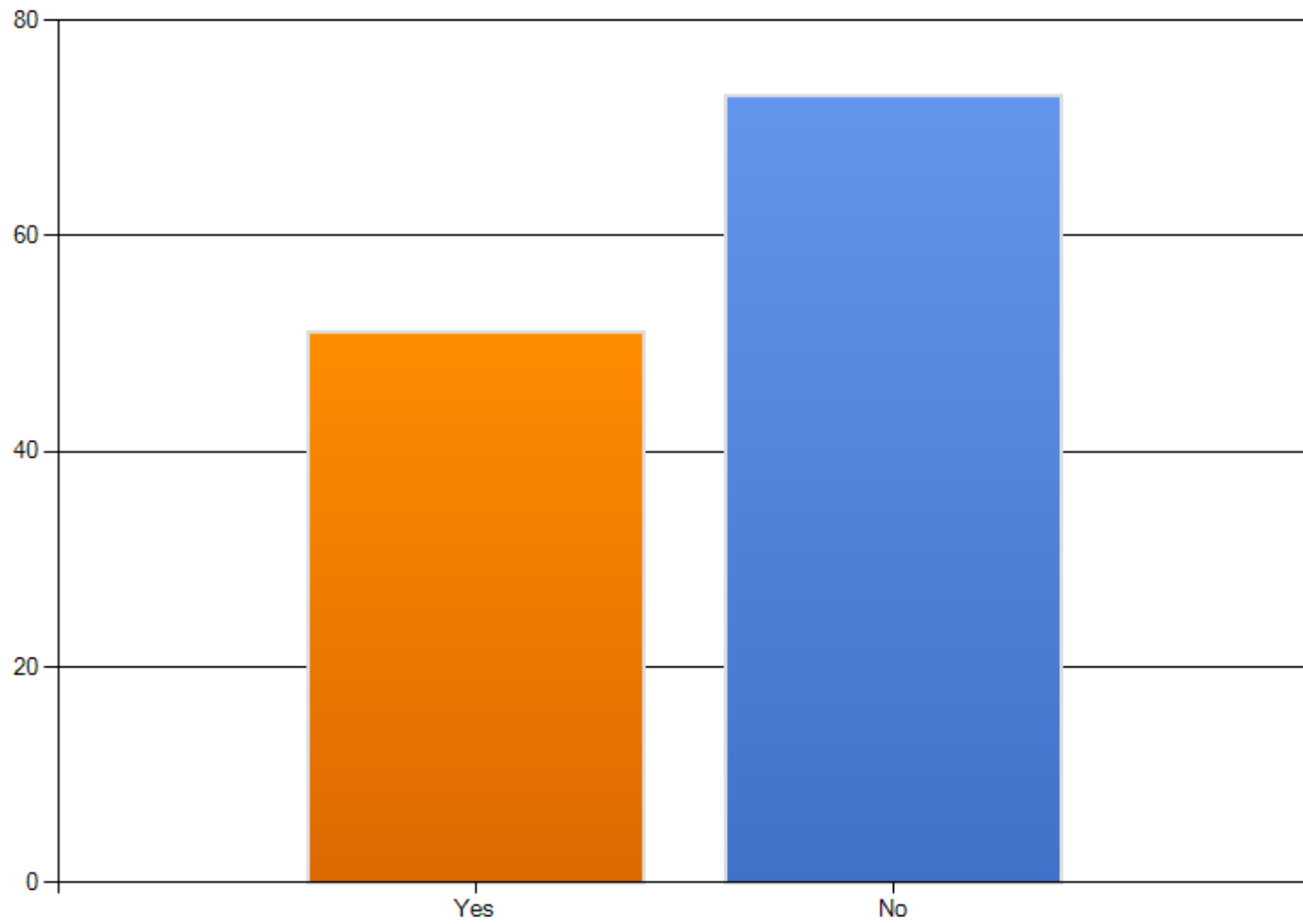
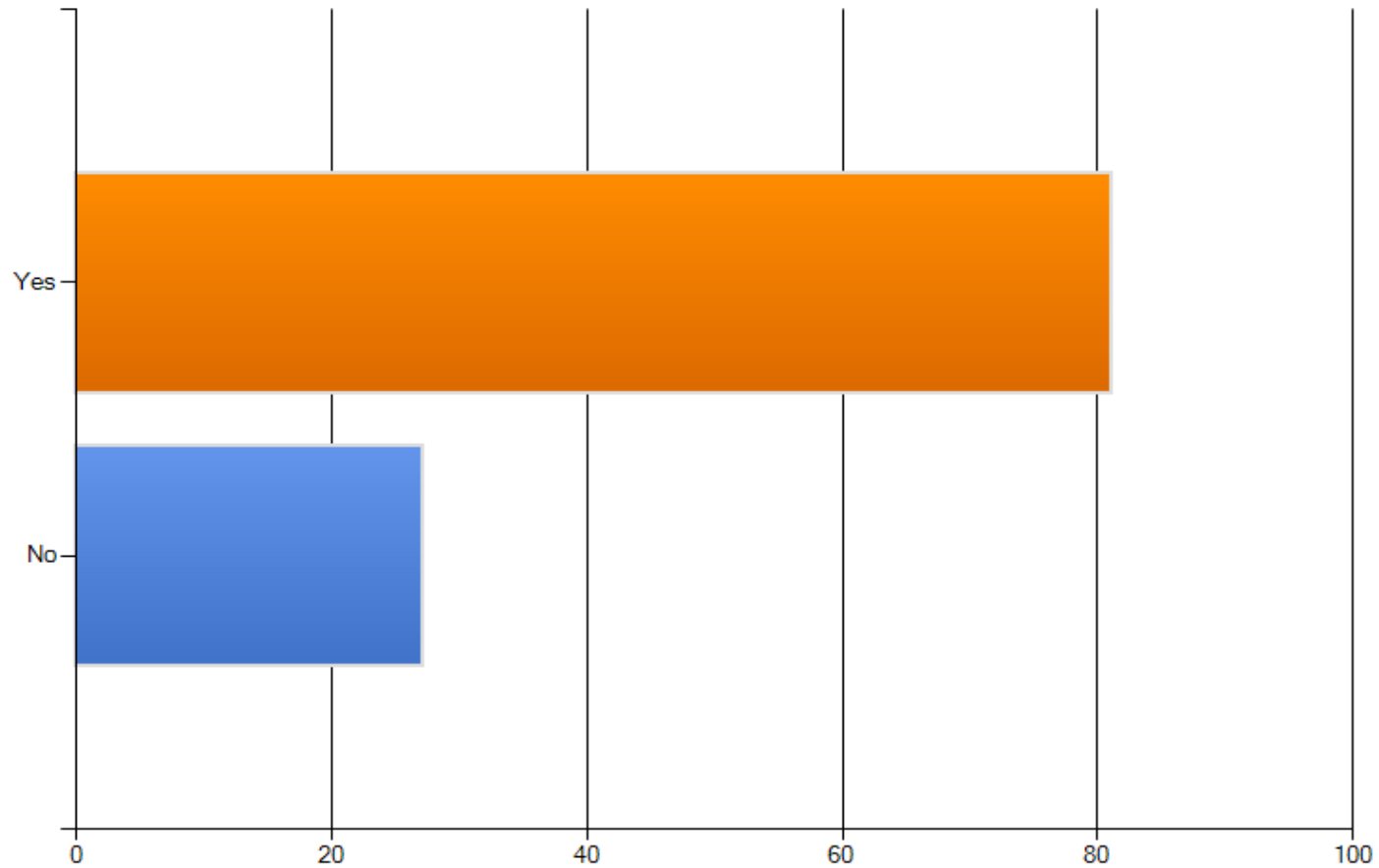Does your agency utilize a Procurement Card program?

**Does your agency belong to a Purchasing Card Consortium?**

**Your agency's P-Card program is managed through the following bank:**

Is your Purchasing Department/Division responsible for the solicitation and award process for the acquisition of Construction services?

For Construction services, identify each type of solicitation process that is performed by your Purchasing Department/Division.
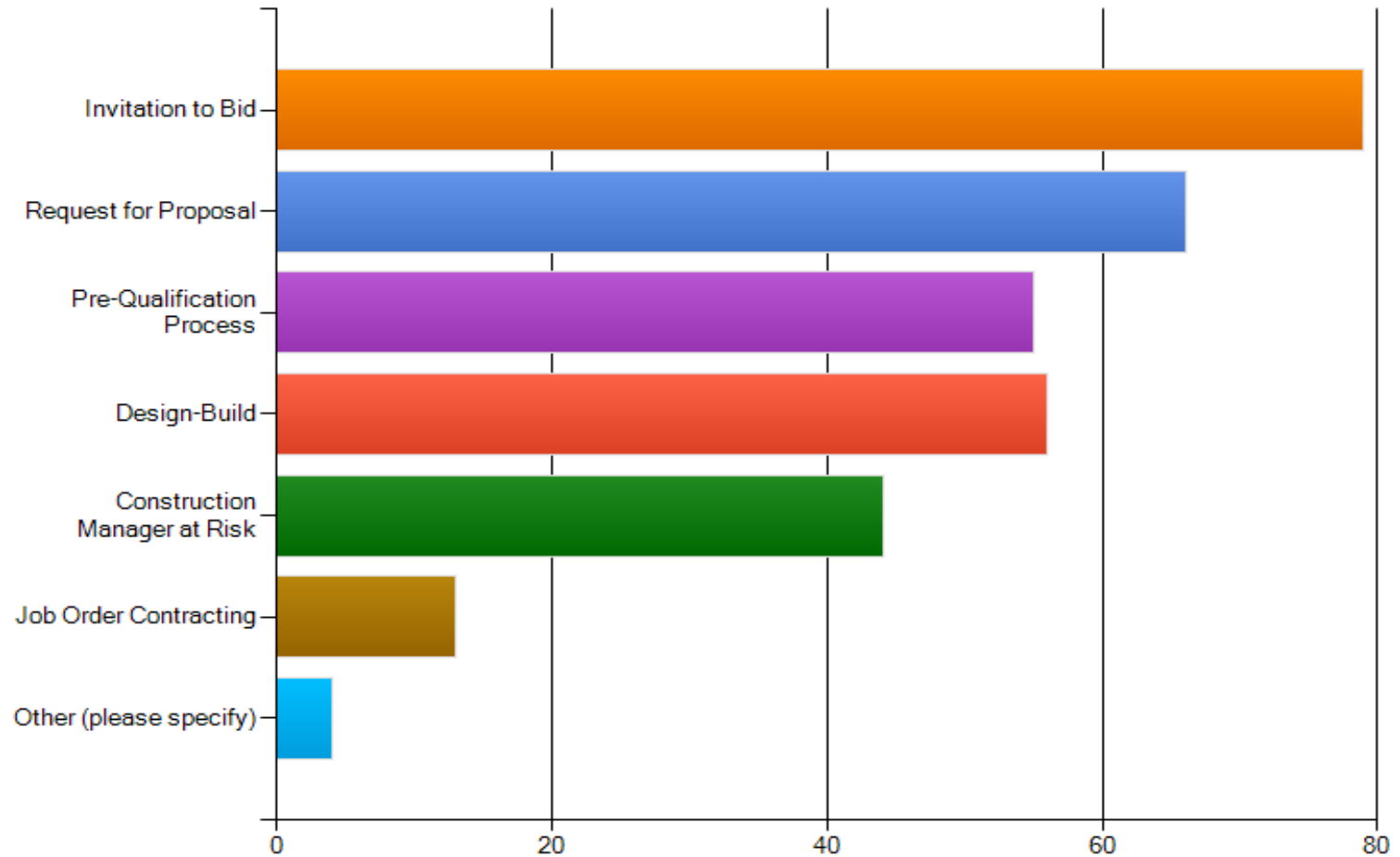
Is your purchasing department responsible for the selection of professional consultant services under F.S. 287.055?

Yes
No
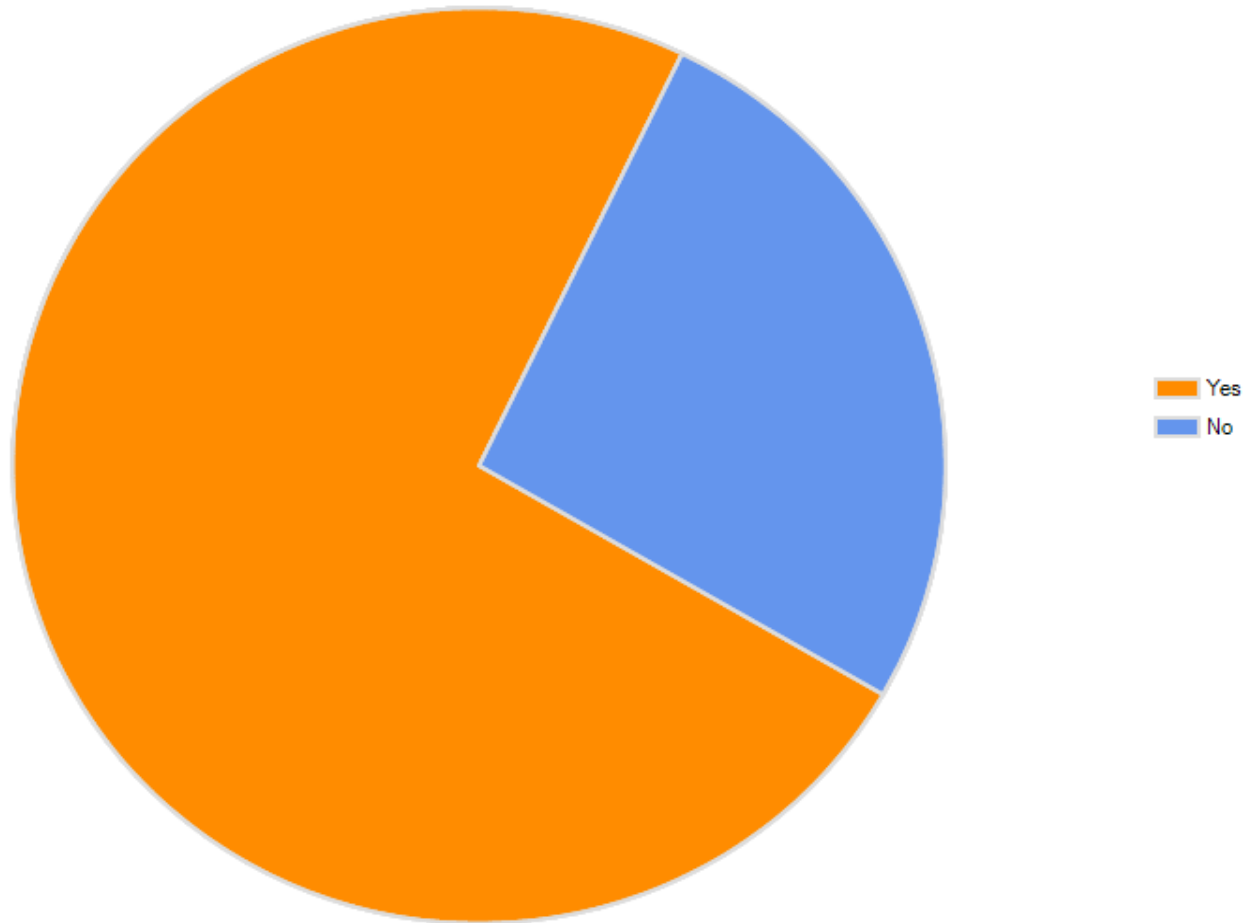
# Professional Consultant Services

- Regarding CCNA Process
  - Type of selection process utilized
    - RFQ - 69.2%
    - RFP - 51.3%
    - RLI – 21.8%
  - Evaluation of Sub-Consultants
    - Yes - 39%
    - No - 61%
  - Utilization of Continuing Contracts
    - Yes - 92.1%
    - No - 7.9%
  - After CCNA contract award – allow modifications to subcontractor list
    - Yes – 71.4%
    - No – 7.9%

