

A stylized, colorful map of Chicago created by Stamen Design. The map uses a grid of yellow lines to represent streets, with various colored blocks representing different land uses: brown for urban areas, green for parks, blue for water, and purple for specific landmarks. The map is oriented with North at the top, and the city's coastline is visible on the right side.

Image/Map Credit: Stamen Design

PROCUREMENT

@abhinemani | CAPP 30130 | University of Chicago

A partial view of the Stamen Design map of Chicago, showing the bottom edge of the map with street grids and colored blocks.

CIVIC TECH: KEYS TO SUCCESS

Empathy

- Build with, not for
- Talk to users
- Understand behavior
- Learn what's out there

Lean

- It's more than just a technical process
- Expect failure
- Only build what's necessary
- Test, test, test

Data

- Data “lives” everywhere
- Be ready to scrape
- Open data is your friend
- ETLs are your best friend

Users

- ~~If you build it they will come~~
- Listen and learn
- Define metrics
- Find partners

Sustainability

- Consider your options: startup, open source, non-profit, academic, etc
- Tech -> Policy
- Expect to train everyone
- Document everything

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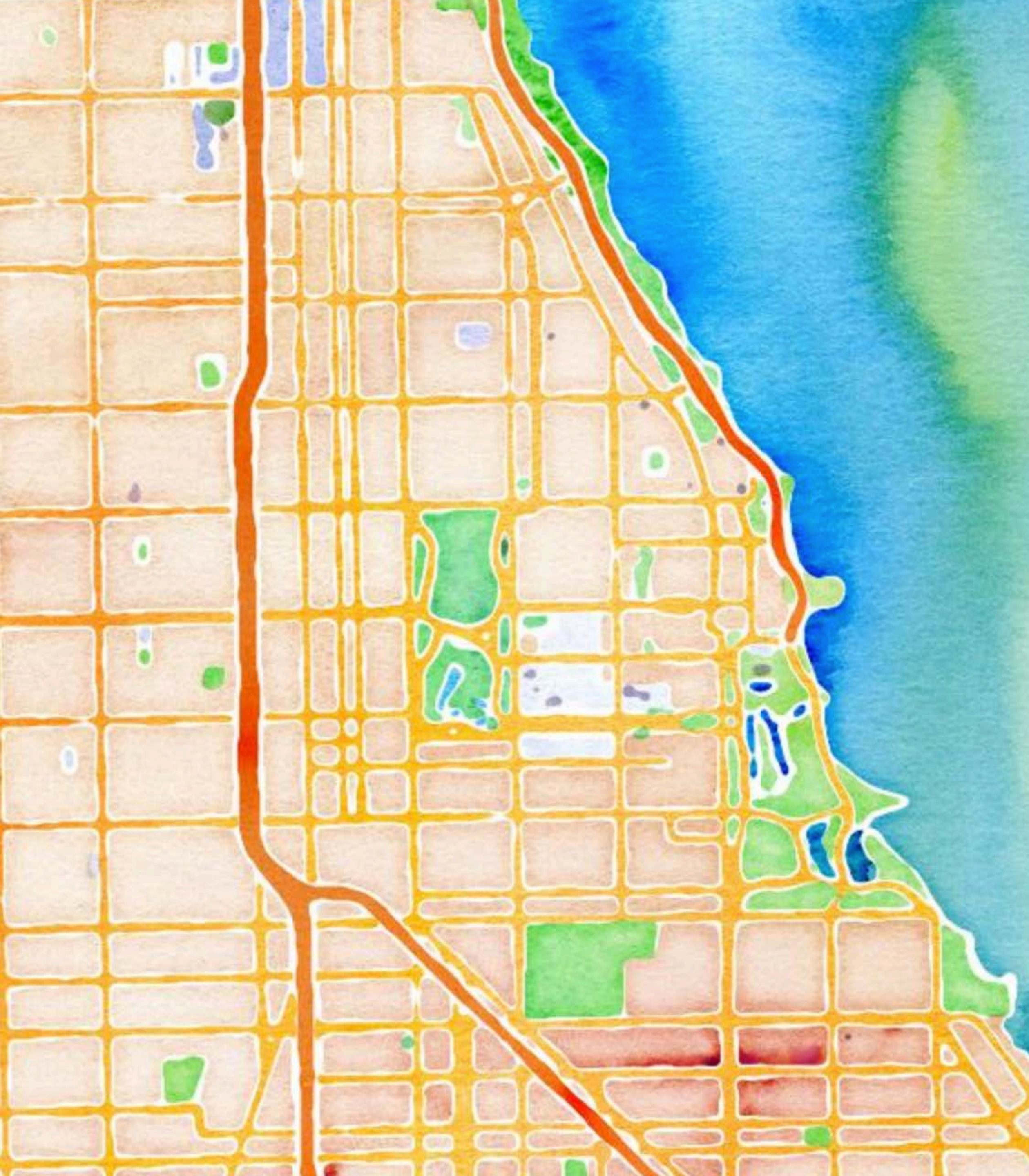
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AGENDA

