



Department of
General Services

Better Service, Lower Cost

Local Government Purchasing Forum

November 6, 2019

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Better Service, Lower Cost



BETTER SERVICE, LOWER COST

The Department of General Services provides essential operational services to all state agencies. Volume discounts and other cost-avoiding strategies ensure state government is operating efficiently and effectively, and saving money for taxpayers.

Mission & Vision

Our Mission

- Serving as a trusted partner to deliver mission-focused general services to support state government

Our Vision

- To create a culture of excellence that produces consistent strategic and innovative support solutions for state government

What can CPO do for you?



Better Services



Lower Cost



New Initiatives



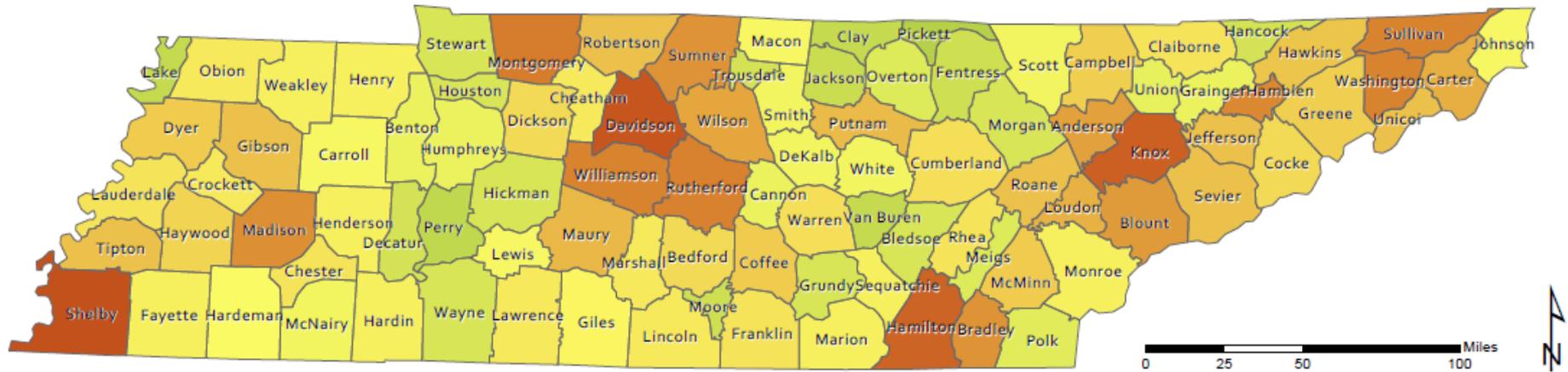
Executive Order 1 (EO 1)

"An order requiring a statement of rural impact and recommendations for better serving rural Tennesseans from all executive branch departments."