Our current Purchasing Software system is:

Sunguard/HTE
Oracle
Peoplesoft
Terms
SAP
Pentamation
JD Edwards
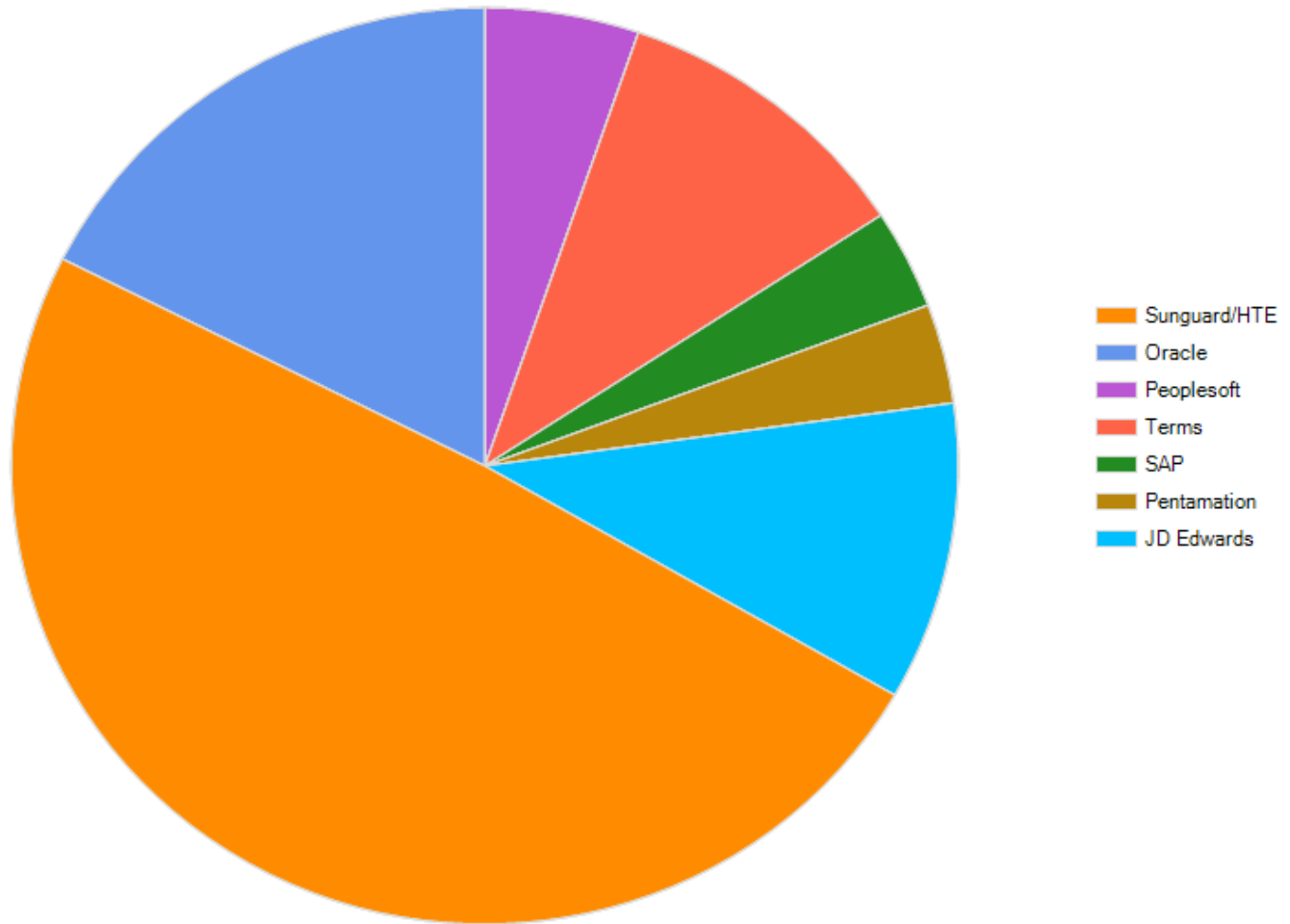
# Electronic Procurement

- Contract  & Insurance Management Software
- 48 Agencies Responded
  - Excel Database 72.9%
  - Access Database 16.7%
  - JD Edwards 10.4%
  - Cobblestone 6.3%
  - Other various
    - IonWave, BidSync, MicroSoft-Word, Eden by Tyler Tech
  - Several "home grown" or custom systems

Does your agency accept formal bid/proposal electronically?
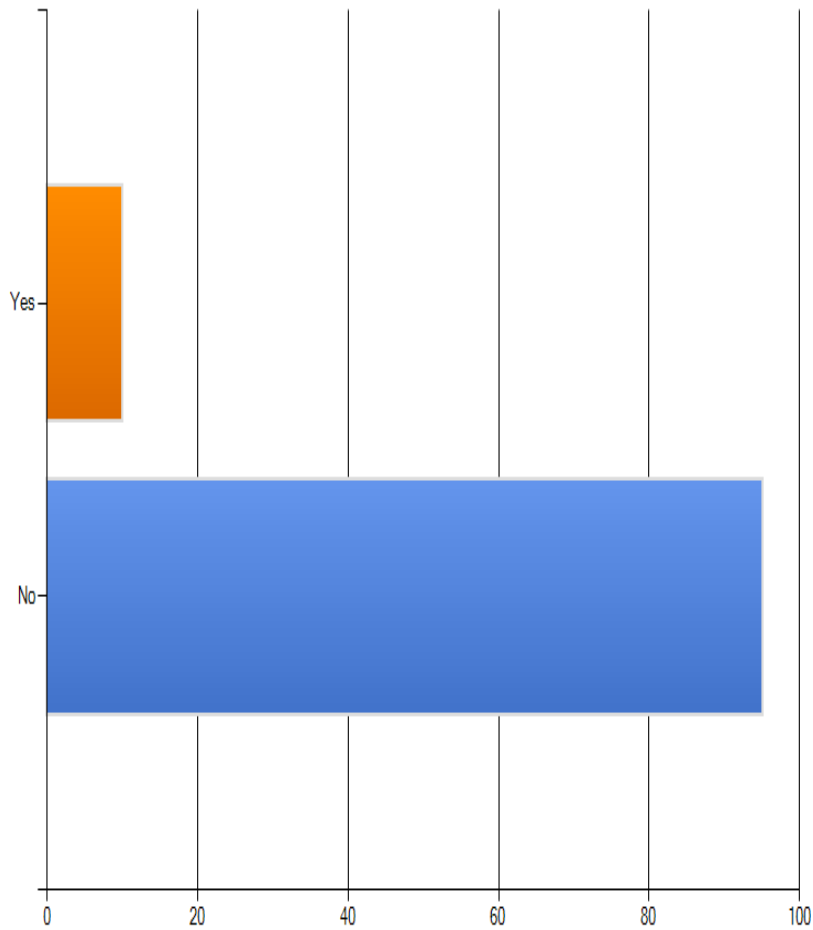
Does your agency accept informal price quotations electronically?
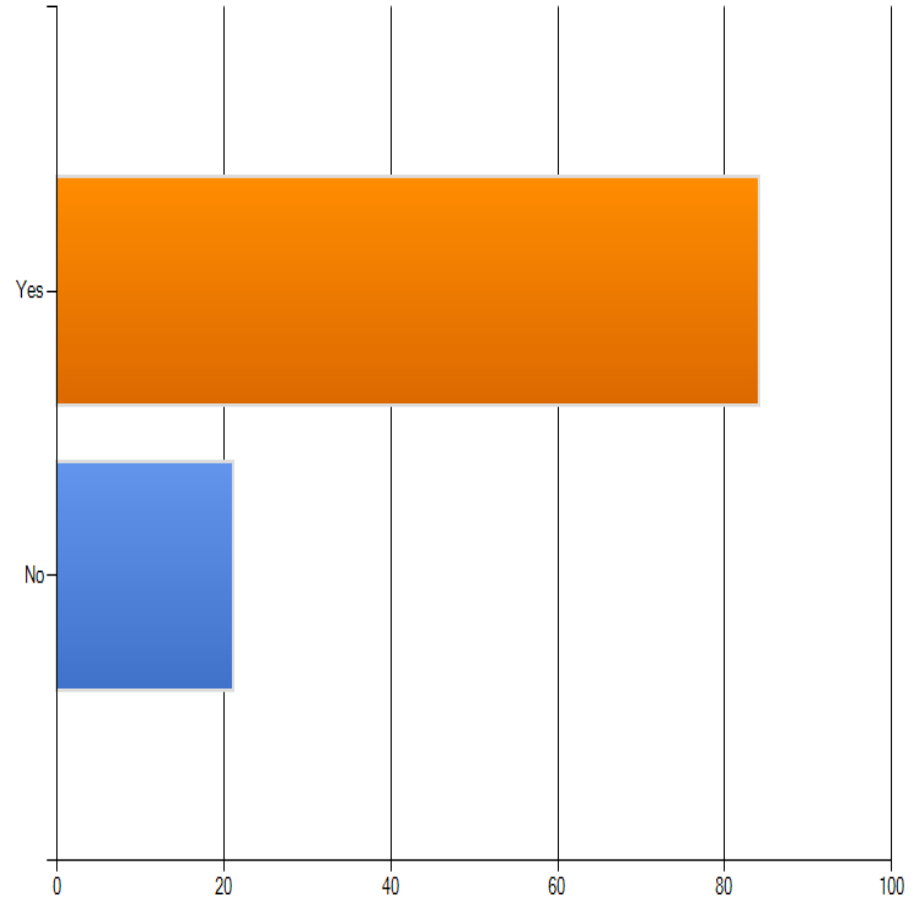
# Electronic Procurement

☐ Agency Utilize Electronic Vendor Registration
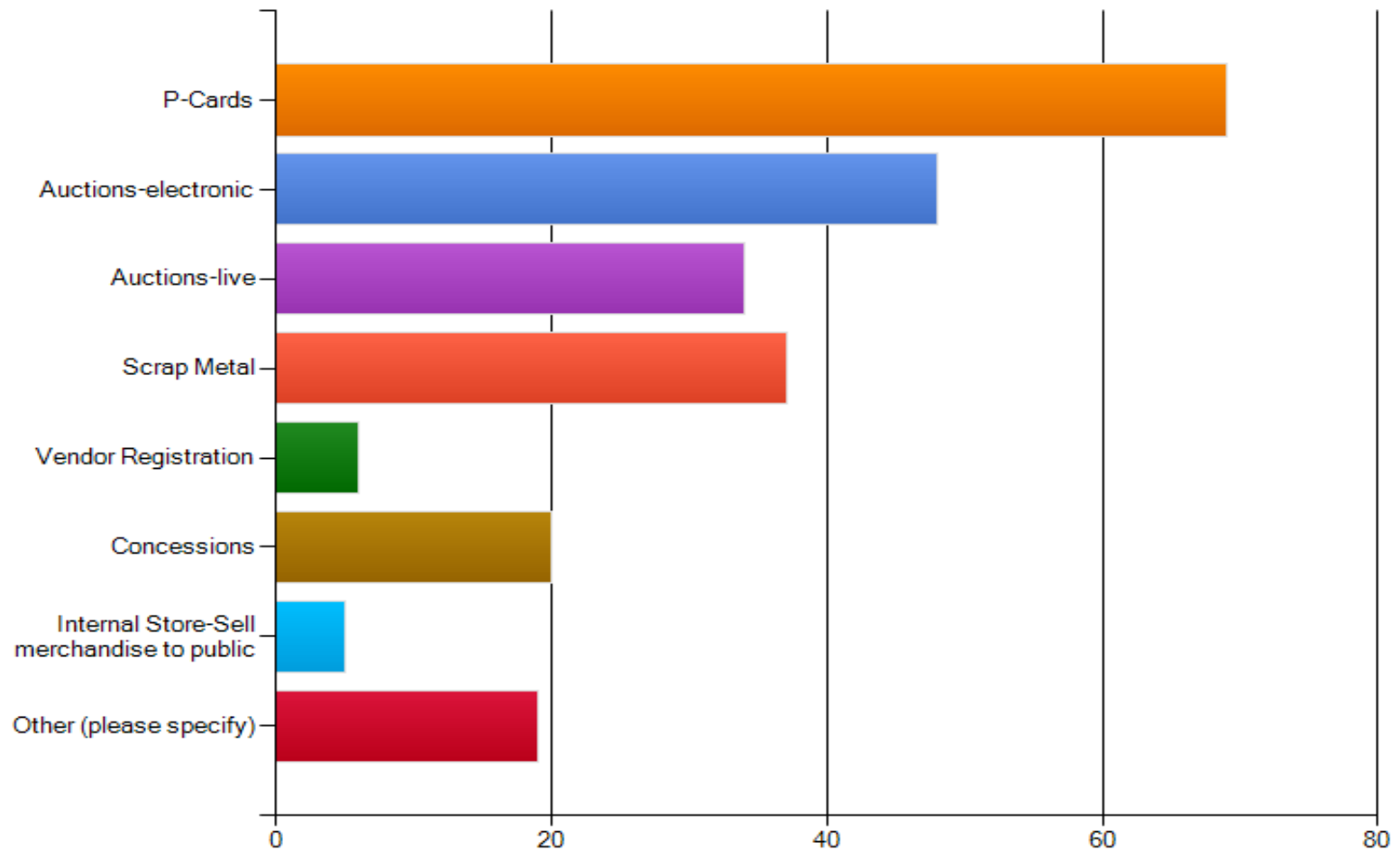- ☐ 106 Agencies Answered Question
  - ■ Yes - 63.2% (67 agencies)
  - ■ No - 36.8% (39 agencies)
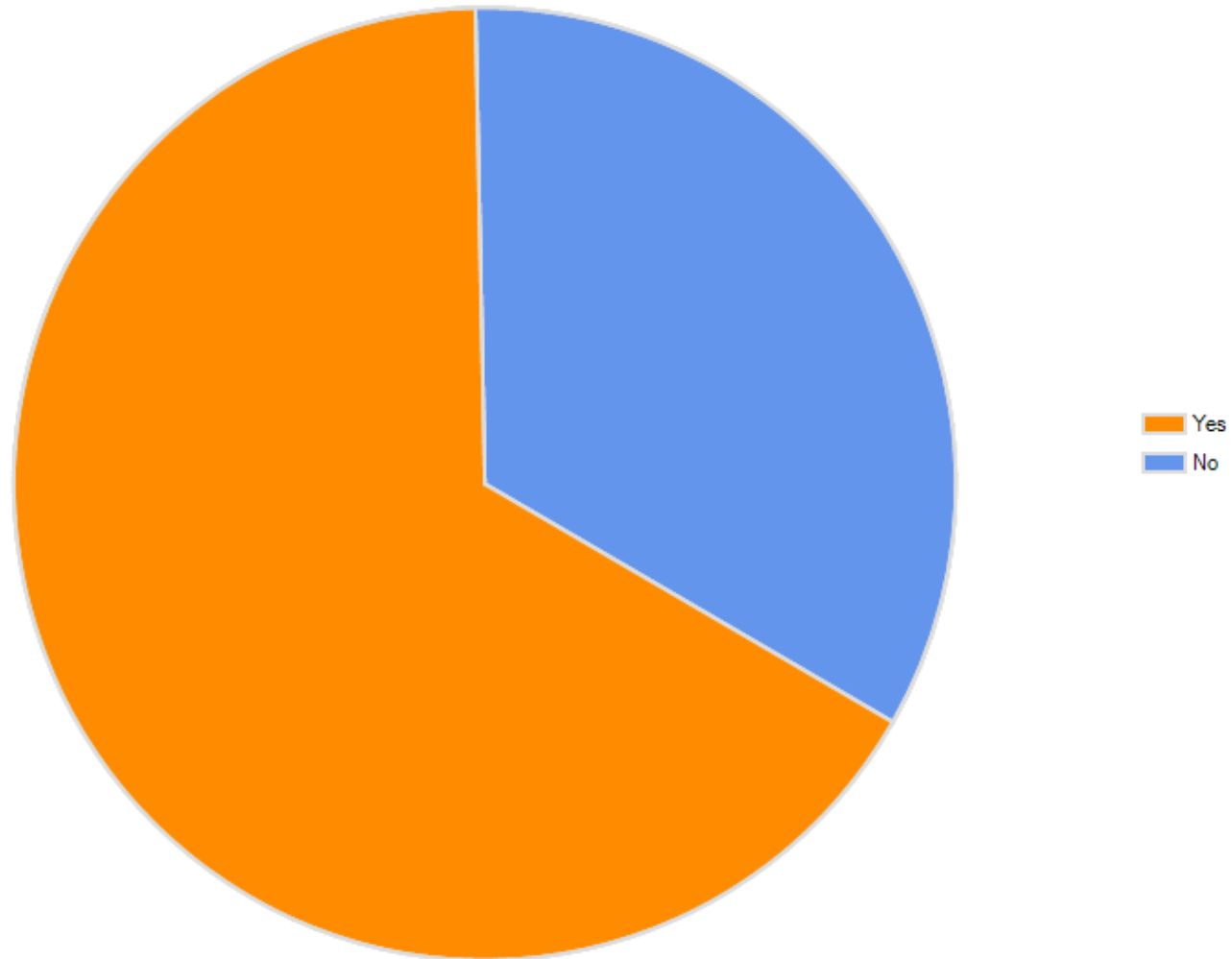
☐ Utilize a Reverse Auction Process
- ☐ 106 Agencies Answered Question
  - ■ 85.8% do not utilize (91 agencies)
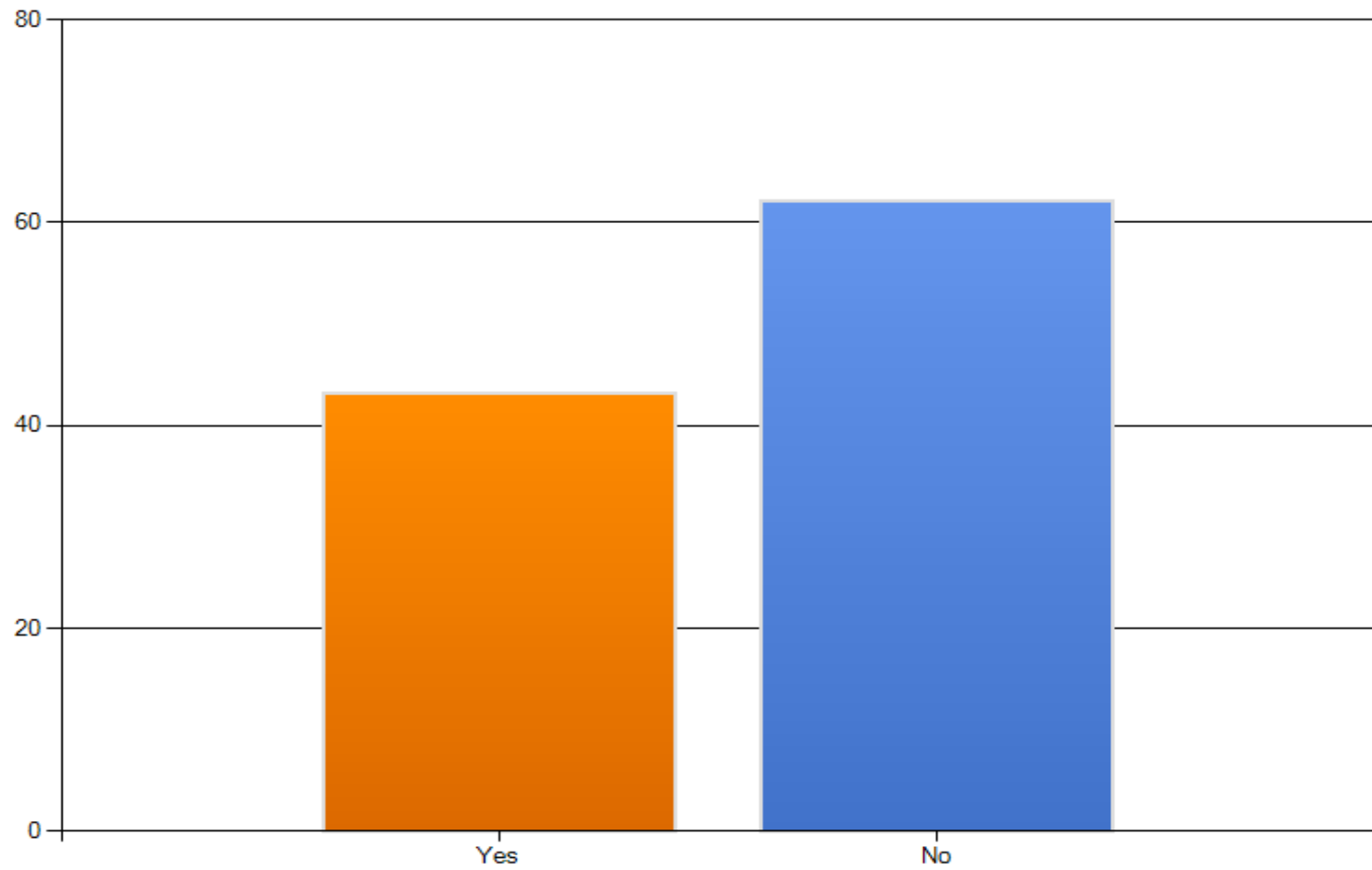  - ■ 14.2% utilize (15 agencies)

