



OhioDAS

SERVICE · SUPPORT · SOLUTIONS
DEPARTMENT OF ADMINISTRATIVE SERVICES



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WE'LL BEGIN PROMPTLY AT 1:00

The meeting's audio will be broadcast through your computer.

In advance of the meeting's start time, please verify your computer's speakers are on.



Agency Procurement Officers Meeting



A+ - Agile

- S** - Streamlined
- E** - Effective
- R** - Responsive
- V** - Value-based
- I** - Innovative
- C** - Customer-focused
- E** - Ethical

September 17, 2018



Skype Attendees

- Use the question panel on the right side of your screen to ask a question.
- Responses will be given at the end of each presentation or during the Open Discussion period.

A screenshot of the Skype Q&A interface. The interface has a blue header with the Skype logo and the text "Skype Q&A". Below the header is a white input field for "your name (optional)". Underneath that is a larger white text area for asking a question, with the placeholder text "Ask a question here". To the right of the question area is a blue button with the text "ask anonymously". At the bottom of the interface is a light blue bar with three tabs: "top", "all", and "my questions".

Skype Q&A

your name (optional)

Ask a question here

ask anonymously

top all my questions



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Office of Procurement Services Updates
Kelly Sanders, Interim GSD Deputy Director
Chief Procurement Officer



Office of Procurement Services Updates

Team Members:

Medical and Lab Goods and Services Team

- *Dante Brye, Standards Analyst*

Food, Clothing, Office Goods Team

- *Shaun Roderer, Standards Analyst*

Transportation, Business Services Team

- *Jennifer Shaefer has left state service to pursue an opportunity in the private sector.*



Office of Procurement Services Updates

Team Members:

Procurement Support

- *Gayle McDargh is now with the Ohio Department of Health.*

Maintenance, Repair, Operations and Security Team

- *Mary-Catherine Brown has left state service to pursue an opportunity with the federal government*

Training Academy

- *Shavonna Neal has left state service to pursue an IT degree at Ohio University*



Office of Procurement Services Updates

OPS Organization:

- State/Federal Surplus is now part of Operations
- IT Procurement move to Surface Road



Questions?





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eProcurement Updates

Kelly Sanders, Interim GSD Deputy Director

Chief Procurement Officer

Andrew Cochran, eProcurement Manager



eProcurement Updates

Agenda

- Selected Solution
- Implementation Approach
- Next Steps

Ohio | eProcurement



KPMG/Ivalua Solution

Ohio selected a contractor who met the requirements of the RFP with market-proven technology