- Case Study: Code for America Fellowship
- Background
- Challenges
- Opportunities



01010111 01100101 00100000 01110100 01101000 01100101
00100000 01010000 01100101 01101111 01110000 01101100
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-James Madison

System Architect, 1787

CODE THE NEXT CHAPTER OF AMERICAN HISTORY
CODEFORAMERICA.ORG/FELLOWS

CODE *for*
AMERICA

CASE STUDY: CODE FOR AMERICA

- Problem: New program without precedent needed quick funding run
 - New program meant there wasn't an example to point to for either evidencing ROI or illustrating a contract vehicle
 - As a startup with significant human capital expenses waiting for 18+ months would have been untenable
- Solution: Creative contracting and cross sector collaboration
 - Funding: Program was positioned as a “training” program in many cities, instead of a traditional software procurement, which meant there were fewer requirements and different funding pools
 - Collaboration: Program was funded through city fees and foundation/corporate sponsors to varying degrees depending on availability and needs (eg Philadelphia used foundations and local corporates to cover two years of partnership)
- Outcomes: \$10M “contracts” per year after 2 years



HOW'D WE GET HERE





TAMMANY HALL & 14TH ST. WEST. B 20934
Copyright 1914 By IRVING UNDERHILL, N.Y.





THE "BRAINS"

THAT ACHIEVED THE TAMMANY VICTORY AT THE ROCHESTER DEMOCRATIC CONVENTION.



Dr. Seuss's "Tammany Hall," November, 1941

Topic: [CXO](#)

Follow via:  

California abandons \$2 billion court management system

Summary: *California's court management system is now officially dead. It's time for state legislators to examine how the state manages its multi-billion dollar budget.*



By [Michael Krigsman](#) for [Beyond IT Failure](#) | April 2, 2012 -- 06:52 GMT (23:52 PDT)



Follow @mkrigsman

Get the ZDNet Must Read News Alerts - US newsletter now

“

“Procurement is for pencils.

-@MTBracken

CHALLENGES

- Challenges
 - In v Outsourcing
 - Budgeting
 - Discovery
 - Process / Paperwork
 - Requirements
 - Insurance
 - Residency

400+ DAYS

INSOURCING V OUTSOURCING

BUDGETING

BUDGETING

- Time Horizon
 - Budget planing begins a year out (if not more)
 - Things change...
- Whats v Needs
 - CIOs often have to prioritize upkeep v maintenance over new projects
 - Many new projects are “want to haves” not “need to haves”
- Lots of cooks
 - Budgets have be approved by Budget office + executive and then typically enacted by legislature
 - Typically there’s great hesitation around discretionary funds





FEATURES

CUSTOMERS

PRICING

WHY BIDSYNC

THE LAB

BLOG

 SIGN IN

GET BIDSYNC NOW

☐ Monthly

☐ 6 Month
Discount up to 20%

☒ Annual
Discount up to 25%
MOST POPULAR

BidSync - State Pro

\$59^{.00}
/Month
Billed Annually

1 State of your Choice

Basic Matching
Basic Bid Information
Standard Customer Success Package

GET BIDSYNC PRO

BidSync - Regional Pro

\$69^{.00}
/Month
Billed Annually

1 Multi-State region of your choice

AI-Powered Relevance Engine
Advanced Bid Information
Standard Customer Success Package

GET BIDSYNC PRO

BidSync - National Pro

\$119^{.00}
/Month
Billed Annually

Nationwide

AI-Powered Relevance Engine
Advanced Bid Information
Premium Customer Success Package