What type of Revenue Generating Contacts does your Purchasing Department manage?

Is your purchasing department responsible for managing Surplus Property?

Does your agency have a local preference policy?

# Procurement Preferences & Goals

- Green Procurement
  - Yes – 33.7%
  - No – 66.3%
- Reciprocating Local Vendor Preference
  - Yes – 17.1%
  - No – 84.1%
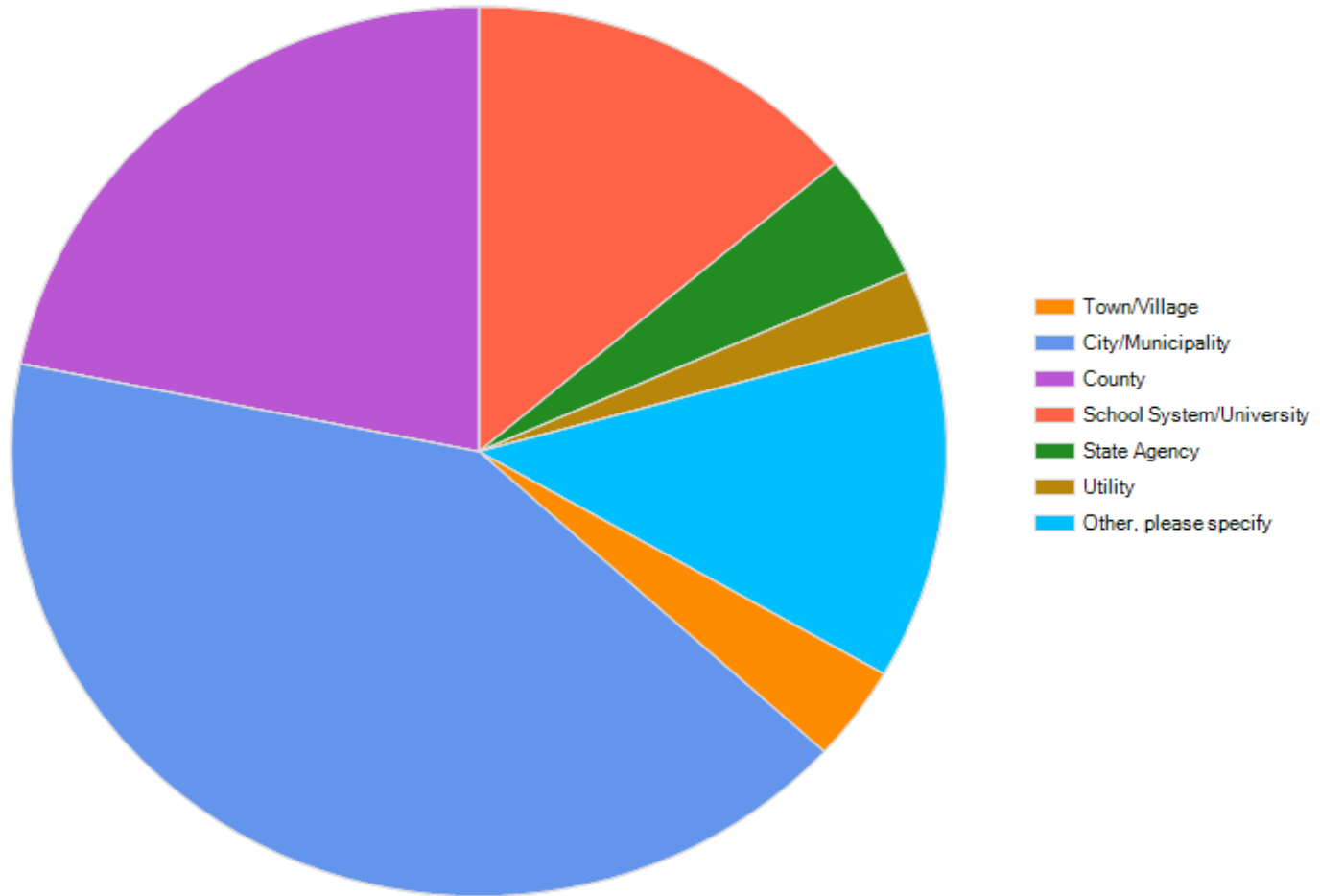- Buy American
  - Yes – 22.5%
  - No – 77.5%
- Minority of Small Business goals
  - Yes – 30.8%
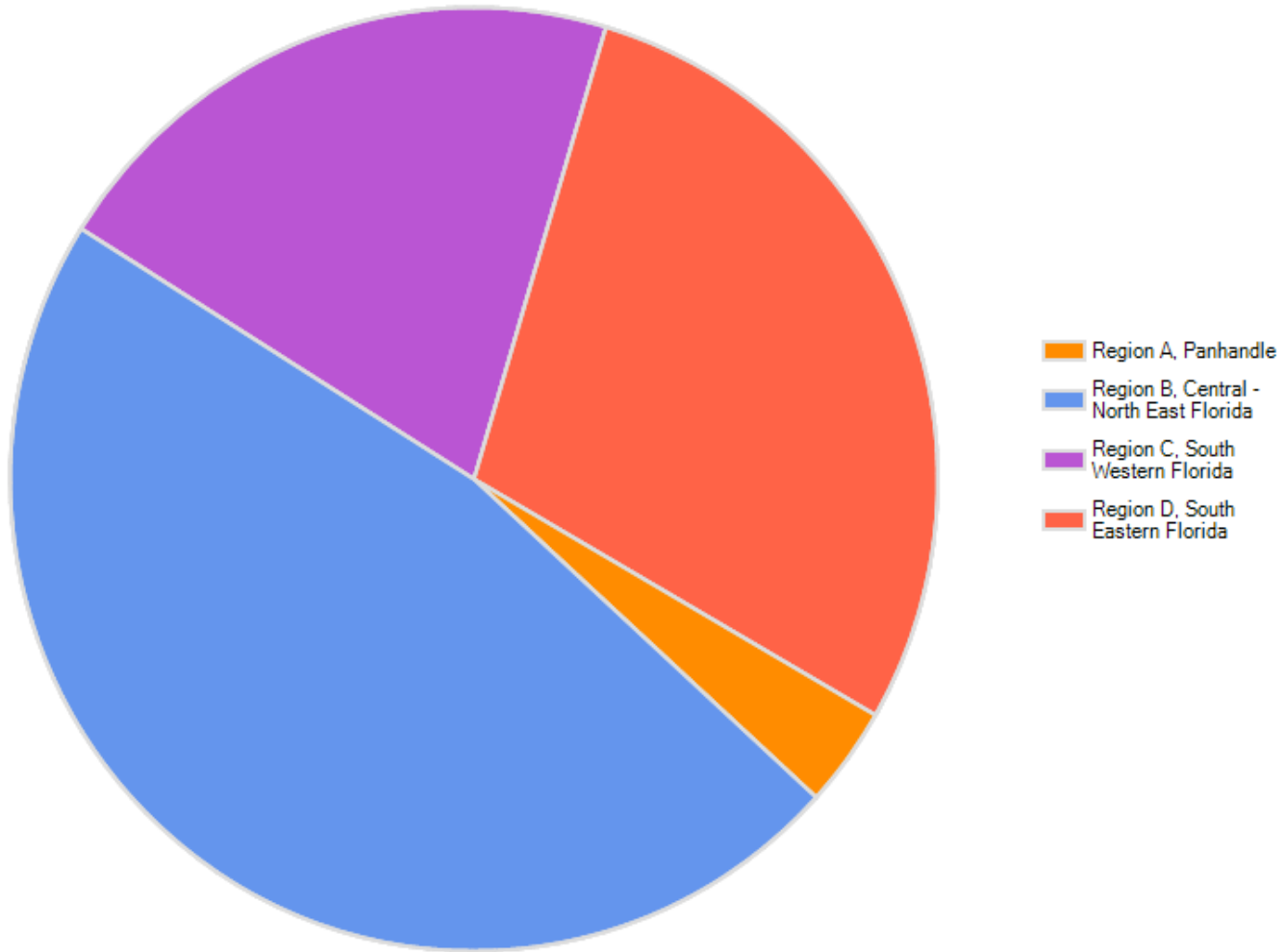  - No – 69.2%

# PART II – 2011 FAPPO SURVEY

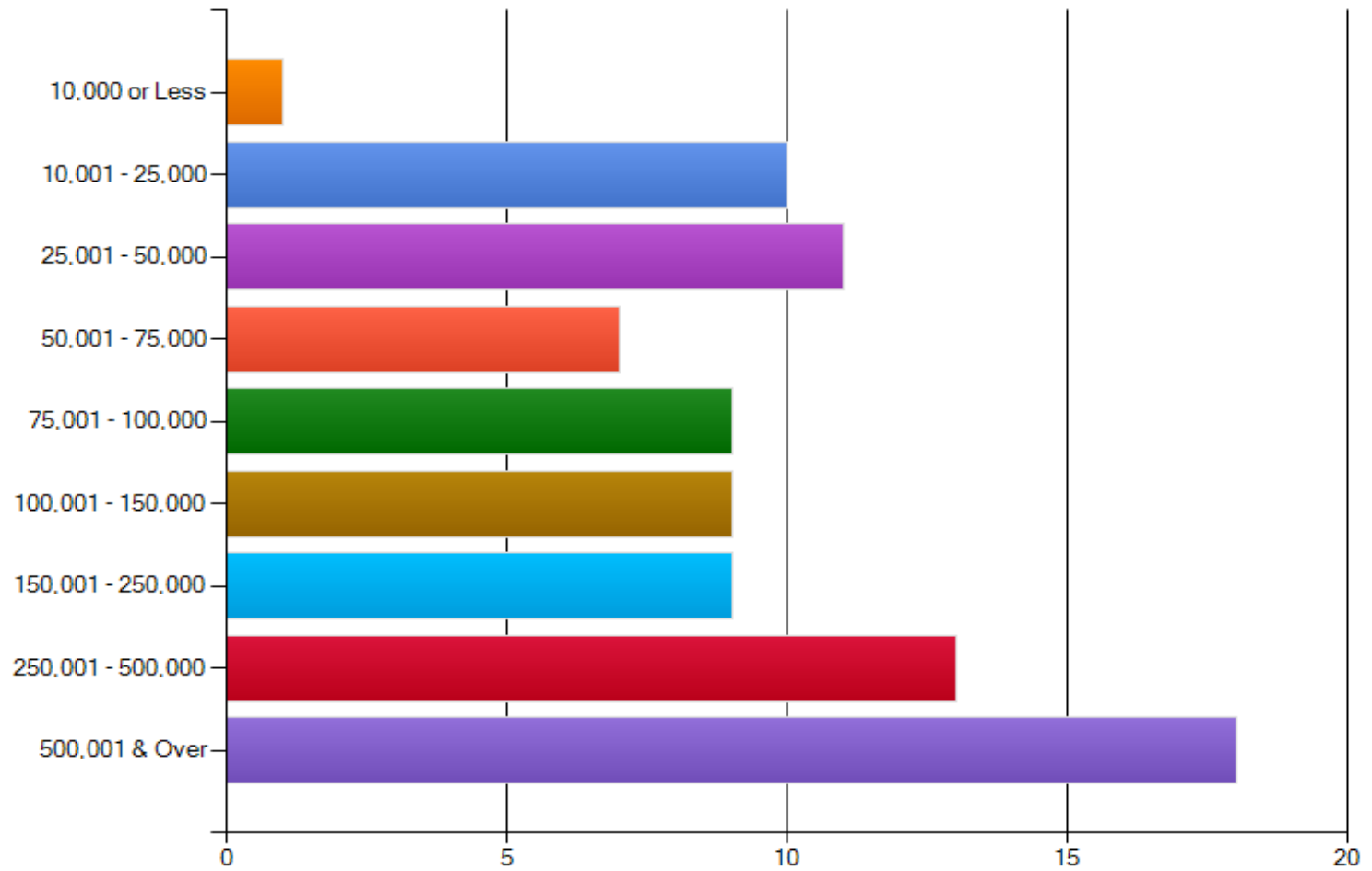POSITIONS, SALARIES, CERTIFICATIONS, EDUCATION