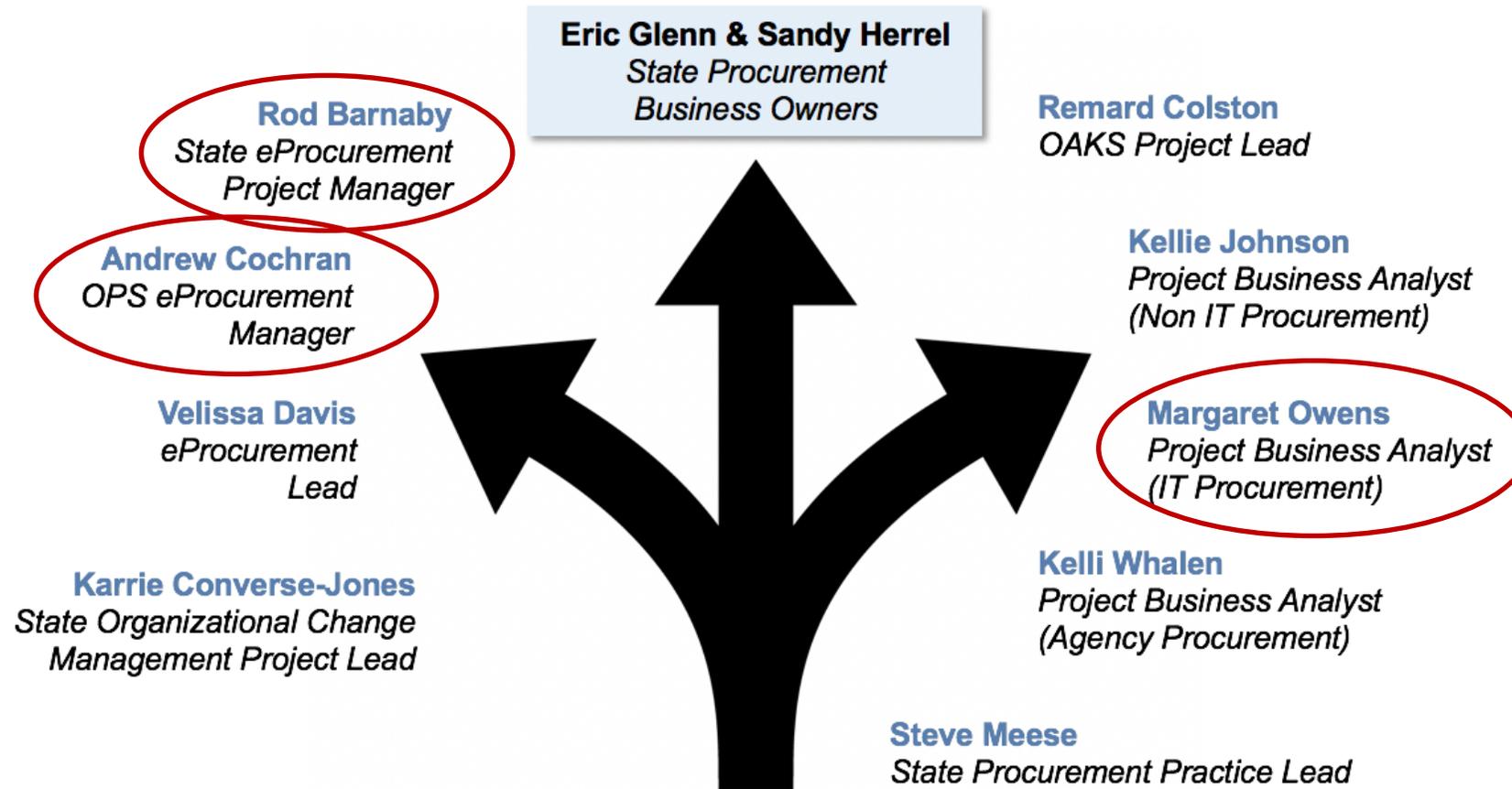
Implementation Approach

State Responsibilities

- Core State Project Team supporting the effort
- Early Adopter Agencies supporting design direction
- Catalog management and supplier enablement
- Organizational Change Management activities
- Training
- Helpdesk services
- Repeatable onboarding process for remaining State Agencies, Boards and Commissions



