

From: spo
Sent: Monday, March 12, 2012 3:18 PM
To: spo
Subject: SPO Alert - Key Performance Indicators/Contract Portfolio Project
Importance: High

SPO ALERT

Date: March 12, 2012

To: State Agency Chief Procurement Officers and Cooperative Members

From: State Procurement Office

Re: Key Performance Indicators/Contract Portfolio Project

Good Afternoon,

Do you ever find it difficult to explain the value of procurement to your customers or management? Or, do you ever find it challenging to demonstrate procurement's performance? Or, what about the value of aggregate purchasing versus individual single purchases? Or, why a cooperative purchase may be the right answer, depending on the situation or contract?

With the implementation of ProcureAZ, the State of Arizona now has procurement data more readily available, as well as the ability to focus on key performance metrics at an agency and statewide level. Additionally, we have the ability to analyze our spend and to make informed strategic decisions.

To support the above, we are establishing a team to develop our key performance metrics and contract portfolio strategies. We will be holding sessions, of approximately 90 minutes in length over the next several weeks. Our objectives are to establish our reporting needs, establish our key performance indicators, analyze our contract opportunities, develop standard reports, and train lead users on report generation.

To assist us in this project, we are specifically requesting our CO-OP members to participate to gain your understanding and feedback of our services as well as providing you with performance metrics that may potentially assist your organization. Please let me know by COB, Wednesday, March 14, 2012 if you (or a member of your staff) are interested in participating, as the number of available team members is limited.

Thank you, and please respond directly to me.

Jean

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