



7th Annual APPEPN

SESSION 9 – Building Procurement Capacity for Government and Suppliers

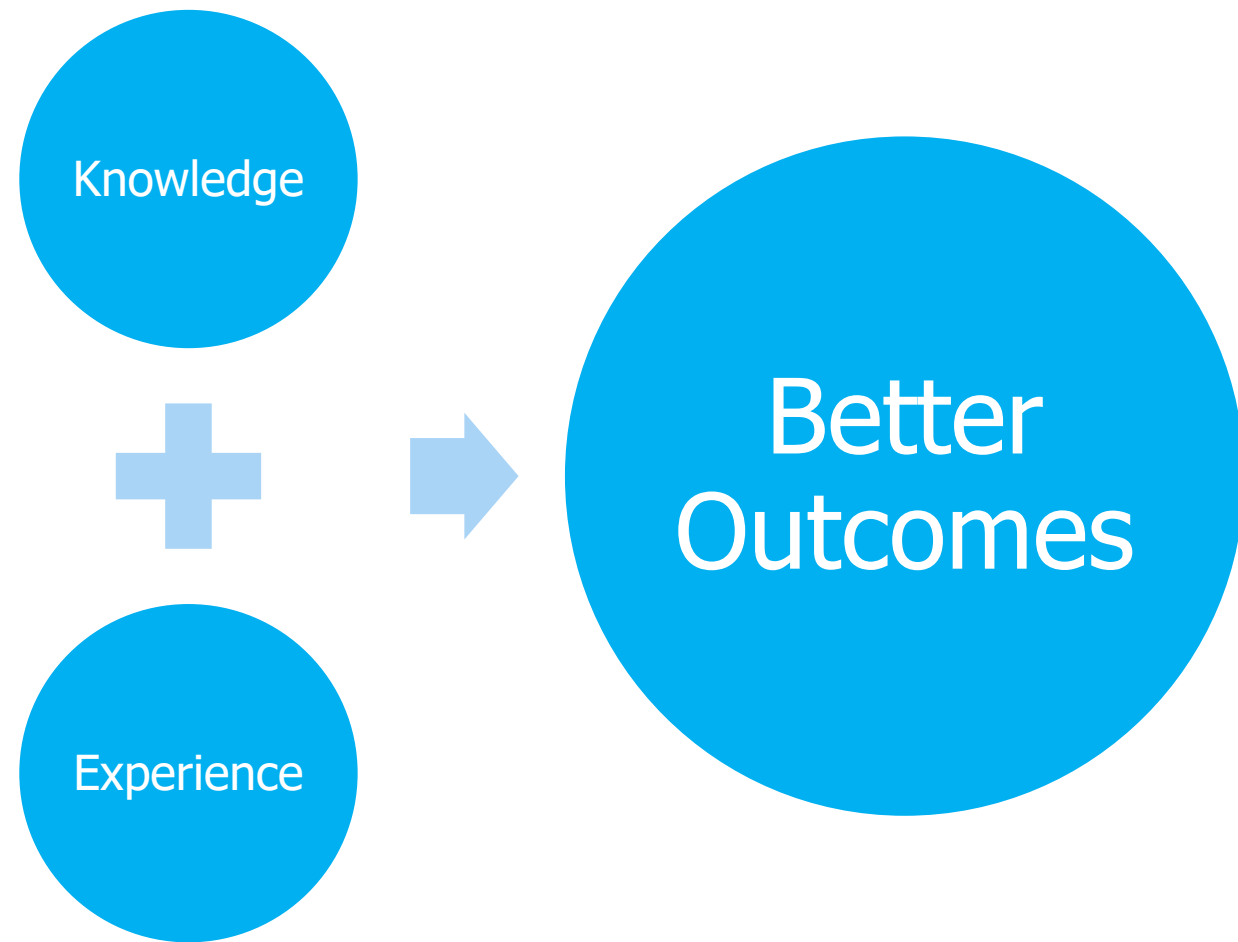
Leveraging your
information.

