Procurement: Bridging the Gap in Government Services

FCCMA Annual Conference
42% Over-worked
Share of Procurement Spend

- Bids & RFPs: 40.50%
- Cooperative Purchasing & Piggybacking: 19.80%
- Statewide Contracts: 18.80%
- Informal Purchasing or Sole Source: 20.90%

Survey of Government Procurement Professionals 2018
54% Not Enough Interest in Bids
Challenges Facing Staff

Contractor Management
6 vegetation contractors
2 electrical contractors
1 HVAC Contractor
HVAC Replacement for two buildings (multiple units)
Had been making repairs as needed without master plan
Had serious control and balance issues
Every office had a heater under their desk

Street Light failures were costing us thousands per year

Staff stretched to address all needs
<table>
<thead>
<tr>
<th>Existing Services</th>
<th>Annual Invoices</th>
<th>Annual Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mow and Blow</td>
<td>12</td>
<td>$65,724</td>
</tr>
<tr>
<td>Mow and Blow</td>
<td>12</td>
<td>$8,000</td>
</tr>
<tr>
<td>Mow and Blow</td>
<td>12</td>
<td>$4,290</td>
</tr>
<tr>
<td>Fertilization, Pest &amp; Disease Control</td>
<td>Staff</td>
<td>$12,850</td>
</tr>
<tr>
<td>Tree Trimming</td>
<td>2</td>
<td>$5,550</td>
</tr>
<tr>
<td>Certified Playground Mulch</td>
<td>Staff</td>
<td>$2,700</td>
</tr>
<tr>
<td>General Mulch</td>
<td>Staff</td>
<td>$2,000</td>
</tr>
<tr>
<td>Irrigation Repairs</td>
<td>Staff</td>
<td>$27,800</td>
</tr>
<tr>
<td>HVAC Maintenance</td>
<td>12</td>
<td>$4,800</td>
</tr>
<tr>
<td>HVAC Repairs</td>
<td>4</td>
<td>$10,488</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>54+</strong></td>
<td><strong>$144,202</strong></td>
</tr>
<tr>
<td><strong>New Program</strong></td>
<td><strong>16</strong></td>
<td><strong>$116,324</strong></td>
</tr>
</tbody>
</table>
Ease of Procurement

Consolidated Invoices and Contracts

Lowered Administrative Overhead

Single Source of Accountability

Guaranteed Prices

LAKE CLARKE SHORES RESULTS AND BENEFITS
Deferred Maintenance Challenges
Procurement Limitations
Vendors Issues

TEMPLE TERRACE CASE STUDY
Update Asset Inventory
Catch-up on Deferred Maintenance
Implement Postponed CIP Programs
Secure Ongoing Services to Supplement Staff

Getting it Done – The Procurement Challenge

TEMPLE TERRACE CASE STUDY
Single call for services
No PO issues
Eliminate Staff Inefficiencies
24 x 7 Service

< 4 Hour Response Time

No unbudgeted expenses

TEMPLE TERRACE CASE STUDY
(State) Florida Administrative Code, FL Code 60A-1.047.5

(State) Florida Statutes 287.042 and 287.057

(Municipalities) Florida Municipal Home Rule Pursuant to a procurement policy which contains the piggybacking policy of the City adopted by Resolution or Ordinance.

PIGGYBACKING SERVICES – ALLOWED
Approved upon a written recommendation of the City Manager or City Procurement Officer

Awarded in accordance with the general terms and conditions of the existing contract, including price

Existing contract was publicly advertised, issued and awarded by a bona-fide governmental agency

Contract includes an assignability clause

Vendor consents to the piggybacking and executes a separate agreement

Copy of the invitation to bid or RFP and the executed existing contract is attached as an exhibit to the piggyback contract

City must comply with its own laws and policies for the contract to be valid.
Questions for the Panel
Who We Are

PURPOSE
To take care of the people, spaces and places that are important to you

VISION
To be the clear choice in the industries we serve through engaged people

MISSION
To make a difference, every person, every day