-Governor Bill Lee



Rural Tennessee



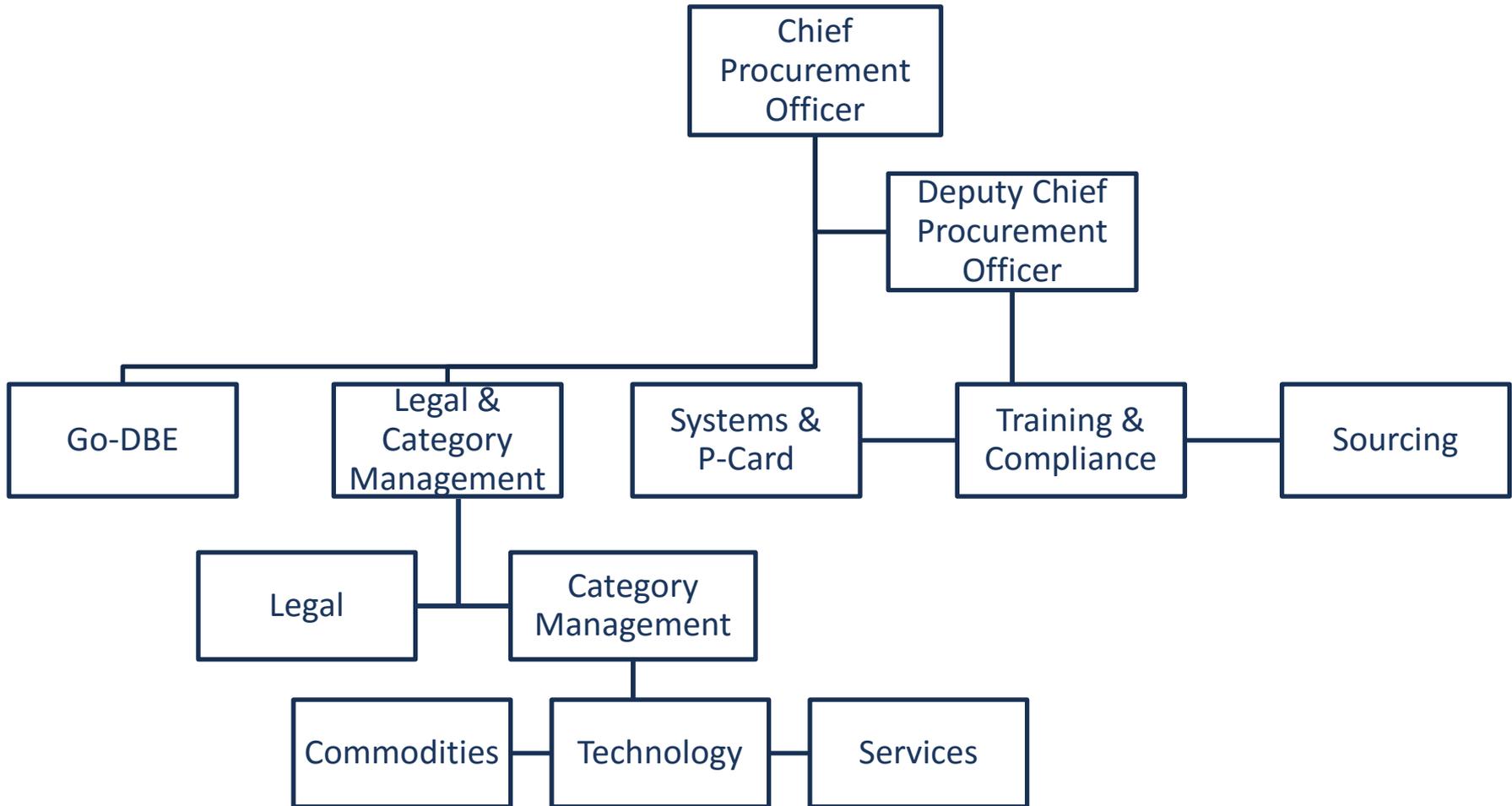
Tennessee Counties: Index of Relative Rurality (2010)