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Capacity Development

Leveraging data and experience



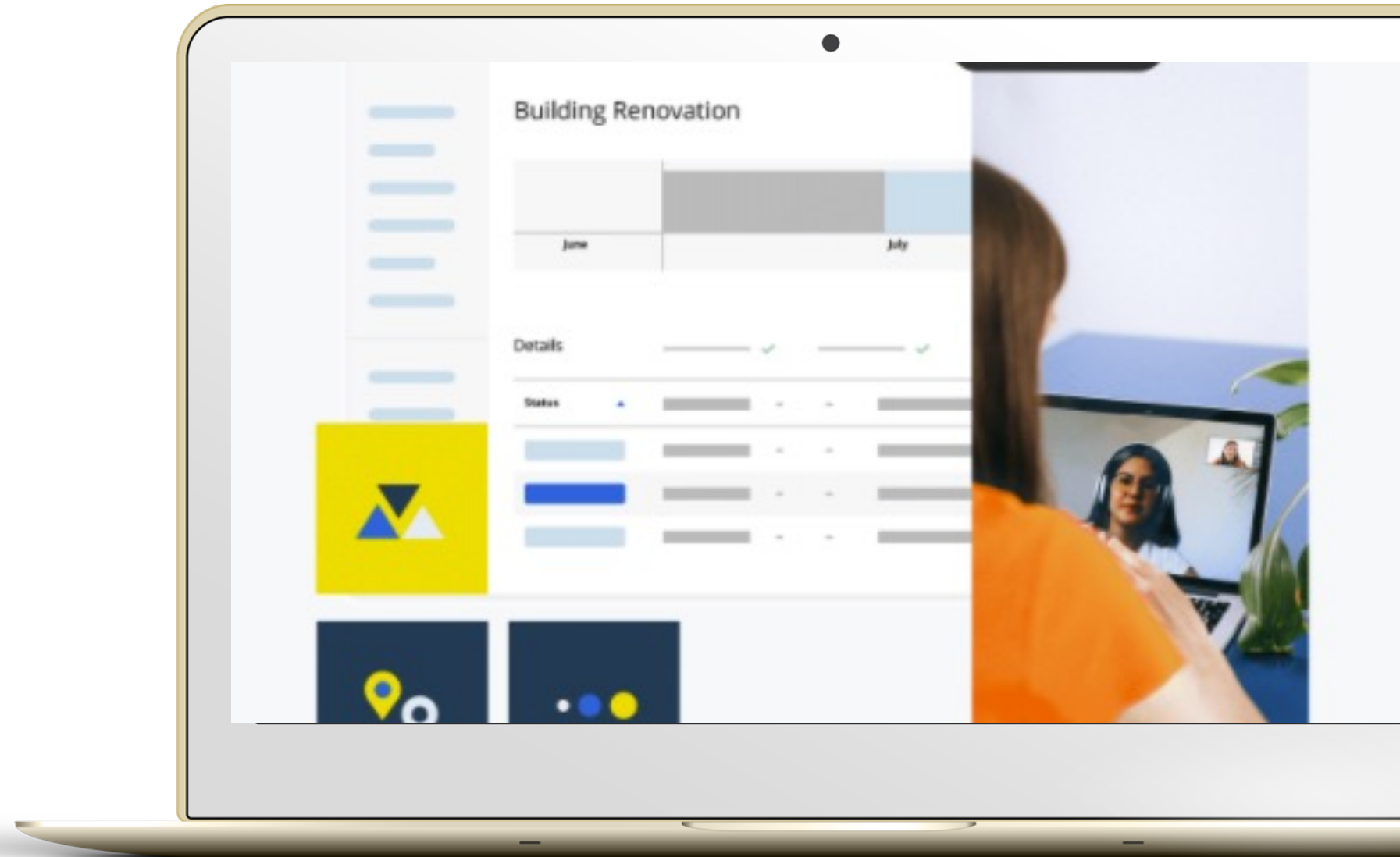
Leveraging eGP to support capacity development