GET BIDSYNC PRO

	<input type="text" value="Search"/>									
FILTER	NEW FOR YOU	YOUR SAVED BIDS	ALL BIDS							
Keywords (3)	Match	Bid Title Bid ID	Agency	State	End Date Added					
Enter Keywords		Website Design for BP2000 RFP-066-19-RT	City of Tallahassee	FL	05/15/2019 7 Days Ago	 				
Negative Keywords		Professional Services Library - Architectural Study, Planning & Design 18-7432-AR	Collier County	FL	05/15/2019 8 Days Ago	 				
States/Provinces		FIELDHOUSE SEISMIC UPGRADE - DESIGN 22238	University of Utah	UT	05/23/2019 6 Days Ago	 				
Bid End Date		Design Build Logan Blvd-Immokalee Rd-VBR New 24 FM 19-7605	Collier County	FL	06/20/2019 5 Days Ago	 				
SEARCH										
Clear All	Load Default	Save Search								
Edit Default Filters										

“

Tallahassee Website RFP:

96 pages

TABLE OF CONTENTS

<u>SECTION</u>	<u>DESCRIPTION</u>
1.0	Notices/Instructions to Respondents
1.1	Introduction
1.2	Personnel to Contact of this Solicitation
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1.4	Minority Business Enterprise Participation
1.5	Local Vendor Affidavit
1.6	Contract Award
1.7	Right of Rejection
1.8	General Terms and Conditions
1.9	Grievance Procedures
1.10	Selection Process
1.11	Confidentiality
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1.15	Certification of Drug-Free Workplace
1.16	Cost Incurred by Contractors
1.17	Modification/Withdrawal of Submittals
1.18	Review and Approval of Contract Staff
1.19	E-Verify
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1.21	Availability of Funds
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1.25	Purchases by Other Public Agencies

PROCESS

- ☐ [FINAL RFP SECTION 1 FINAL.pdf](#) [download]  Not viewed
- ☐ [FINAL Statement of Work. 4-18-19.pdf](#) [download]  Not viewed
- ☐ [Representations and Certifications](#) [download]  Pending acceptance
- ☐ [Certification of Drug Free Workplace](#) [download]  Pending acceptance
- ☐ [Local Vendor Affidavit](#) [download]  Pending acceptance
- ☐ [MBE Utilization Form](#) [download]  Pending acceptance
- ☐ [Statement of Good Faith Efforts](#) [download]  Pending acceptance
- ☐ [Addendum 1 066-19-RT 5-7-19.pdf](#) [download]  Not viewed
- ☐ [BP Style Guide v5.pdf](#) [download]  Not viewed
- ☐ [Draft Addendum 2 066-19-RT 5-8-19.pdf](#) [download]  Not viewed

convicted vendor list. Any person must notify BP2000 within 30 days after a conviction of a public entity crime applicable to that person or to an affiliate of that person.

1.8.3 ISSUANCE OF ADDENDA

1.8.3.1 If this solicitation is amended, BP2000 will issue an appropriate addendum to the solicitation. If an addendum is issued, all terms and conditions that are not specifically modified shall remain unchanged.

1.8.3.2 Respondent shall accept the Addendum in BidSync.

1.8.3.3 Only when directed in solicitation shall Respondent acknowledge receipt of each addendum to this solicitation using one of the following methods:

- By signing and returning the addendum;
- By signed letter;

1.8.3.4 BP2000 must receive the acknowledgment by the time and date, and at the location specified for receipt of SOQs.

1.8.4 PAYMENT

1.8.4.1 Prompt Pay Policy

It is the policy of BP2000 to fully implement the provisions of the State of Florida Local Government Prompt Payment Act. For more information, please refer to Florida Statute 218.70.

1.8.4.2 Withholding Payment

In the event a contract is canceled under any provision herein, BP2000 may withhold from the Contractor any monies owed on that or any contract, an amount sufficient to compensate for damages suffered because of the violation resulting in cancellation.

1.8.5 INSURANCE REQUIREMENTS

Prior to commencing work, the Consultant shall procure and maintain at Consultant's own cost and expense for the duration of the agreement the following insurance against claims for injuries to person or damages to property which may arise from or in connection with the performance of the work or services hereunder by the Consultant, his agents, representatives, employees or Subcontractors. The cost of such insurance shall be included in Consultant's SOQ.

1.8.5.1 Consultant shall maintain limits no less than:

Commercial General/Umbrella Liability Insurance - \$1,000,000 limit per occurrence for property damage and bodily injury. The service provider should indicate in its SOQ whether the coverage is provided on a claims-made or preferably on an occurrence basis. The insurance shall include coverage for the following:

- Premise/Operations
- Explosion, Collapse and Underground Property Damage Hazard (only when

applicable to the project)

- Products/Completed Operations
- Contractual
- Independent Contractors
- Broad Form Property Damage
- Personal Injury

Business Automobile/Umbrella Liability Insurance - \$1,000,000 limit per accident for property damage and personal injury.