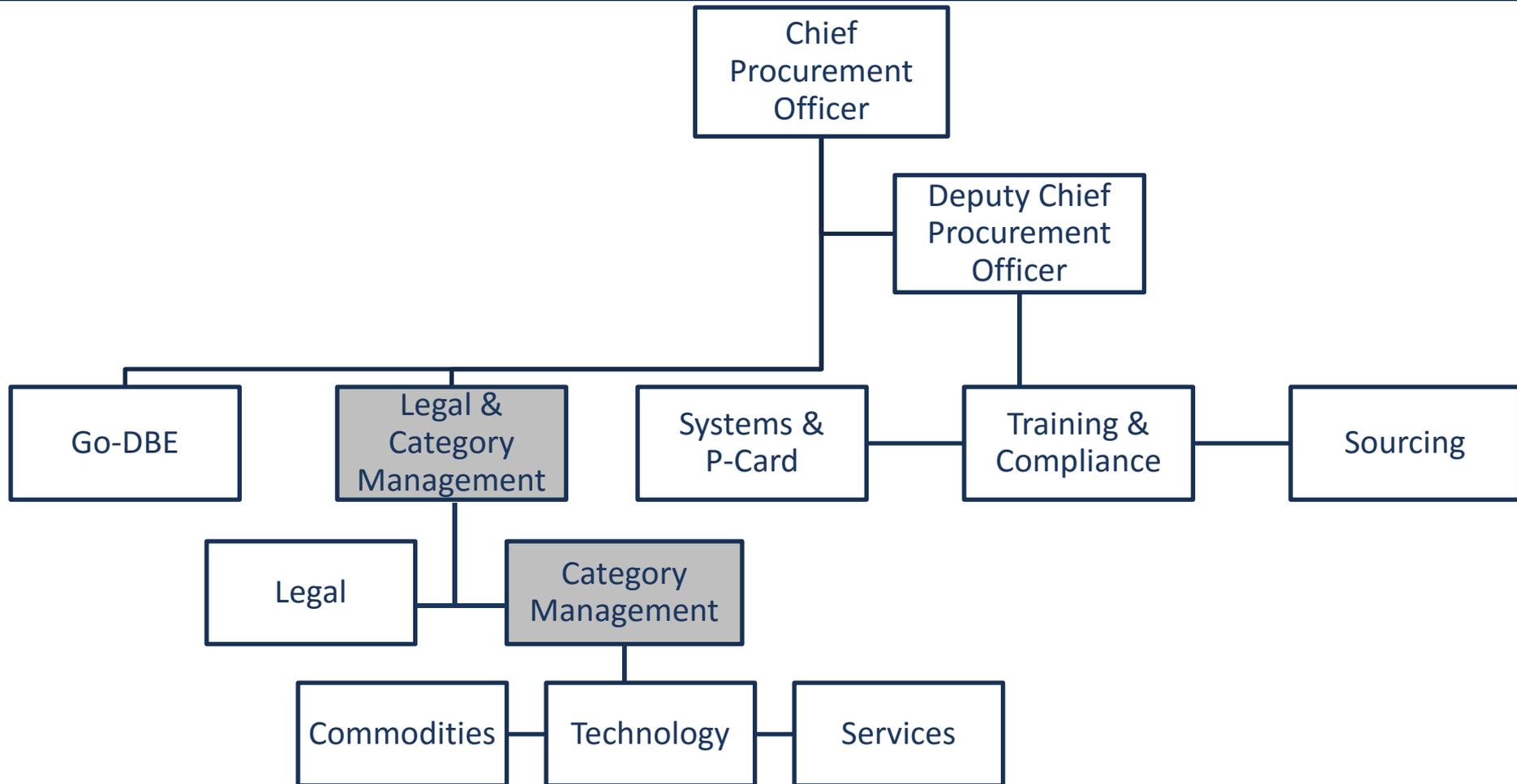
CPO's Executive Order 1 Initiatives



The Central Procurement Office

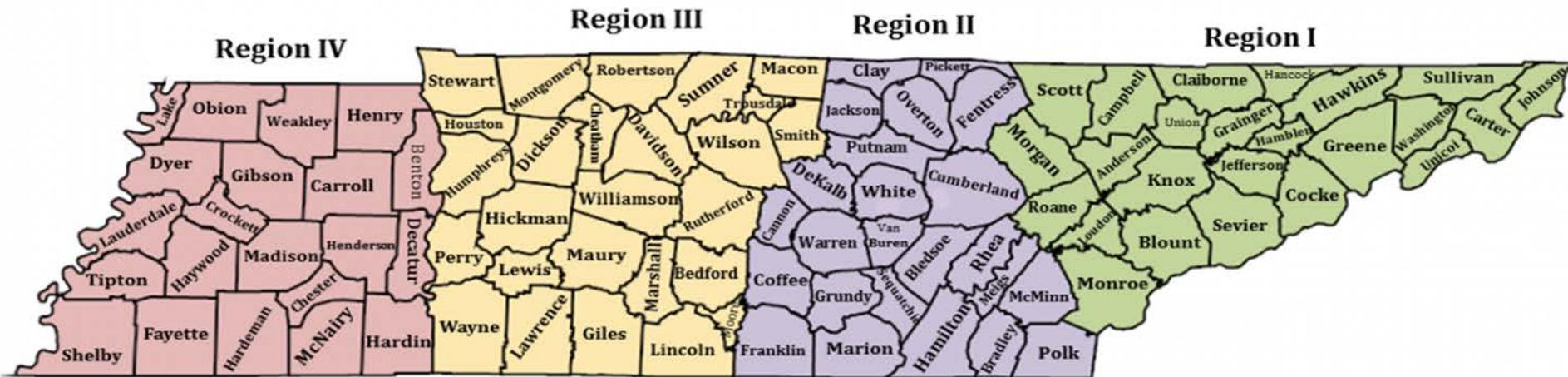


Category Management Team



EO 1 – Category Management Team

- Engage Local Suppliers
 - Award contracts by county or region to encourage local supplier competition
 - Notify chambers of commerce & development districts of SWC bid opportunities



EO 1 – Category Management Team

- Enhance tracking of local government usage
 - Pursuing enhanced tracking and reporting capabilities for local government spend on SWC