➤ Project Data

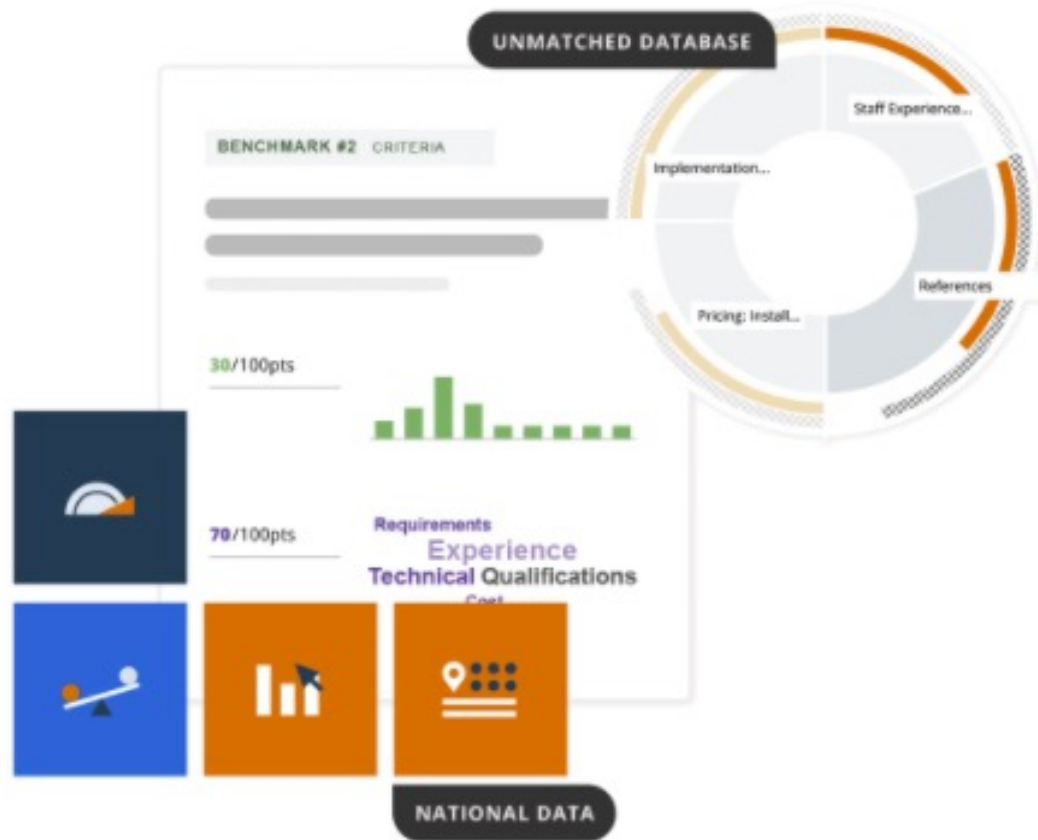
- Bid Details
- Bidding Documents
- Results
- Activity

➤ Shared User Experience

- Approaches
- Innovation
- Strategy
- Successes and Failures



Initiatives @ Bonfire



Community Projects

- Why start from scratch?
- Access to current and past opportunities.
- Review approaches and documents from multiple organizations

Project Insights

- View activity for similar projects – bidders, timelines, evaluation considerations

Knowledge Sharing and e-Learning

- Successes and Failures, Procurement Strategies, Innovation
- Applying system features to improve bidding and evaluation.
- Building a community of procurement professionals

[Give Feedback](#)

Q Search

Show Filters

AWARDED

School District U-46 Illinois

See Details

[View](#)

AWARDED

 Bibb County Scho... Georgia

See Details

[View](#)

AWARDED

Parkway Schools Missouri

See Details

[View](#)

CANCELLED

City of Lubbock, TX Texas

See Details

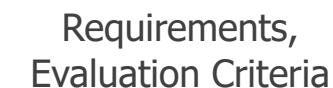
[View](#)

Showing 1 - 25 of 3819 Show per page: 25 ▼

25 ▼

« First « Prev 1 2 3 4 5 153 Next » Last »