**Type of Governmental Entity**

- Town/Village
- City/Municipality
- County
- School System/University
- State Agency
- Utility
- Other, please specify

## Location



Legend:
- Region A, Panhandle
- Region B, Central - North East Florida
- Region C, South Western Florida
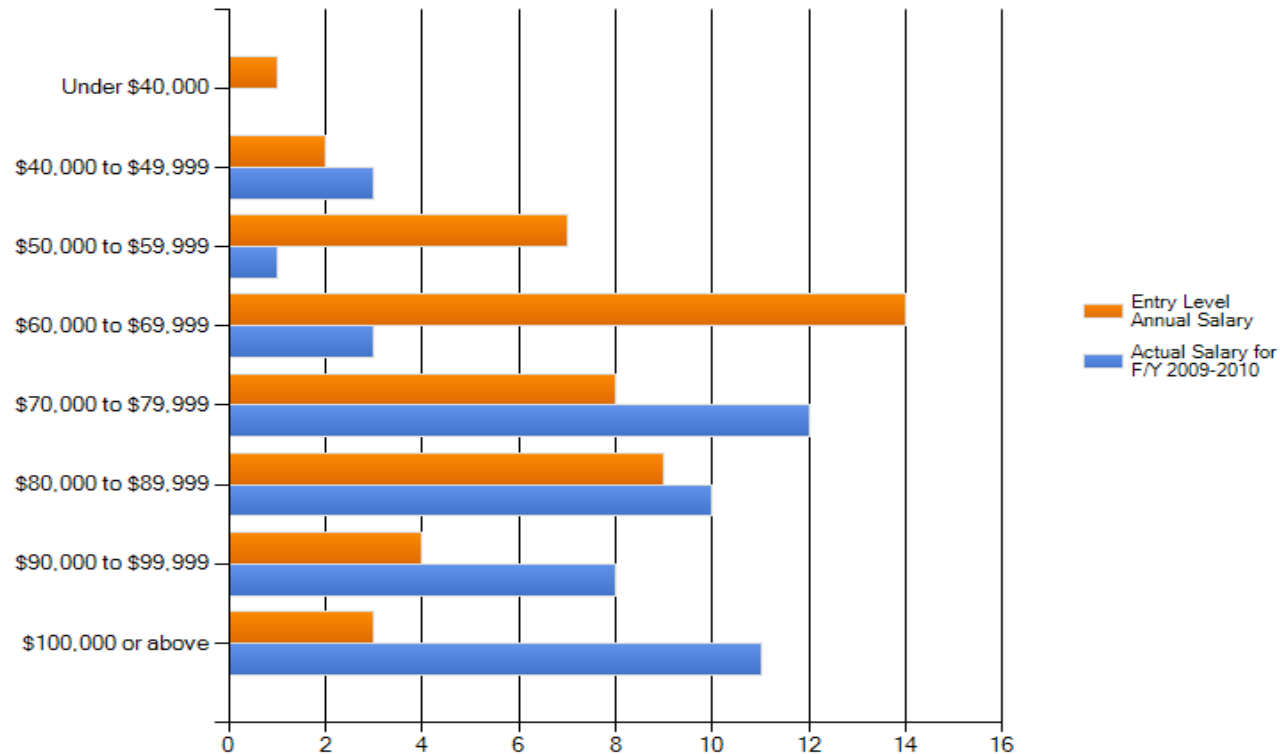- Region D, South Eastern Florida

What is the population of citizens serviced by your agency?
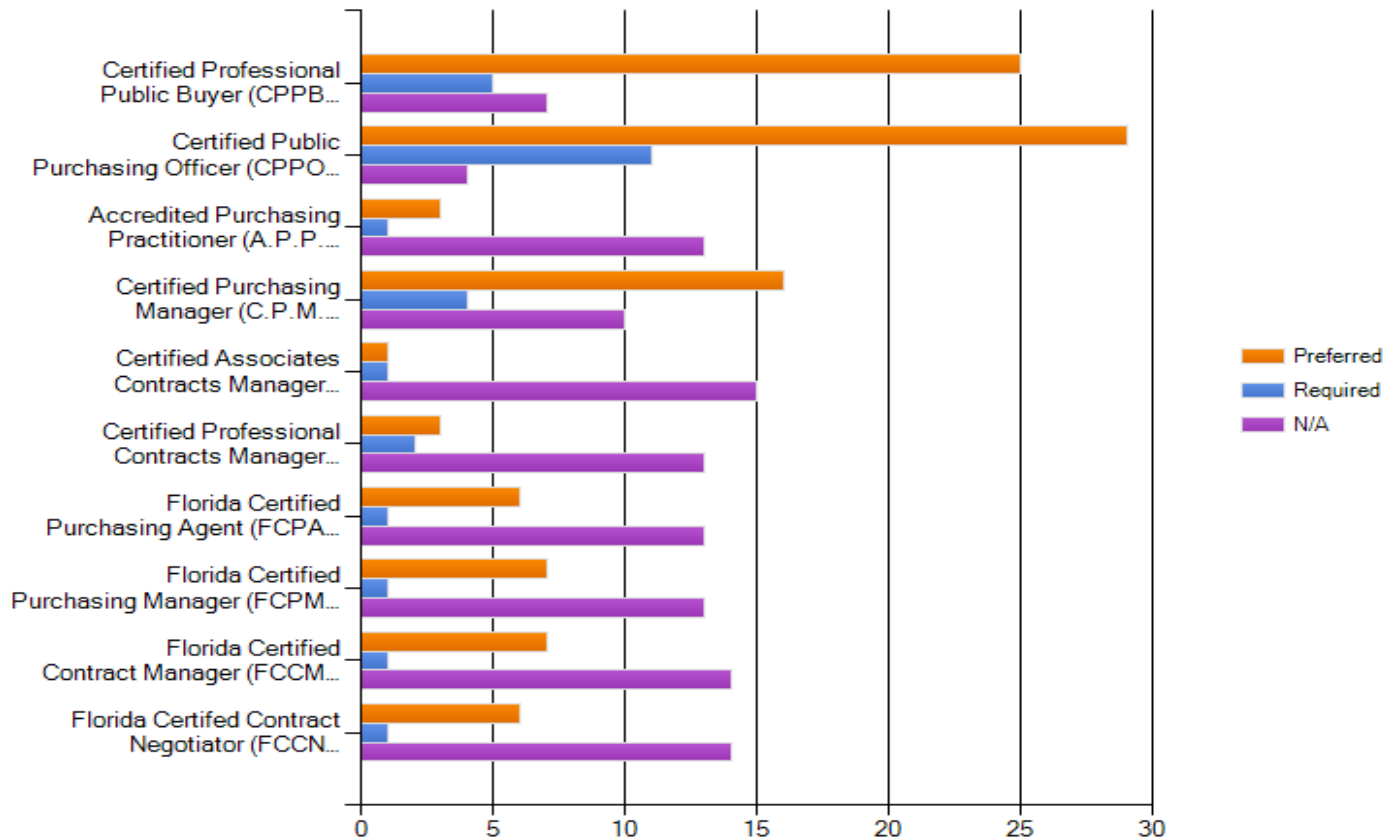
# Department Director of Chief Procurement Official



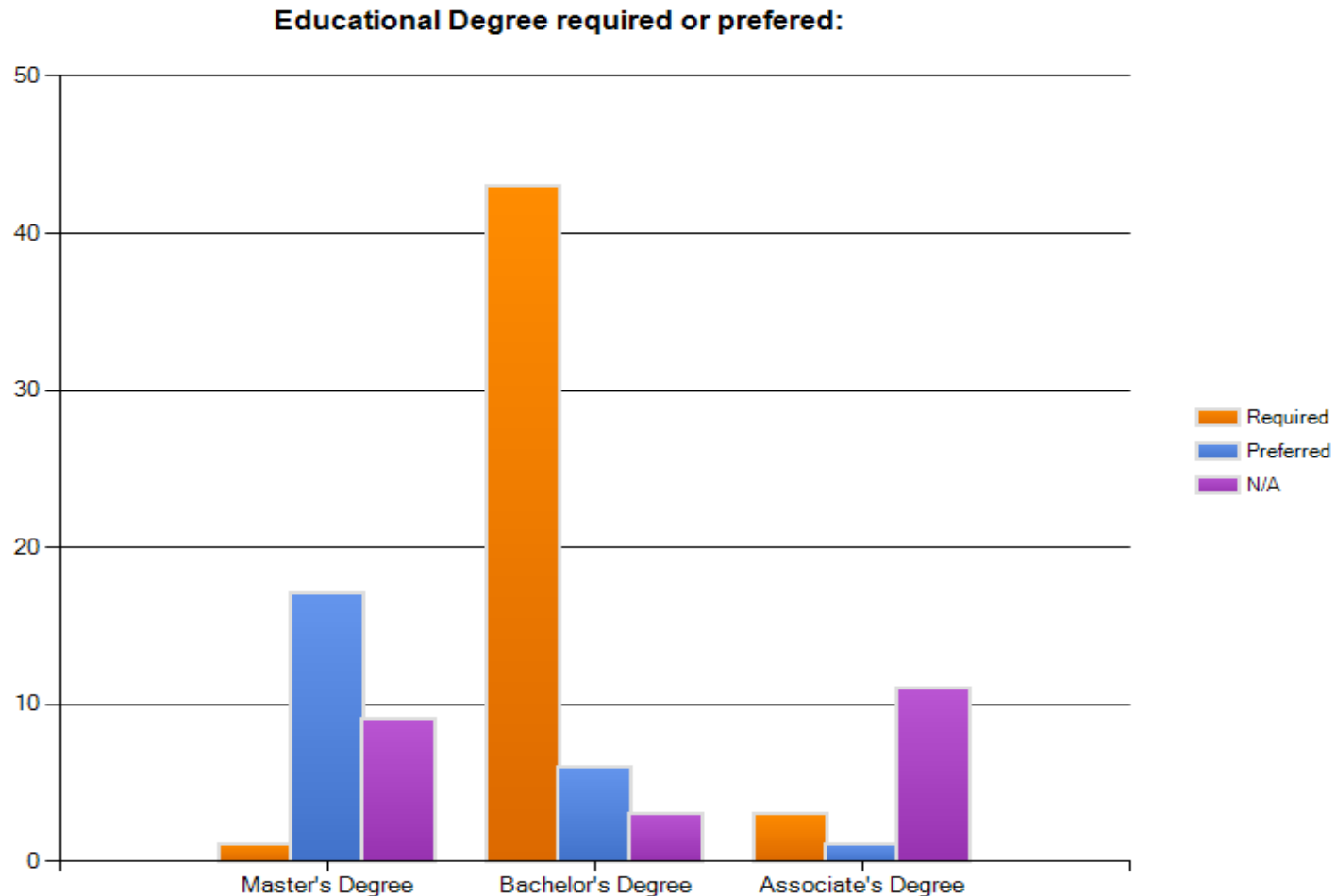Please select the appropriate annual salary ranges requested as follows:

# Department Director of Chief Procurement Official



Certifications required or prefered.