**Increased
reported
usage**



**Greater
negotiating
power**



**Lower costs
for all users**

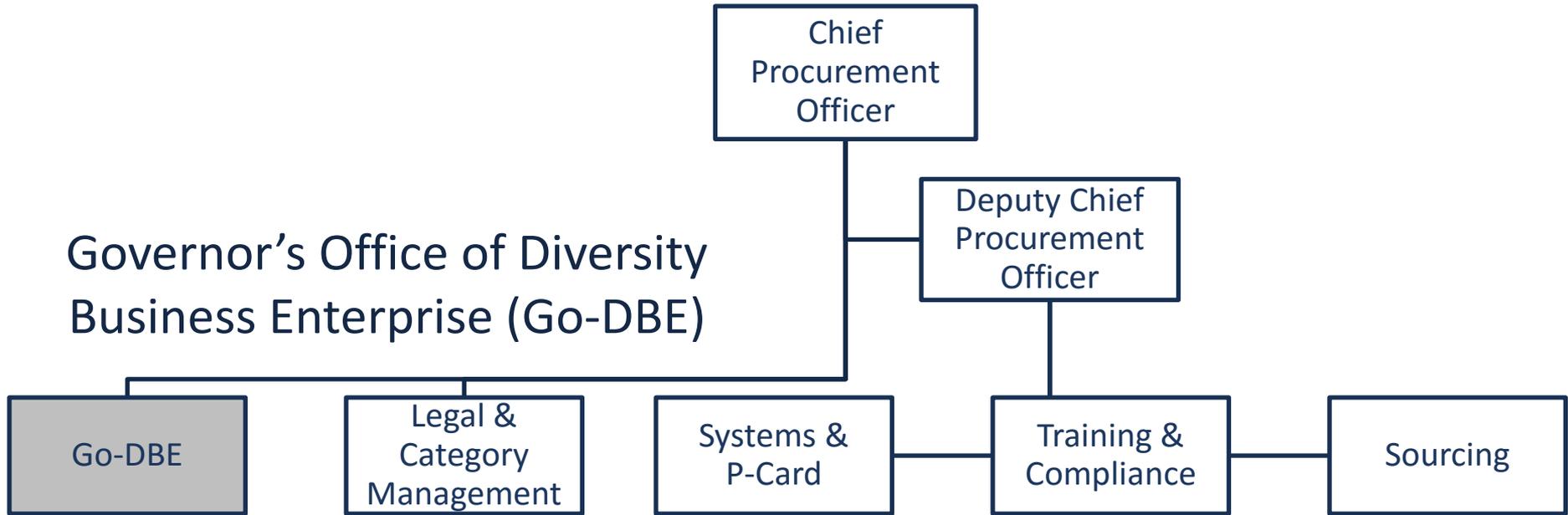
EO 1 – Category Management Team

- Engage Local Governments
 - Videos and resources online to assist locals in using TN.gov and SWCs
 - Outreach events
 - Conferences
 - Local meetings
 - Annual CPO Forum



Go-DBE Team

Governor's Office of Diversity
Business Enterprise (Go-DBE)



EO 1 – Go-DBE Team

- Certified diversity businesses
 - Minority-owned business
 - Women-owned business
 - Service-Disabled Veteran-owned business
 - Persons with Disabilities-owned business
 - Small business

