



# PROCUREMENT REFORM

Progress Report

4th Quarter, 2017

## Advancing Equity

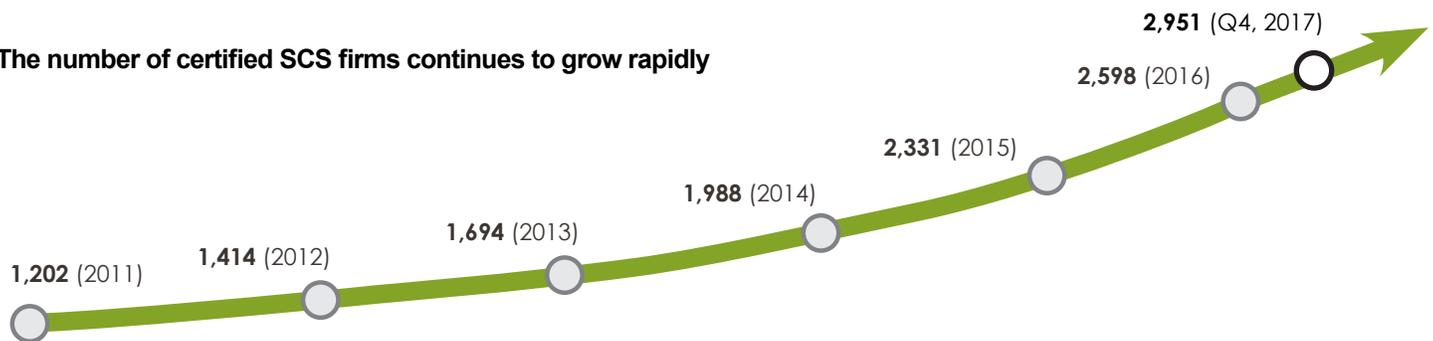
- The Small Business Accelerator program fosters competition among certified Small Contractor & Supplier (SCS) firms to compete for designated contracts. Since launching the Accelerator in 2012, King County has awarded 44 contracts, more than \$12.2 million to SCS firms as prime consultants.
- In Q4 2017, \$1.4 million dollars was awarded to certified minority and woman-owned businesses through the use of voluntary goals for construction services.
- King County, Sound Transit, Seattle Colleges, and the Port of Seattle are regional partners for one-stop certification for SCS firms, giving these small businesses access to more contracting opportunities.
- In Q4 2017, Job Order Contracts produced subcontract awards totaling \$832,000 dollars. Of these, SCS firms received 15.6% (\$130,000), minority businesses 12.8% (\$106,700), and woman-owned businesses 8.9% (\$73,700).

*We provide economical procurement solutions that reflect the values of our community.*

**Ken Guy**

Finance & Business Operations Director

The number of certified SCS firms continues to grow rapidly



## SCS Projects

Tolt Barn Roof Replacement, awarded to Cadence Construction for \$343,200

A regional Small Contractor & Supplier (SCS) on the job

# New Look

Unlike previous reports that measured our current progress against the baseline in 2010, we're now showing you how the current quarter compares to the same quarter last year.

Because of significant changes to our processing methods, we feel this new comparison is more accurate and valuable.

# What's Next?

Sustain our LEAN improvements and track performance metrics.

Certify more SCS firms and increase their dollar awards.

Focus on outreach to Minority & Women Business Enterprises.

Invite other public agencies to join our SCS certification team.

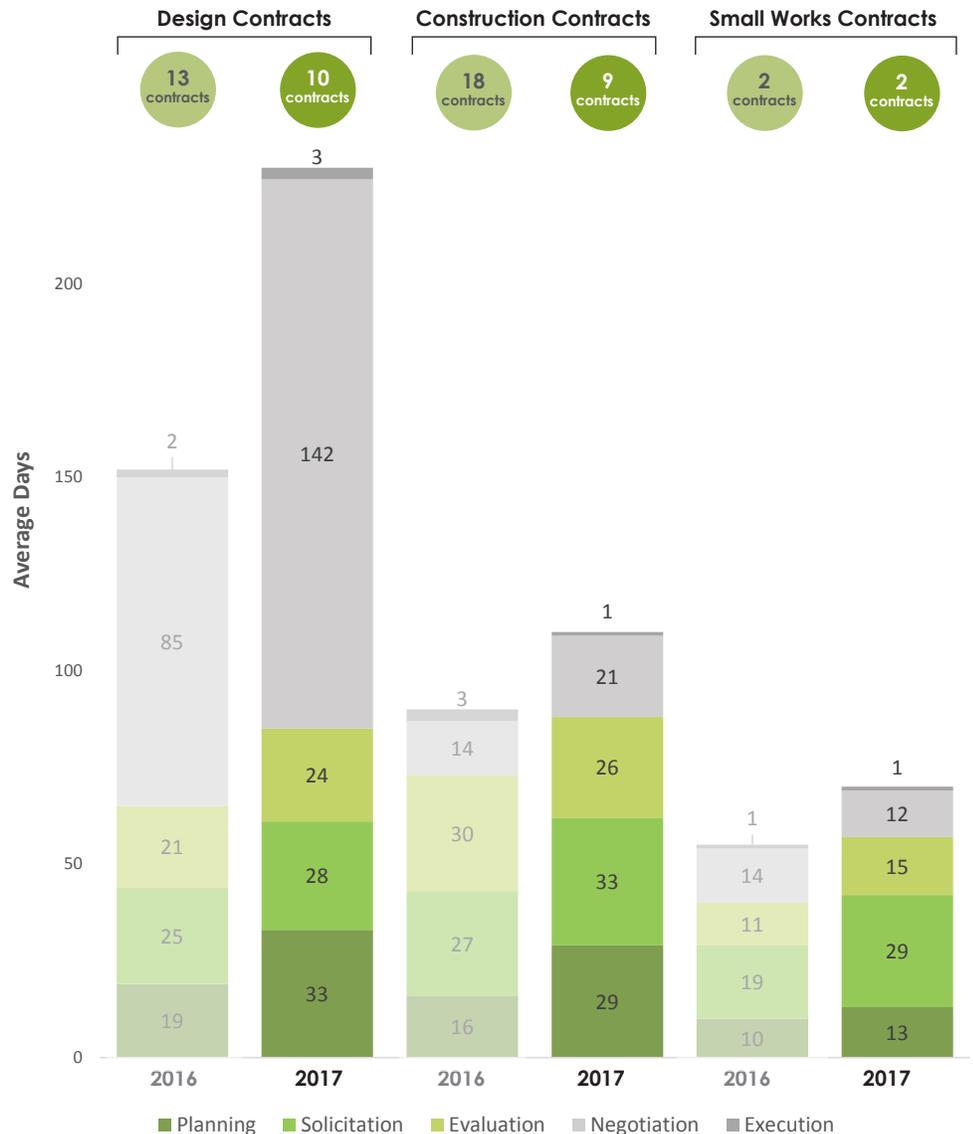
Grow the Small Business Accelerator program.

Continue to increase P-card purchases.

Continue our leadership in sustainable purchasing.

Solicit feedback from internal and external customers for continued improvements.

## Contracts processing time in Q4 — 2016 vs. 2017



# Less time, more savings

## “Autosourced” purchase orders account for 86% in Q4

This is great news because autosourcing allows agencies to immediately place their orders without waiting for our staff to process their requests, saving everyone time and money.

## 95% of purchases this quarter used a contract

We encourage agencies to purchase all goods and services “on contract” to maximize savings. Our buyers award competitive bids and lock in pricing that is the best value.



**King County**

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