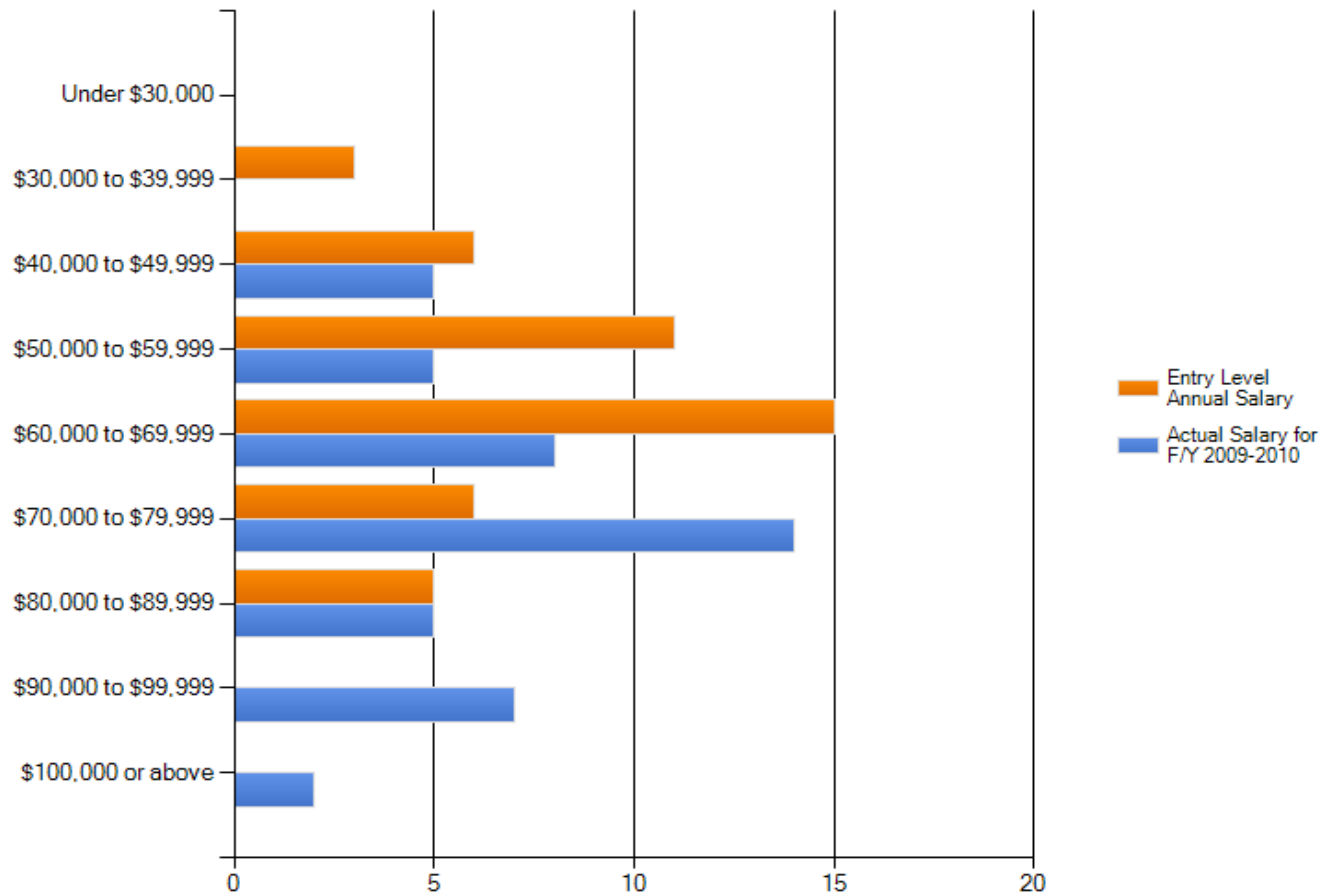# Department Director or Chief Procurement Official
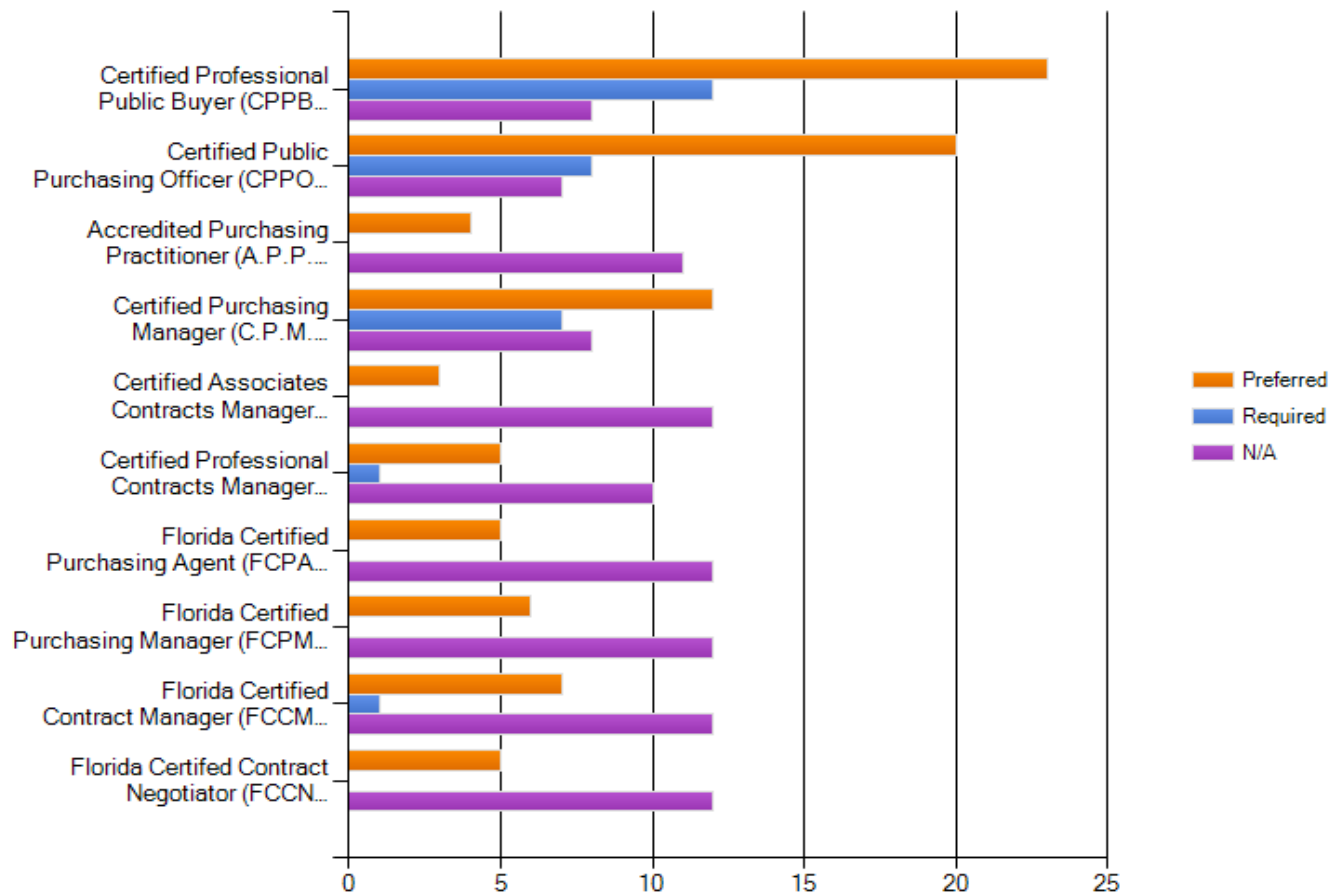


Educational Degree required or prefered:

# Purchasing Manager

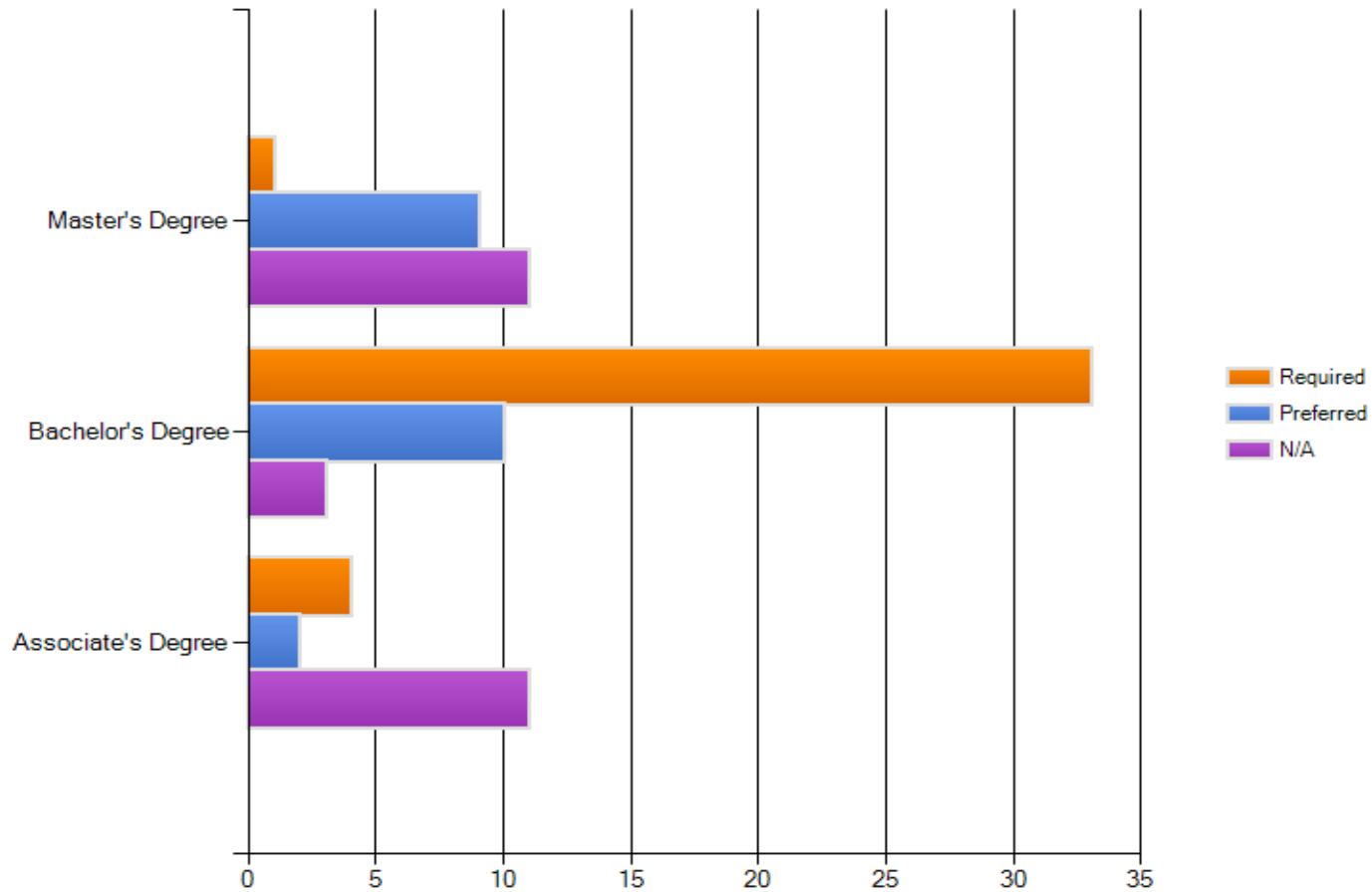**Please select the appropriate salary ranges requested as follows:**

# Purchasing Manager

**Certifications required or prefered.**

# Purchasing Manager



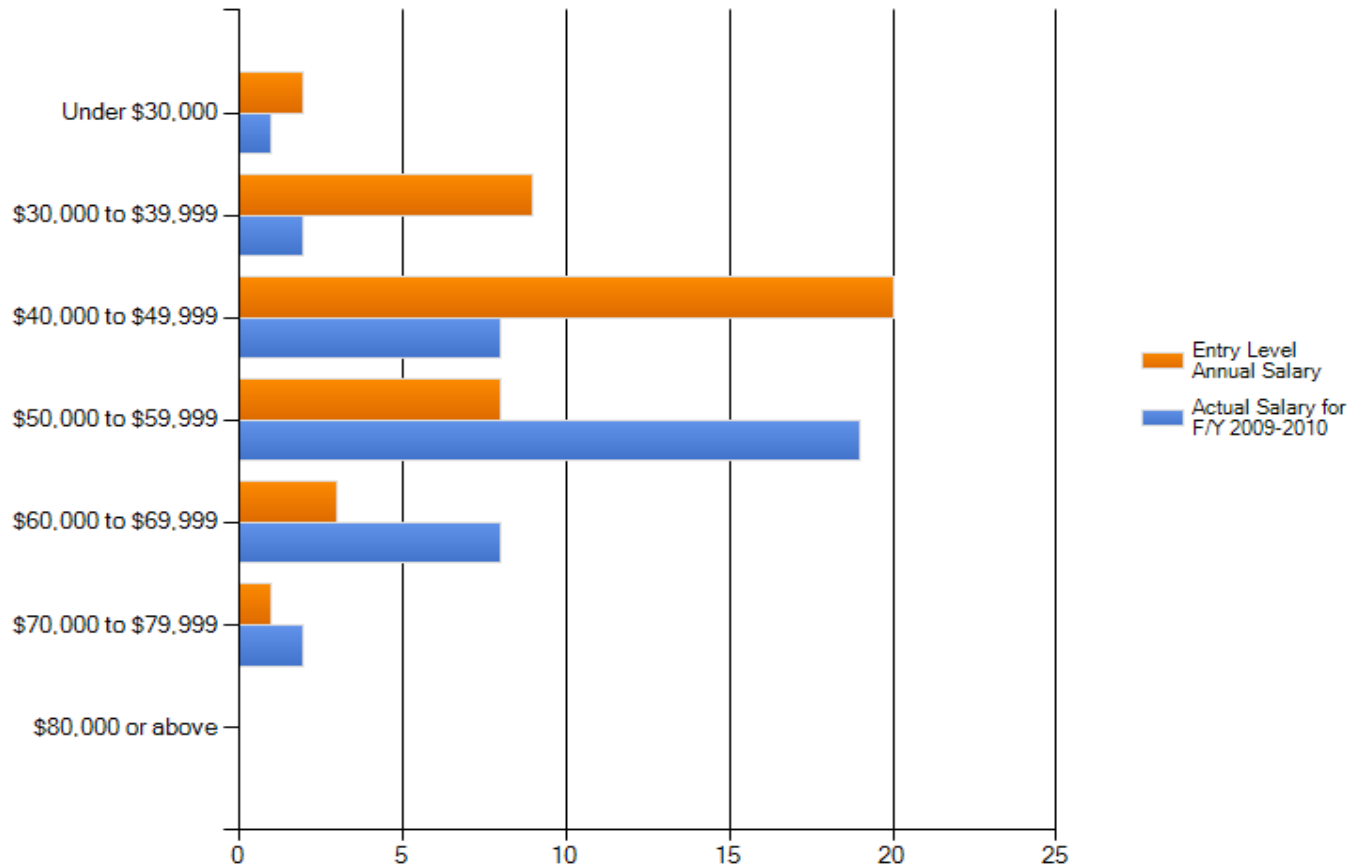**Educational Degree required or prefered:**

# Senior Buyers – Contracting Officers



**Senior Buyers or Contracting Officers (if more than one person holds this position, please provide the "average" salary for all positions combined).**

# Senior Buyers – Contracting Officers



Certifications required or prefered.
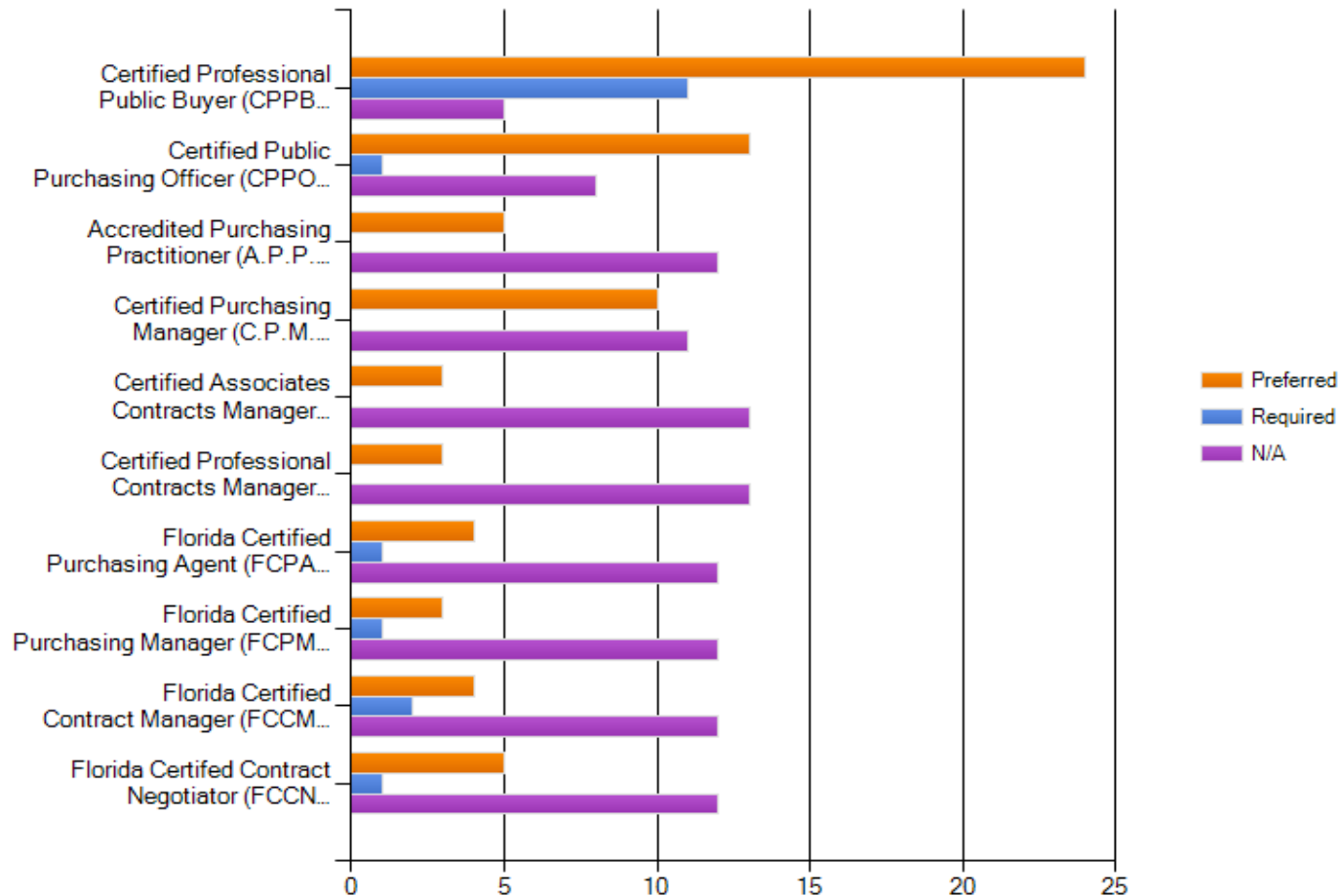
# Senior Buyers – Contracting Officers