1,783

certified
businesses



40+

awarded SWC
suppliers

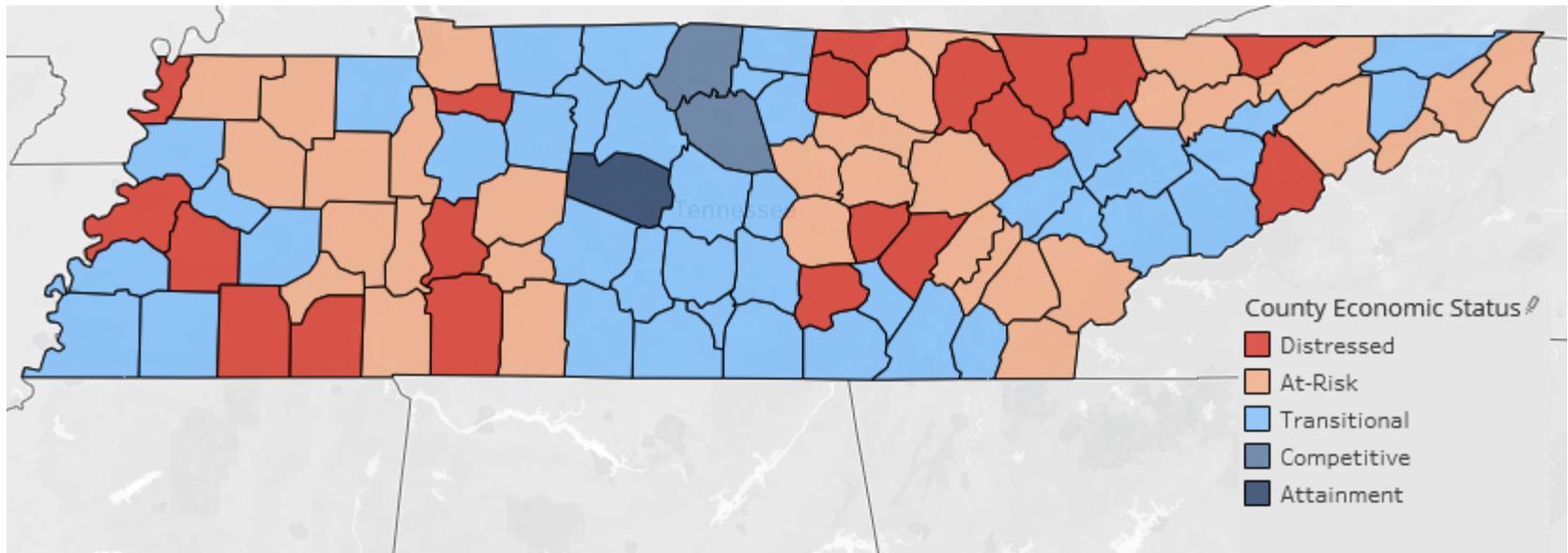
EO 1 – Go-DBE Team

- Targeted economically-distressed or at-risk counties

\$530 M
diversity
spend in FY18



\$43.5 M
diversity spend in 14
targeted counties in FY18



*Map reflects FY18 data

EO 1 – Go-DBE Team

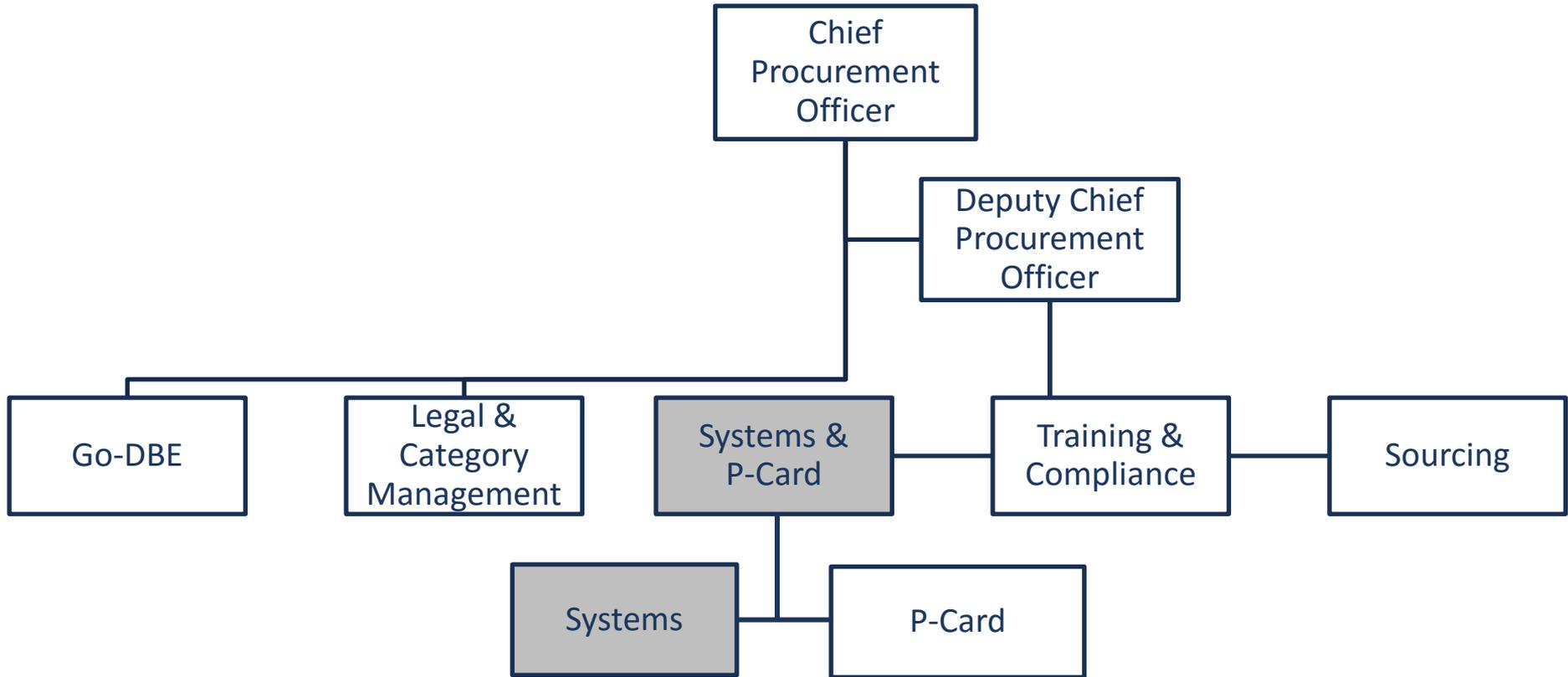
- **2019-2020 Goal:**

10% ↑

certified businesses in
rural counties

- Supplier outreach events in and around rural counties