Implementation Approach





Ohio | eMarketplace

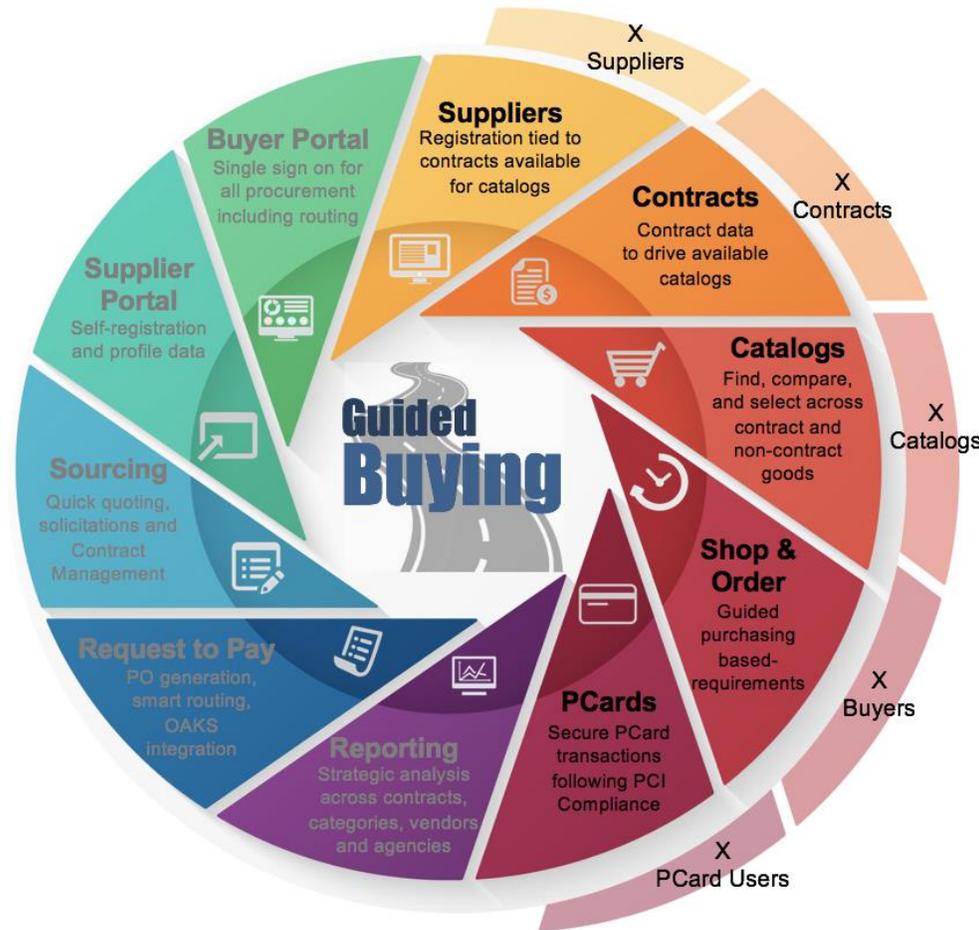


Early Adopters

- Central Procurement
- DAS / OBM Procurement
- DAS / OBM Finance
- DAS / OBM PCard Holders

Early Adopter agencies:

- BWC, COM, DOH
- INS, LOT, DMAS
- DPS, DRC, DYS, DOT



Refined December Launch

- Initial Supplier Partners (~135)
- Initial Catalogs representing State Contracts (~59)
- P-Card Purchases (~1,000 users)



Implementation Approach

2018

2019



eMarketplace



Procure-to-Pay



Sourcing & Bid Management



Contract Management
& Data Analytics



Implementation Approach

Initial Launch



2018

Procurement, Finance and PCard users in 12 Early Adopter Agencies

Full Functionality



2019-2020

Initial Launch users and Remaining Users in Early Adopter Agencies, Suppliers and Potential Suppliers

Full Deployment



2020 →

Remaining Cabinet Agencies, Superintended Agencies, Non-Superintended Agencies, Higher Education, Local Governments

December 2018

June 2020

June 2021



Next Steps

Select Offerors
for negotiations

Ohio | eProcurement
Kick off with
KPMG & Ivalua

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Spring 2018

Summer 2018

Fall 2018

December 2018

Identify
Stakeholders
for Participation

Negotiate for the
State of Ohio



We are Here!

Upcoming Kickoffs

- Executive Kick Off
- State Team Kick Off
- State Team + Contractor Kick Off
- Stakeholder Kick Off



More Information

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Ohio eProcurement
For State Agencies, Boards and Commissions

FACT SHEET

What is the eProcurement Solution?
The eProcurement solution will fundamentally change how the State of Ohio purchases goods and services by transforming procurement processes, policies and contracts through the implementation of an innovative, proven and secure cloud-based solution.

Higher Ed & Local Government
State Agencies
Suppliers & Contractor

Ohio eProcurement Solution Benefits

- Buyer Portal**
Use your State of Ohio User ID for single sign-on to perform all procurement actions and smart routing to the appropriate action.
- Supplier Self-Registration**
Single source for supplier profile data, integrated across all modules of the system. Current information when and where you need it.
- Robust Rules Engine**
Navigate procurement processes with baked-in compliance that reflects state and agency-specific policies, workflows and approvals.
- Open Marketplace Shopping**
One stop to find, compare, select and buy across requisites, contracts and internet market sources.

Quick Quote
Simplified bidding process that automates, standardizes and expands competition replacing three-quote practices.

Solicitation Management
Devices, publish, evaluate and award standard and personalized templates. Fully integrated with Supplier accounts for bid notifications and online bidding.

Contract Management
Build from solicitations or stand-alone, manage all aspects including documents, event notifications, amendments and renewals.

Data Analytics/Reporting
Strategic analysis into purchases across contracts, categories, vendors and organizations, which can be configured to fit individual needs.

Ohio eMarketplace

GOVERNMENT RANKINGS
State of Ohio #5 RANK

JOIN US ON THE JOURNEY

JOHN R. KASICH
GOVERNOR
STATE OF OHIO

ROBERT BLAIR
DIRECTOR
OHIO DEPARTMENT OF ADMINISTRATIVE SERVICES

KELLY SANDERS
INTERIM DEPUTY DIRECTOR AND
CHIEF PROCUREMENT OFFICER
OFFICE OF PROCUREMENT SERVICES
GENERAL SERVICES DIVISION

ERIC GLENN
DEPUTY CHIEF PROCUREMENT OFFICER
OFFICE OF PROCUREMENT SERVICES
GENERAL SERVICES DIVISION

FOR MORE INFORMATION:
das.ohio.gov/eProcurement
#Procurement @das.ohio.gov
das.ohio.gov