Educational Degree required or prefered:

# Buyers



Buyer (if more than one person holds this position, please provide the "average" salary for all positions combined).
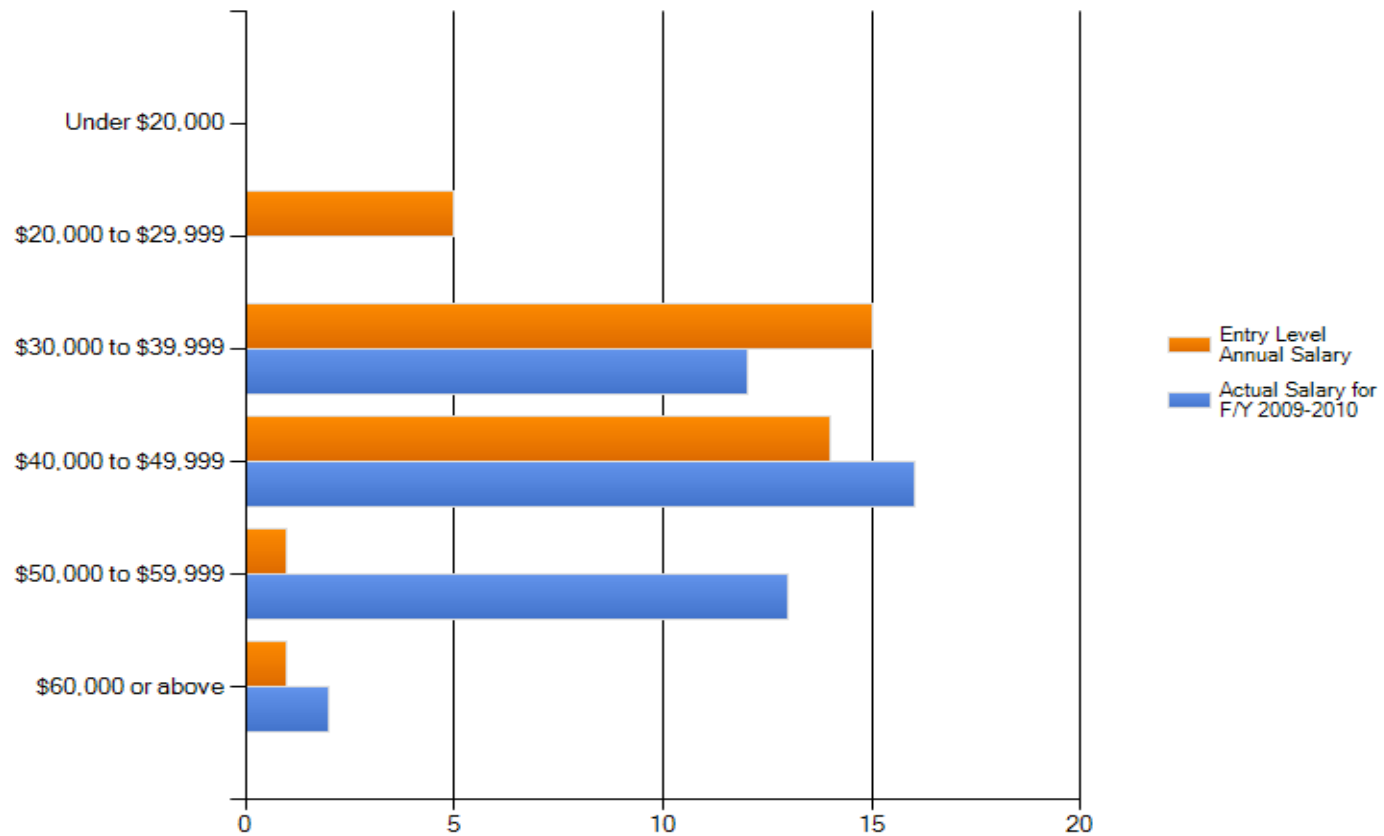
# Buyers



Certifications required or prefered.

# Buyers

**Educational Degree required or prefered:**

# Assistant Buyers, Purchasing Specialists, Purchasing Clerks



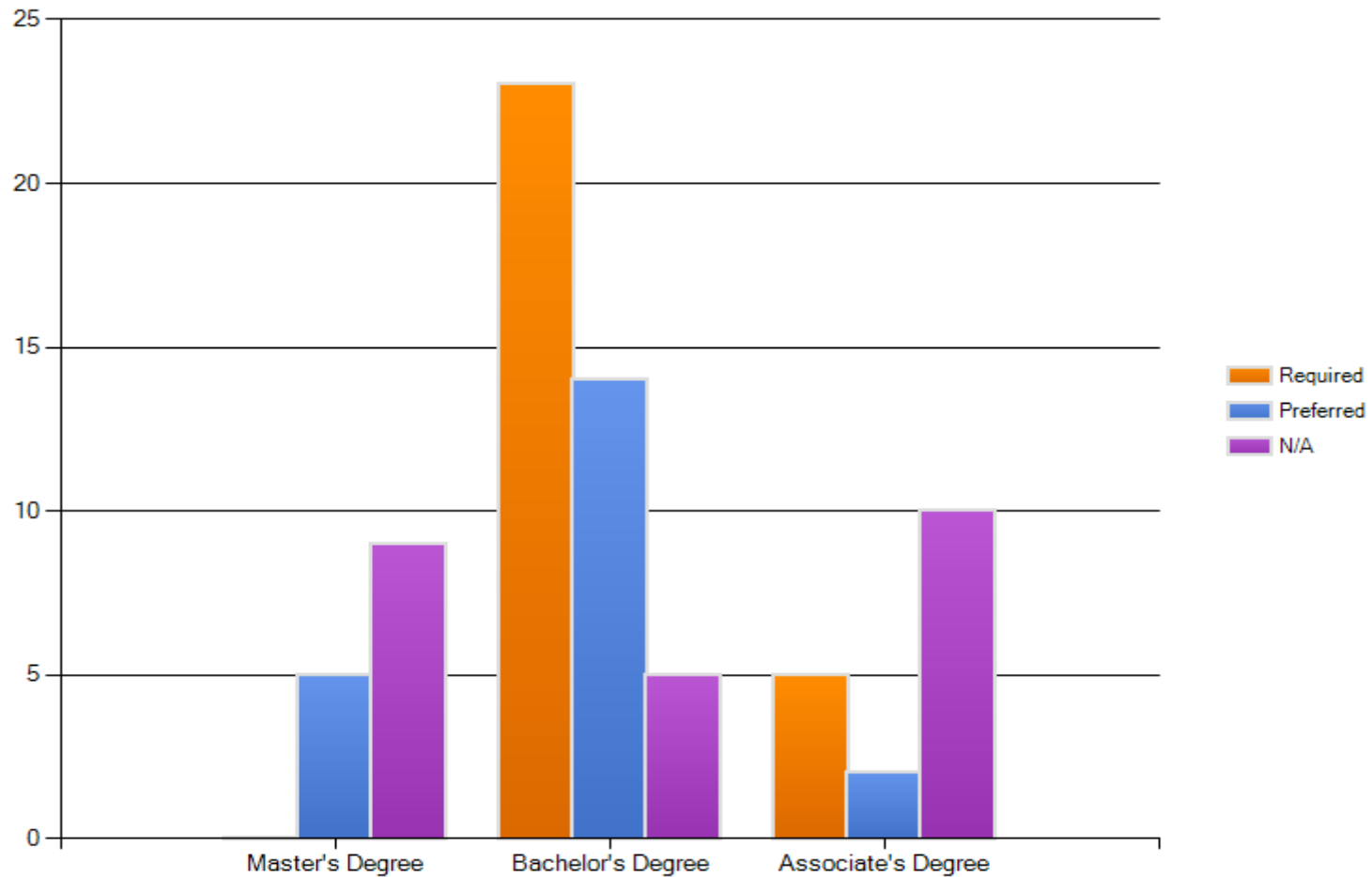Assistant Buyer, Purchasing Specialist, Purchasing Clerk (if more than one person holds this position, please provide the "average" salary for all positions combined).

# Expediter, Delivery Technician, Warehouse Technician
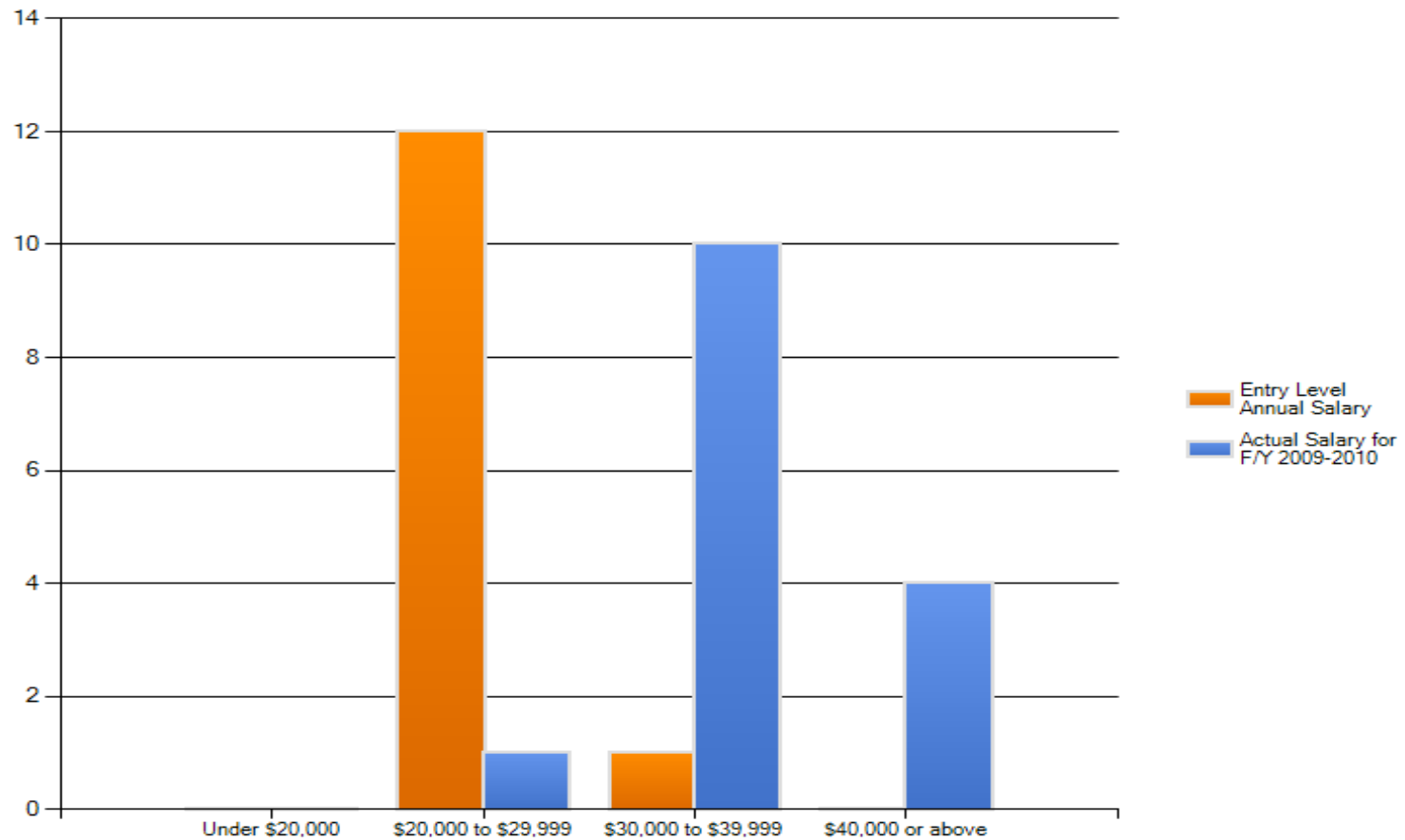
# Administrative Assistant - Secretary

Administrative Assistant or Secretary, (if more than one person holds this position, please provide the "average" salary for all positions combined).
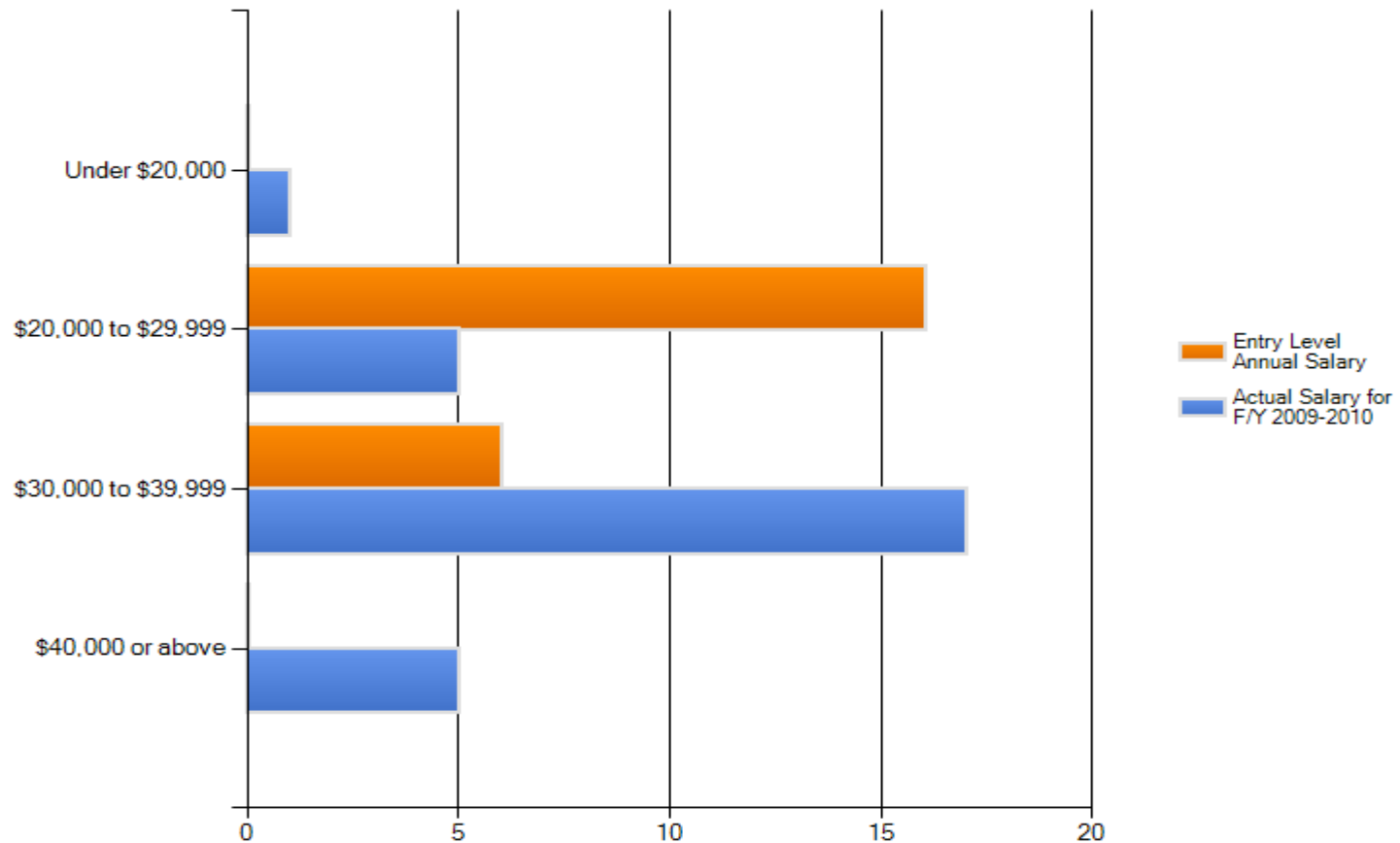
# Agency Incentive for Certification