Systems Team



EO 1 – Systems Team

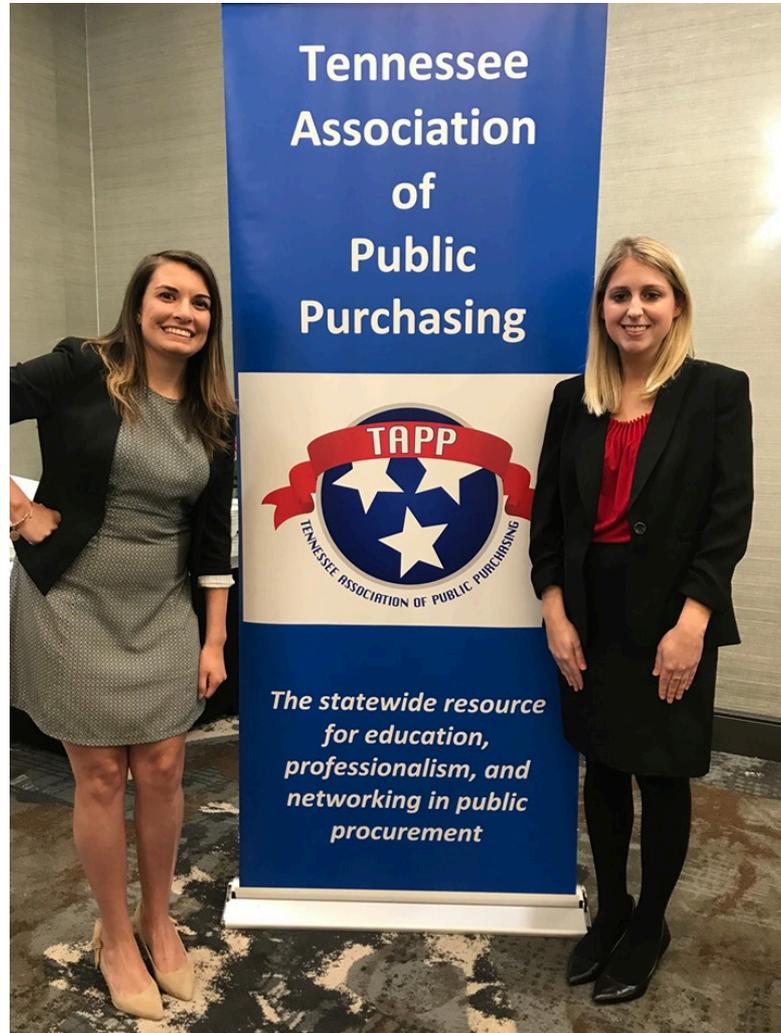
- Where does our money go?
- Where does our money need to go?



CPO's Ongoing Initiatives – LGPF 2018



CPO's Ongoing Initiatives - TAPP



CPO's Ongoing Initiatives - ETPA



Local Government Meetings



What you can do for CPO!



Summary

PARTNERSHIP



Contact Information

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Please visit www.tn.gov/statewide-contracts for more information on Statewide Contracts.