- Owned/Leased Autos
- Non-owned Autos
- Hired Autos

Workers' Compensation and Employers'/Umbrella Liability Insurance -- Workers' Compensation coverage with benefits and monetary limits as set forth in Chapter 440, Florida Statutes. This policy shall include Employers'/Umbrella Liability coverage for \$1,000,000 per accident. Workers' Compensation coverage is required as a condition of performing work or services for BP2000 whether or not the Contractor or Vendor is otherwise required by law to provide such coverage.

Professional Liability Insurance - \$1,000,000 or as per project (ultimate loss value per occurrence).

1.8.5.2 Other Insurance Provisions

1.8.5.2.1 Commercial General Liability and Automobile Liability Coverage

- BP2000, members of its County Commission, boards, and committees, officers, agents, employees and volunteers are to be covered as additional insureds as respects: liability arising out of activities performed by or on behalf of the Contractor; products and completed operations of the Contractor; premises owned, leased or used by the Contractor or premises on which Contractor is performing services on behalf of BP2000. The coverage shall contain no special limitations on the scope of protection afforded to BP2000, members of the County Commission, boards, and committees, officers, agents, employees and volunteers.
- The Contractor's insurance coverage shall be primary insurance as respects to BP2000, members of its County Commission, boards, and committees, officers, agents, employees and volunteers. Any insurance or self-insurance maintained by the BP2000, members of its County Commission, boards, and committees, officers, agents, employees and volunteers shall be excess of Contractor's insurance and shall not contribute with it.
- Any failure to comply with reporting provisions of the policies shall not affect coverage provided to BP2000, members of its County Commission, boards, and committees, officers, agents, employees and volunteers.
- Coverage shall state that Contractor's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability.

1.8.5.2.2 Workers' Compensation and Employers' Liability and Property Coverage

2.1 **SCHEDULE OF EVENTS**

The proposed timeline for this solicitation is as follows. Dates and times are subject to change.

EVENT	DATE / TIME*
Release of the Bid	April 18, 2019
Deadline for Questions / Clarifications	April 30, 2019 by 12Noon
Responses Due Date / Time (Deadline)	May 9, 2019 by 4:30PM
Scoring Meeting	TBD
Optional Oral Presentations / Interviews	TBD
Scoring Meeting	TBD
*Anticipated Approval / Commission Approval	TBD

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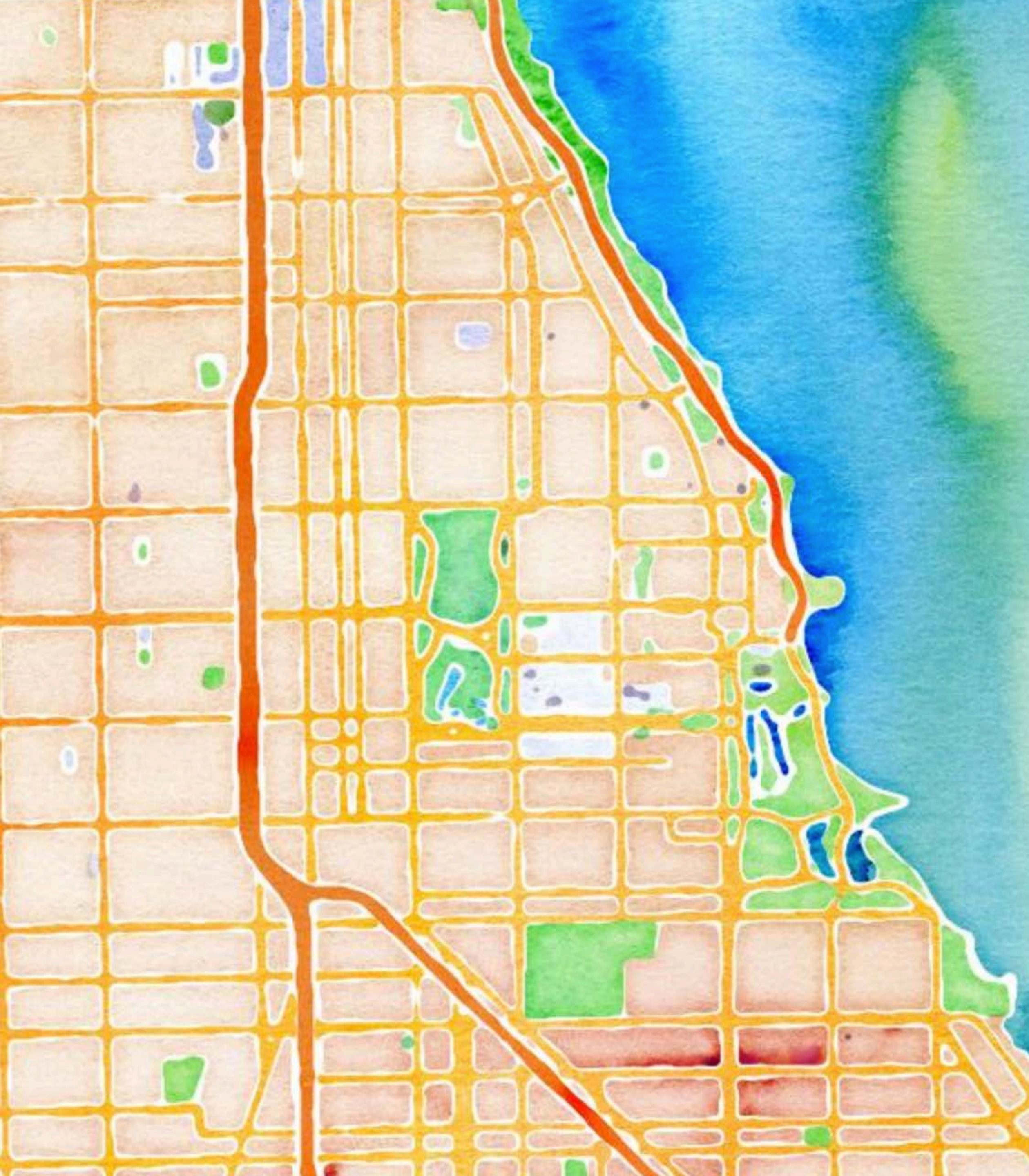
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FLEXIBILITY = UNCERTAINTY.