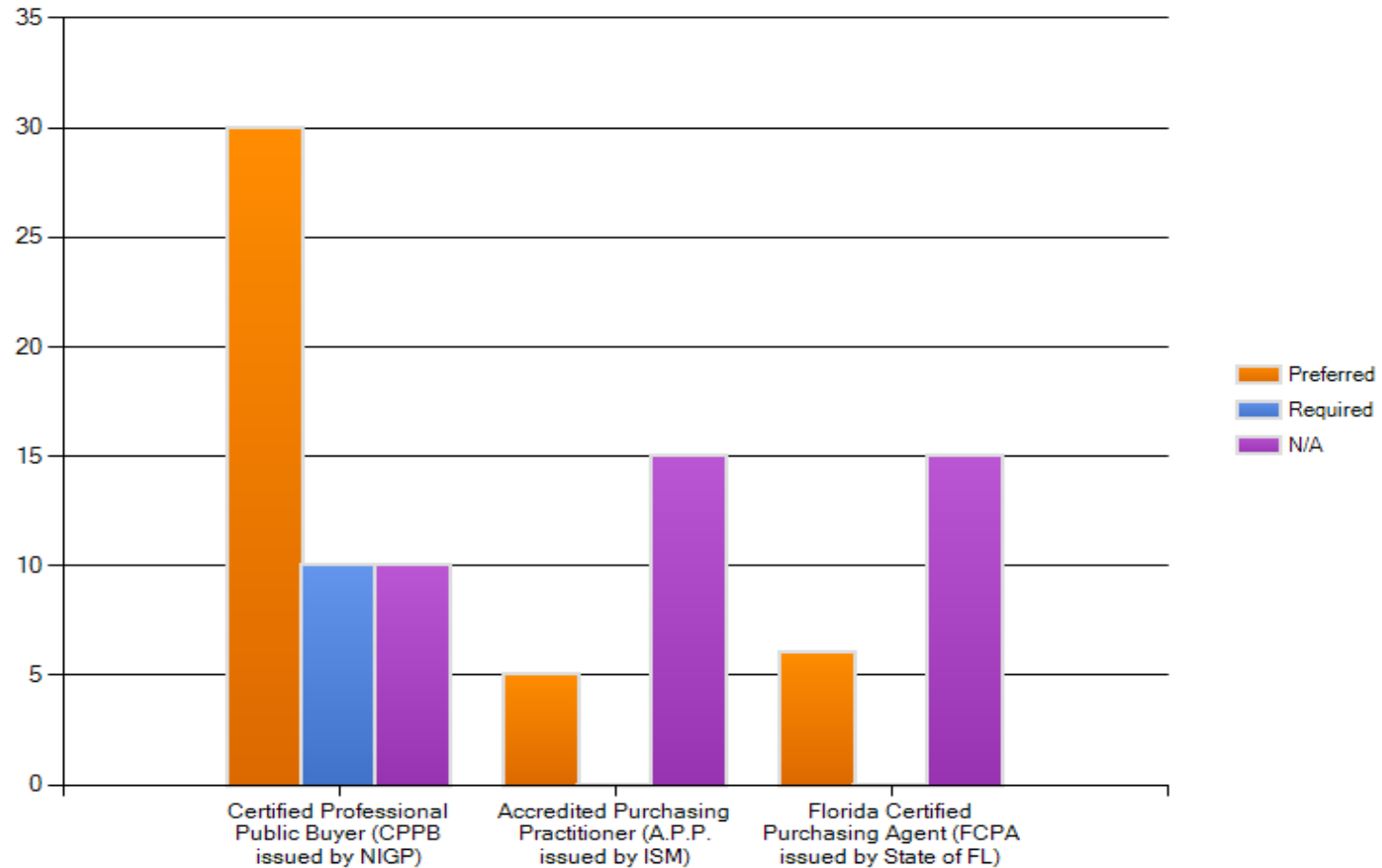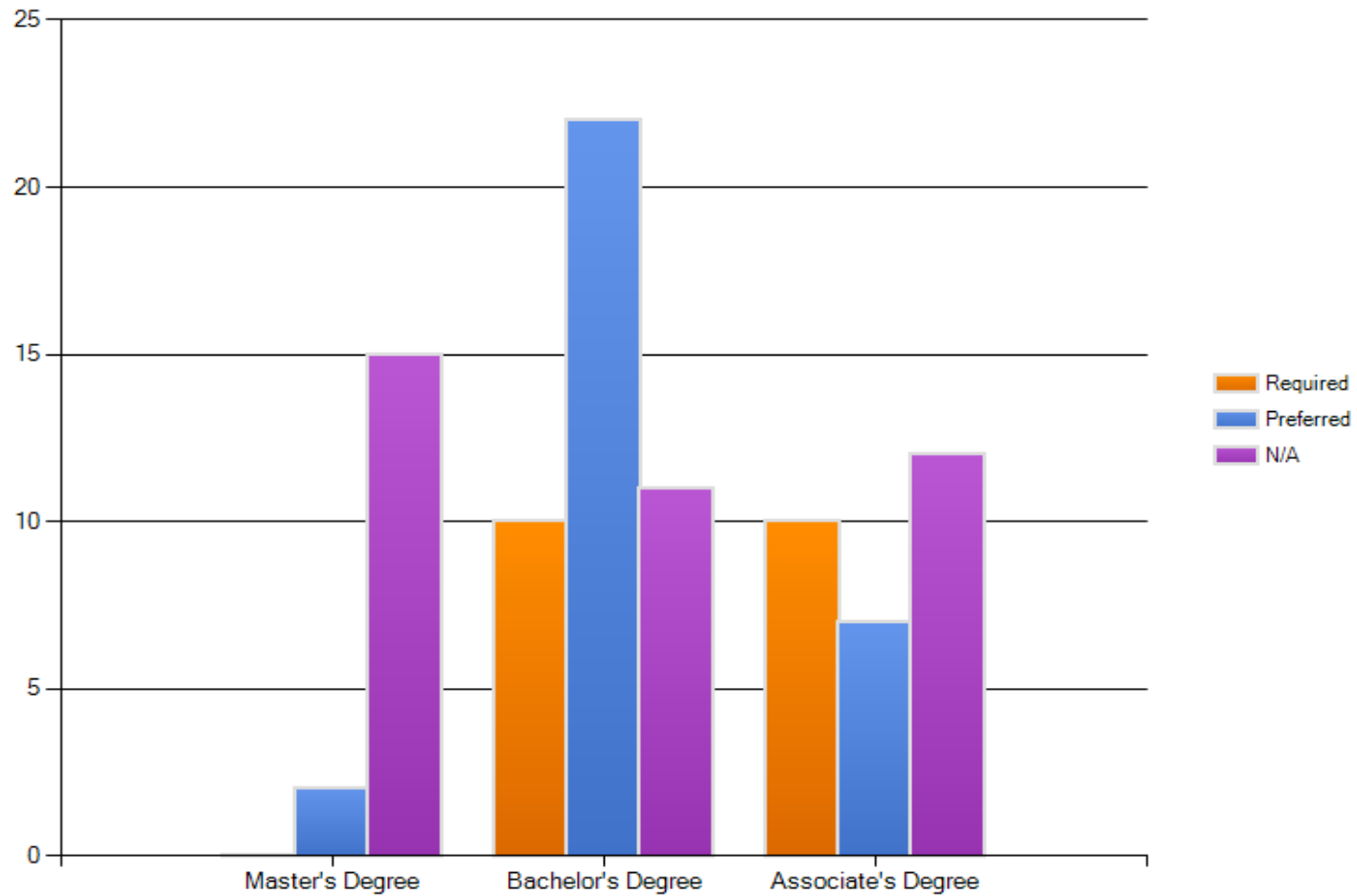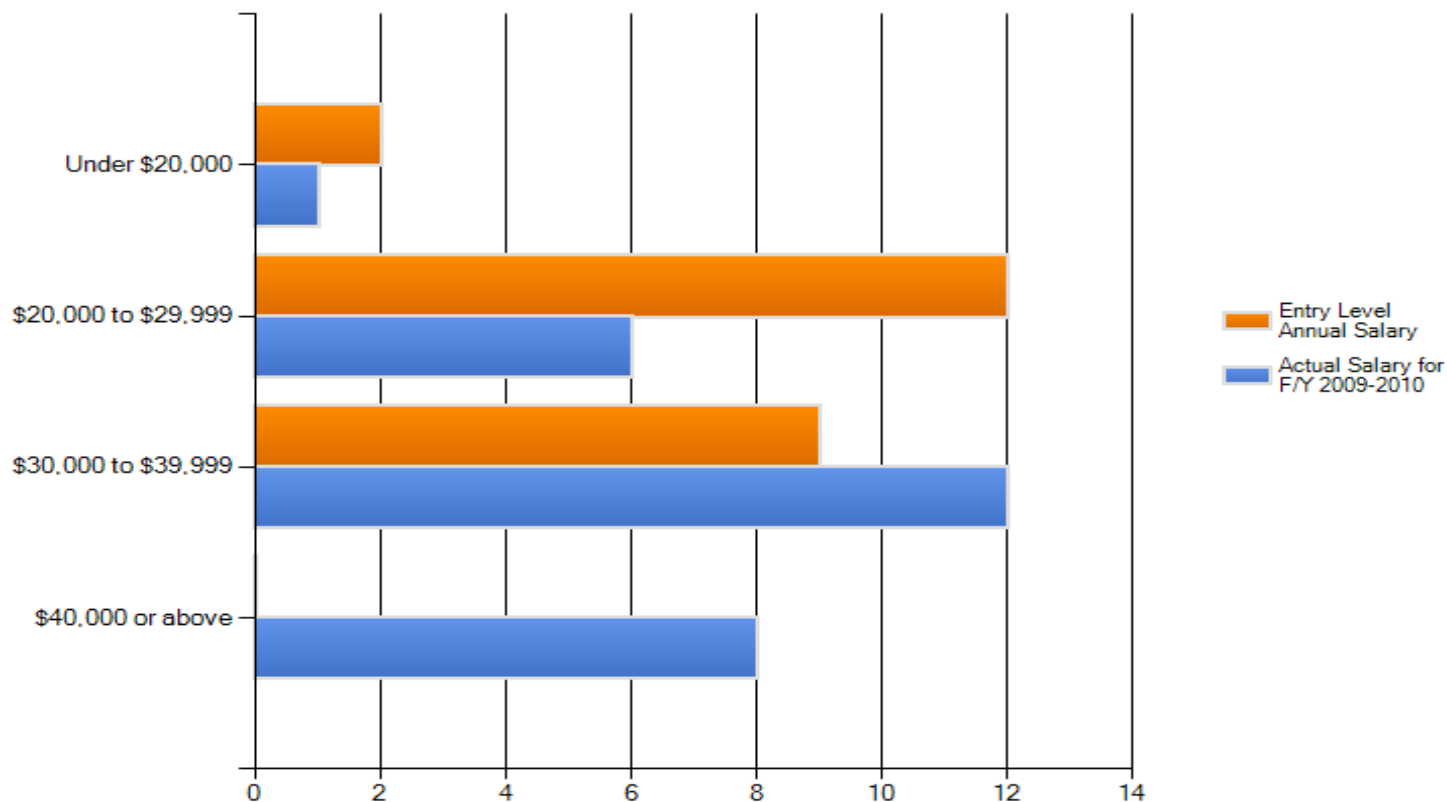Does your agency proivide incentives specifically to those employees holding current certification.

Yes
No
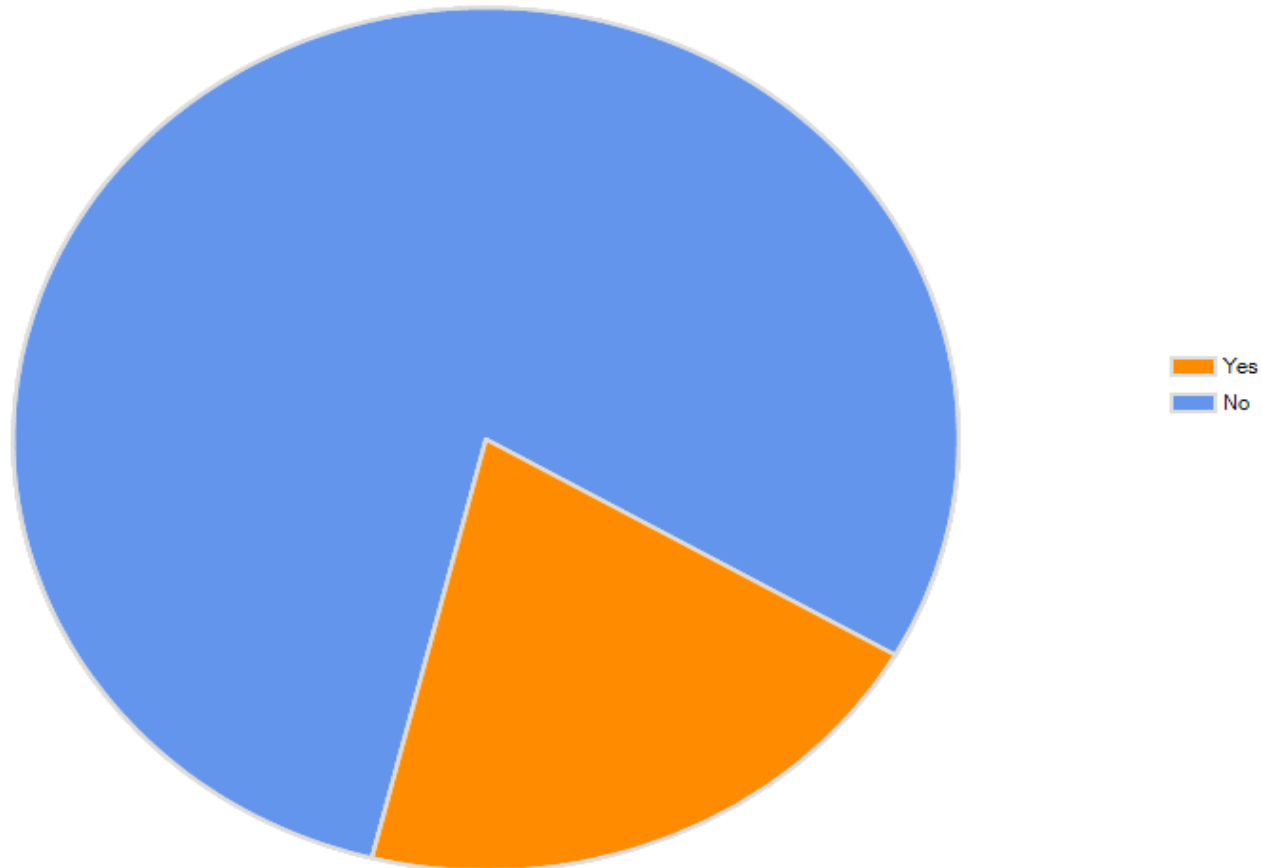
# Agency Incentive for Certification

- Incentives Provided Include:
  - Professional Conference Opportunities
  - Professional Training Opportunities
  - Promotional Opportunities
  - Annual Salary Increases
  - Increased Level of Purchasing Responsibility
  - Increased Level of Purchasing Authority

# Agency Financial Assistance

- 84.9% of Agencies Responding Provide Financial Assistance for Training leading to certification
  - 81.5% Pay 100% of tuition/registration
  - 44.6% Pay 100% of travel expenses
- Agencies Responding provide financial assistance
  - 78.7% Pay for Certification & Re-Certification – of those:
    - 90% Pay initial full application fee
    - 45% pay full re-certification fees

# Agency Financial Assistance

- 75% of Agencies Provide Financial Assistance for Testing - of those:
  - 84.7% of Agencies pay 100% of initial testing fees
  - 23.7% pay for re-testing

# Motivational Factors For Seeking Certification



In your opinion, what are the motivational factors for seeking a certification? (check all that apply):

Legend:
- Ability to earn a higher salary
- Ability to serve in leadership roles
- Advancement to higher positions within the organization
- Contributor in an effort to advance the profession
- Credibility to customers
- Demonstration of expertise
- Recognition as a professional by colleagues
- Recognition as a professional by superiors

# Agency Incentives for Higher Educational Degrees



Does your agency provide incentives specifically to those employees holding higher educational degrees.