We can answer your questions and support Procurement in your Agency!
Contact us:
eprocurement@das.ohio.gov

www.das.ohio.gov/eProcurement



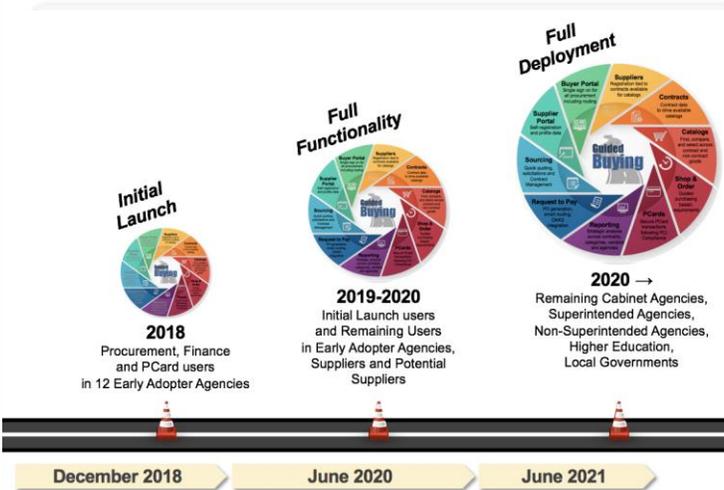
More Information



HOME ▾ FOR BUSINESS/PUBLIC ▾ FOR STATE AGENCIES ▾ FOR STATE EMPLOYEES ▾ DIVISIONS ▾ CONTACT US

COMING SOON

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Ohio | eMarketplace

Releasing in December, Ohio's eMarketplace will provide a select shopping experience to Early Adopter Agencies.

4200 Surface Road
Columbus, Ohio 43228
Voice: 614-466-5090
Driving directions

Wayne McCulty, Deputy Chief Procurement Officer
Wayne.McCulty@das.ohio.gov

SERVICES

- State Procurement
- eProcurement
- Cooperative Purchasing
- Community Rehabilitation Programs
- Supplier Registration
- Procurement Opportunities
- Current Contracts
- IT Staff Augmentation
- Procurement Compliance Checklist

POLICIES

- Procurement Procedures for Supplies, Services and Information Technology
- State Term Schedule Guidance

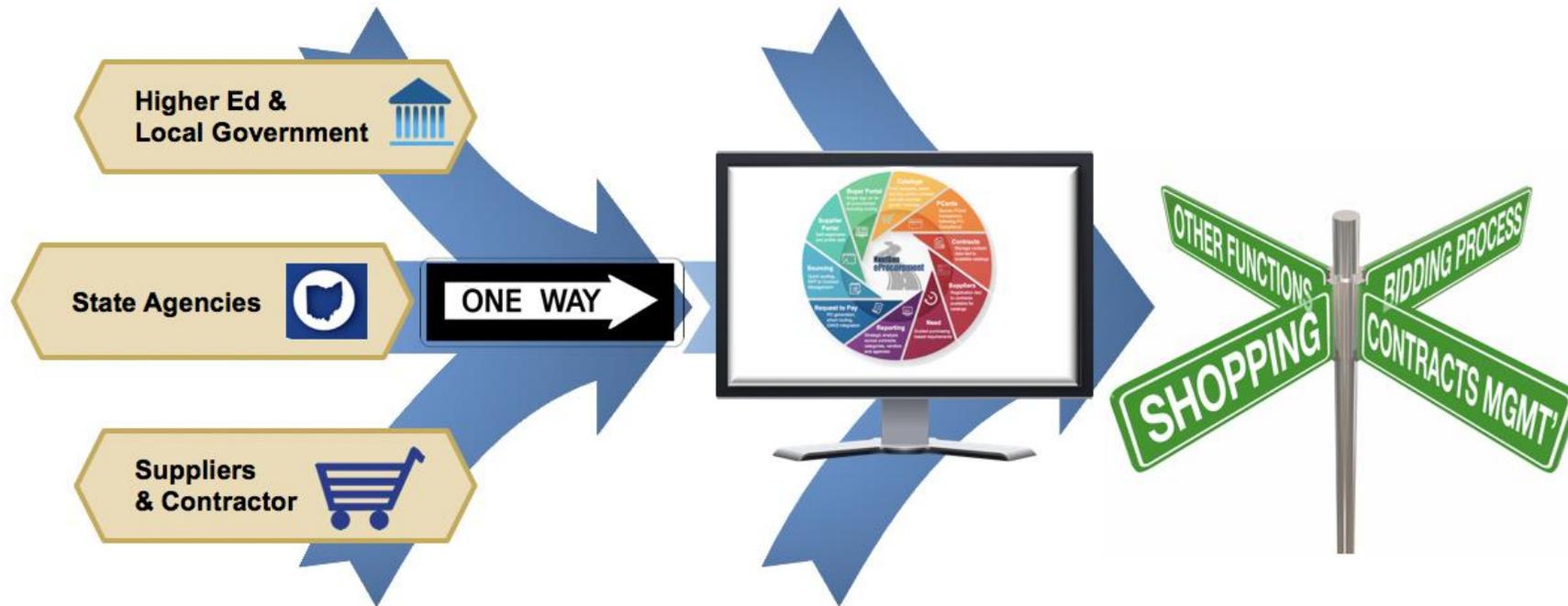
Webpage Includes:

- Email Link
- Fact sheets for Agencies, Suppliers and Higher Ed/Local Governments
- Team Contact List





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Questions?





OPI Marketing Website

Roberta Banks, Chief, Office of Contracts and Contract Compliance, Ohio Department of Rehabilitation and Correction



OPI Marketing Website

The OPI marketing website will be offline for an extended period. In the meantime, please direct all inquiries to the following OPI staff:

- Shawn Martin (Shawn.Martin@odrc.state.oh.us; 614-512-5922)
- John Lyons (John.Lyons@odrc.state.oh.us; 614-374-3719)



Questions?





**State Administrative Policies and Procurement
Manual Updates**
Steve Meese, Project Manager



State Administrative Policies and Procurement Manual Updates

State Administrative Policies:

- Purchasing Procedures (PM-01)
- Emergency Purchasing Procedures (PM-02)

*Currently under
Executive
review*

State Procurement Manual

Next Steps

- Final edits and approvals
- Publish



Questions?





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APO Community Initiative

Melissa Anderson, State Procurement Analyst



APO Community Initiative

Purpose of the community initiative is to promote and encourage:

- Engagement
- Customer Service
- Information and Idea Sharing
- Communication



APO Community Initiative

Webinars

- Stand alone events from the quarterly APO meetings
- Occur as needed for approximately 30-60 minutes
- Cover Procurement related topics, such as best practices, policies, the rollout of the Procurement Manual, etc.

Open forum

- An electronic platform in which APOs and OPS can communicate with one another to answer questions and share ideas.



APO Community Initiative

Next Steps

- A brief survey will be e-mailed to you after this meeting to gauge your interest in this initiative.



Questions?





IT Procurement Updates

Eric Glenn, Deputy Chief Procurement Officer



IT Procurement Updates

OneSpan Sign – eSignature

Salesforce Refresh

Data Analytics



Questions?





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Non-IT Procurement Updates

Nicole Marisa, Standards Analyst

Shawn Carter, Standards Analyst

Krista Nichols, Standards Analyst



Non-IT Procurement Updates

Office Supplies:

- Awarded supplier: GBEX
 - Contract #RS900119
 - GDC026
 - Awarded 9/10/18; Effective 10/1/18
- Restricted Items
- Contact: Nicole Marisa (Nicole.Marisa@das.ohio.gov; 614-644-1790)



Non-IT Procurement Updates

Salt – Water Softening, Ice Removal, and Calcium Chloride

- Awarded supplier: Robinson Salt Supply
- Mandatory use contract/open to Cooperatives
- Price Schedules are based on Districts 1-12
- Minimum order: 1 pallet (bags) or 22 tons (bulk)
- Pricing is:
 - Tiered for bagged items
 - Includes freight
 - Excludes off-loading requirements (requirements need to be specified on the PO)
- Contact: Krista Nichols (Krista.Nichols@das.ohio.gov; 614-728-4307)



Non-IT Procurement Updates

Fuel – Gasoline and Diesel

- IRS – Fuel Exemptions for Government Entities
 - Federal excise tax imposed on taxable fuels (gasoline, kerosene, and diesel)
- Fuel Distributors
 - Sell government entities taxable fuel, tax-free
 - Submit claims for taxes paid on taxable fuel. Vendor is stating:
 - They cannot submit a claim for taxes paid on taxable fuel if the government entity pays with a credit card. (This is currently being researched.)
 - The credit card issuer or government entity must file a claim.



Non-IT Procurement Updates

Fuel – Gasoline and Diesel (cont')

- Ohio Payment Card purchase
 - The Ohio Payment Card is being viewed as a credit card.
 - While this issue is being researched, we ask that the buying agency use a Purchase Order for fuel, until further notice.
- Contact: Shawn Carter (Shawn.Carter@das.ohio.gov; 614-728-4307)



Questions?





OPEN FOR
DISCUSSION