**UNCERTAINTY BIASES TOWARDS
EXISTING VENDORS.**

OPPORTUNITIES

- Opportunities
 - Threshold Levels
 - Subcontracting
 - Cooperative & Collaborative Purchasing
 - Problem-based procurement
 - FedRamp & Platforms



“

If you want to make procurement work, you can usually work it.

-fmr head of innovation

**TRADITIONAL PROCUREMENT
ONLY KICKS IN ABOVE
THRESHOLDS.**

SUBCONTRACTING IS THE PROCESS OF JOINING ONE COMPANY JOINING AS A SERVICE PROVIDER ON ANOTHER COMPANY'S CONTRACT/BID.

ESRI USER CONFERENCE

10,000+ attendees per year



SUBCONTRACTING

“

ARC Advisory Group's data shows that Esri accounts for over **45 percent** of the worldwide GIS market, positioning the company as a leader in the industry.

COLLABORATIVE PURCHASING



➤ Joint Solicitation


- Joint solicitation is the intentional coming together of two or more agencies to aggregate their individual product and service needs (a.k.a. “purchasing volume”) into a single solicitation effort. Each participant agency is bound to the resulting contract resulting from the singular effort.

➤ Piggybacking

- Piggybacking is the use of a contract by another agency that was not, itself, a party to the original solicitation and contract award. Agencies choosing to piggyback on another agency’s contract are bound by the terms, conditions and pricing provided for by the contract.

COOPERATIVE PURCHASING

[Topics](#)[Advocacy](#)[Events](#)[Membership](#)[Education](#)[About NLC](#)



Comments or Questions?

[Carlin Daharsh](#)
Associate, Strategic Partnerships
[Center for Member and Partner Engagement](#)
202-626-3075
daharsh@nlc.org

U.S. Communities Government Purchasing Alliance (U.S. Communities) is the leading national government purchasing cooperative, providing world class government procurement resources and solutions to your local and state government agencies, school districts (K-12), higher education institutes, and nonprofits looking for the best overall supplier government pricing.

Don't spend your time reinventing the wheel.

CoProcure finds you the most relevant contracts, so you can make a better public purchase in less time.

[Find Contracts Now](#)

PROBLEM/NEEDS BASED PROCUREMENT

Problem-/needs-based procurement shifts the notion of an RFP from identifying specific features to sharing issues broadly for entrepreneurs to consider innovation solutions to.



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[OPEN BIDS](#)

[GET BIDSPARK](#)



LECTURE 14 ASSIGNMENT (ASSIGNED 5/15)

- Reading
 - What side are you on, Vendors? by Jennifer Pahlka
 - Y Combinator Success Story: Tiffany Ashley Bell
- Technical Work
 - Interactive tutorial