Yes
No
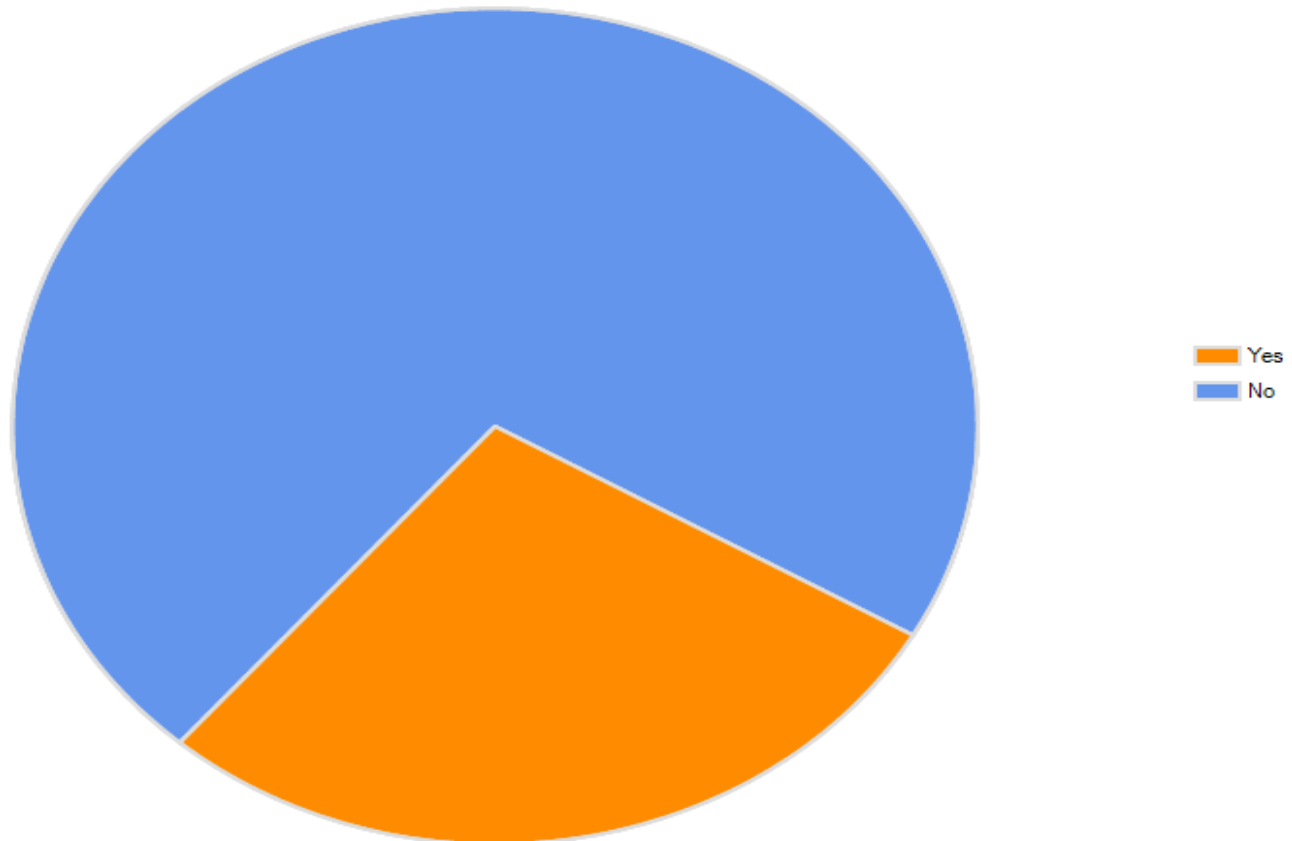
# Agency Incentives for Higher Educational Degrees

- Incentives Include
  - Promotional Opportunities
  - Annual Salary Increases
  - Increased level of purchasing responsibility
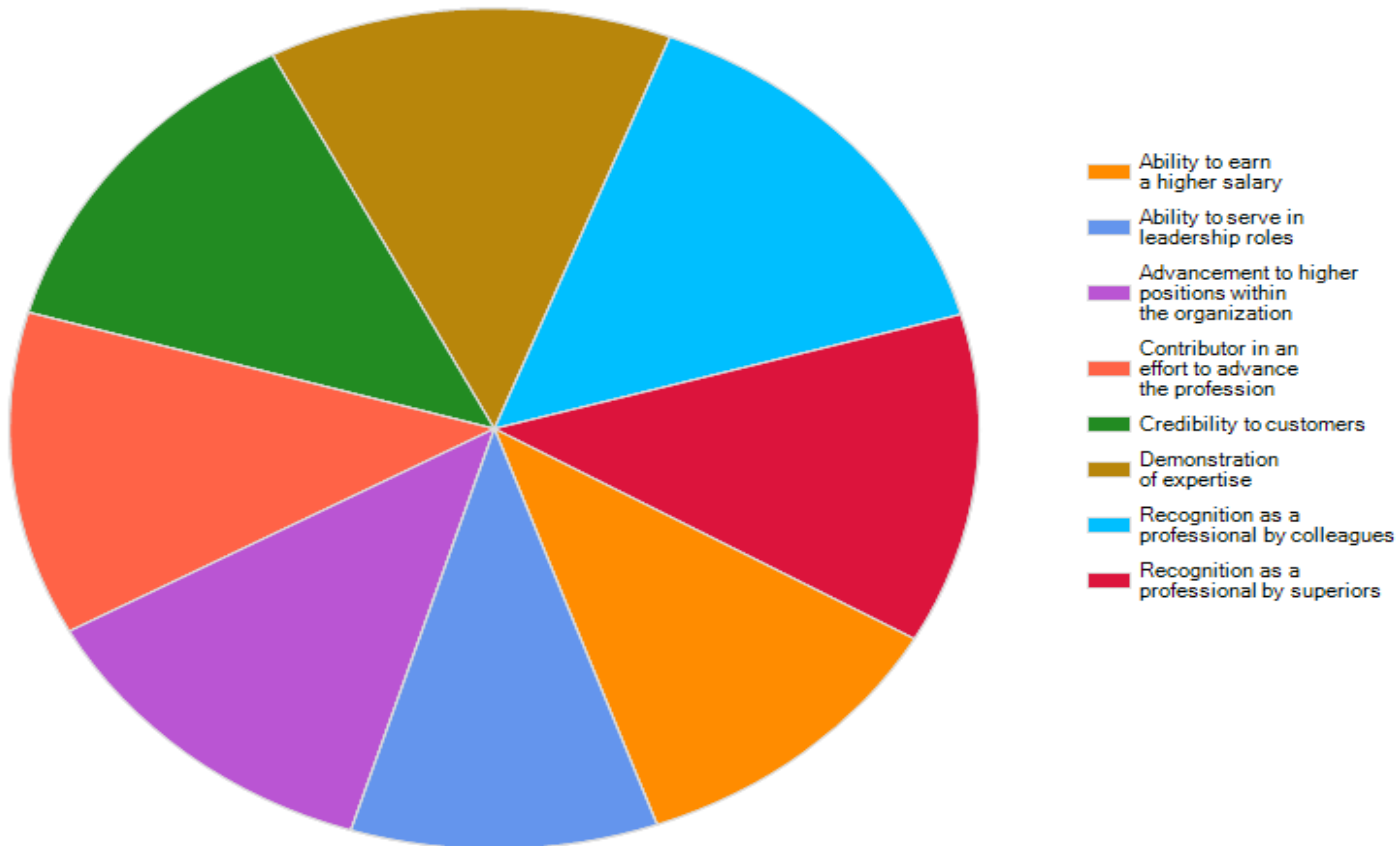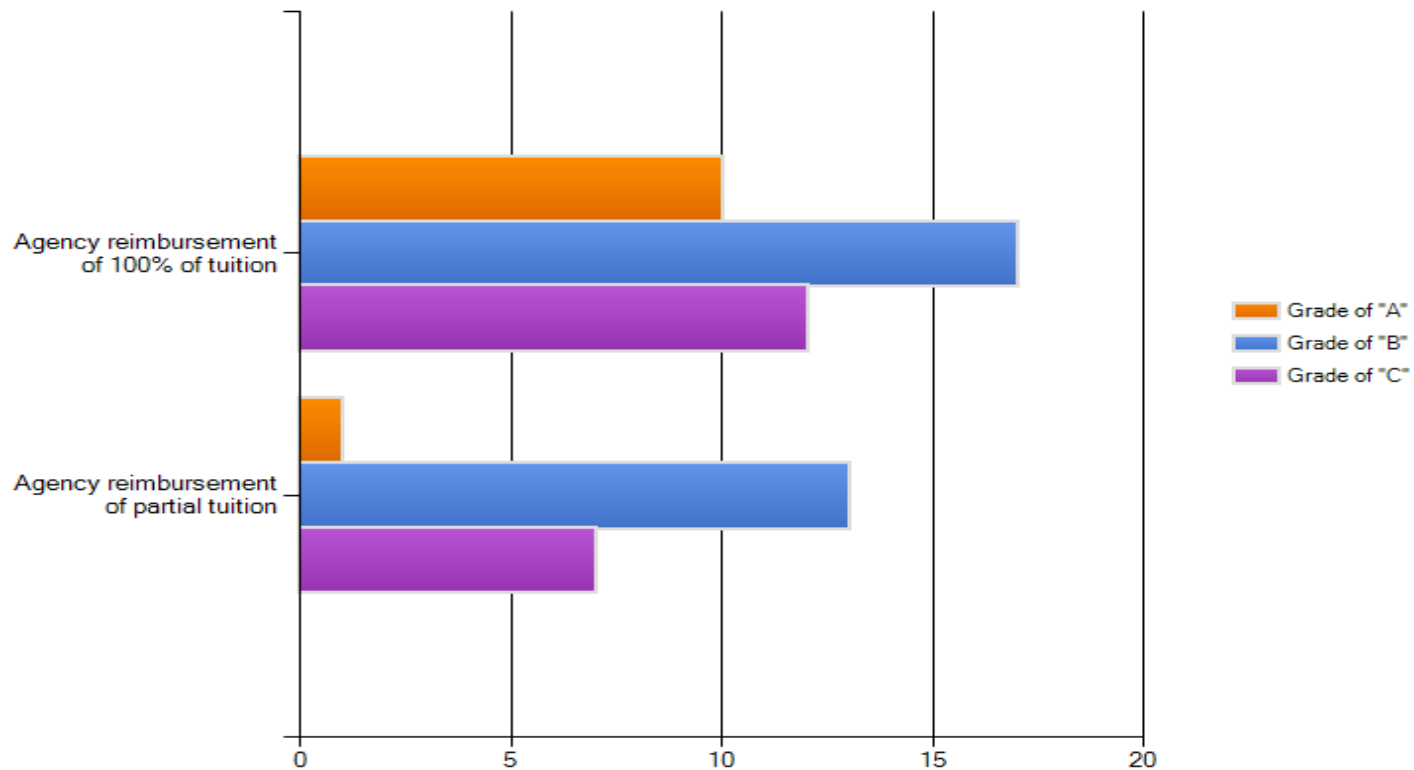  - Increased level of purchasing authority
  - Additional Educational Opportunities
  - Cash Bonus

# Agency Incentives for Higher Educational Degrees



If employee financial assistance is provided for college tuition, what grade has to be achieved to obtain:

# Motivational Factors for Seeking Higher Degree

- Ability to earn a higher salary
- -Advancement to higher position within organization
- -Recognition as a professional by colleagues
- -Recognition as a professional by superiors
- -Demonstration of expertise
- -Credibility to Customers
- -Contribution in an effort to advance the profession
- -Personal satisfaction

# Aging of the Workforce



Identify estimated number of years for planned retirement for persons holding the following positions (from current year-2011)
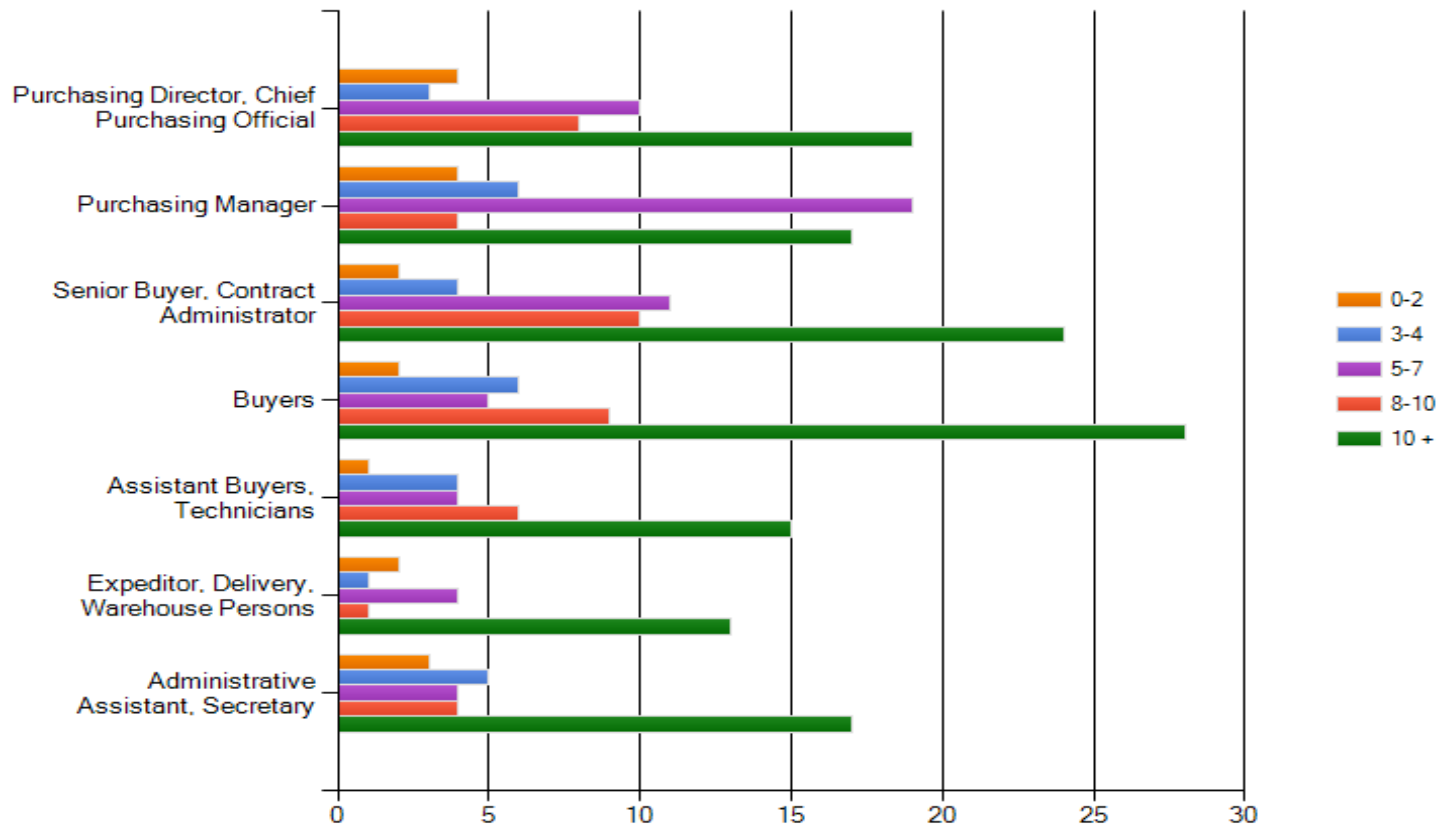
# Current Trends in Public Procurement - 2011

All detailed information regarding these slides is available on the FAPPO website at:

http://www/fappo.org

Questions??