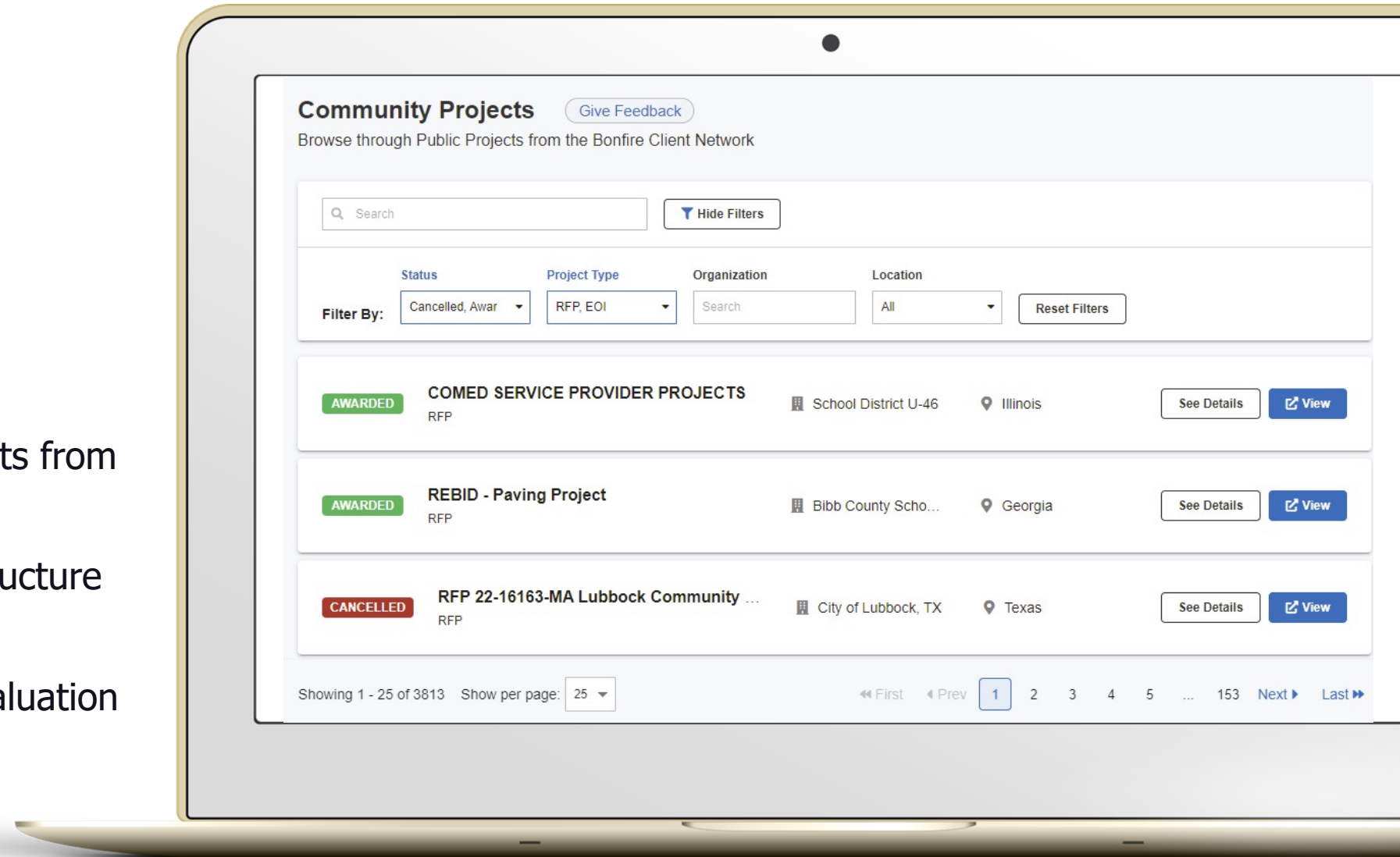
Never start an RFP from scratch again! Search through up to 62,000+ public projects inside Bonfire. Completely free for everyone in public procurement!



Community Projects

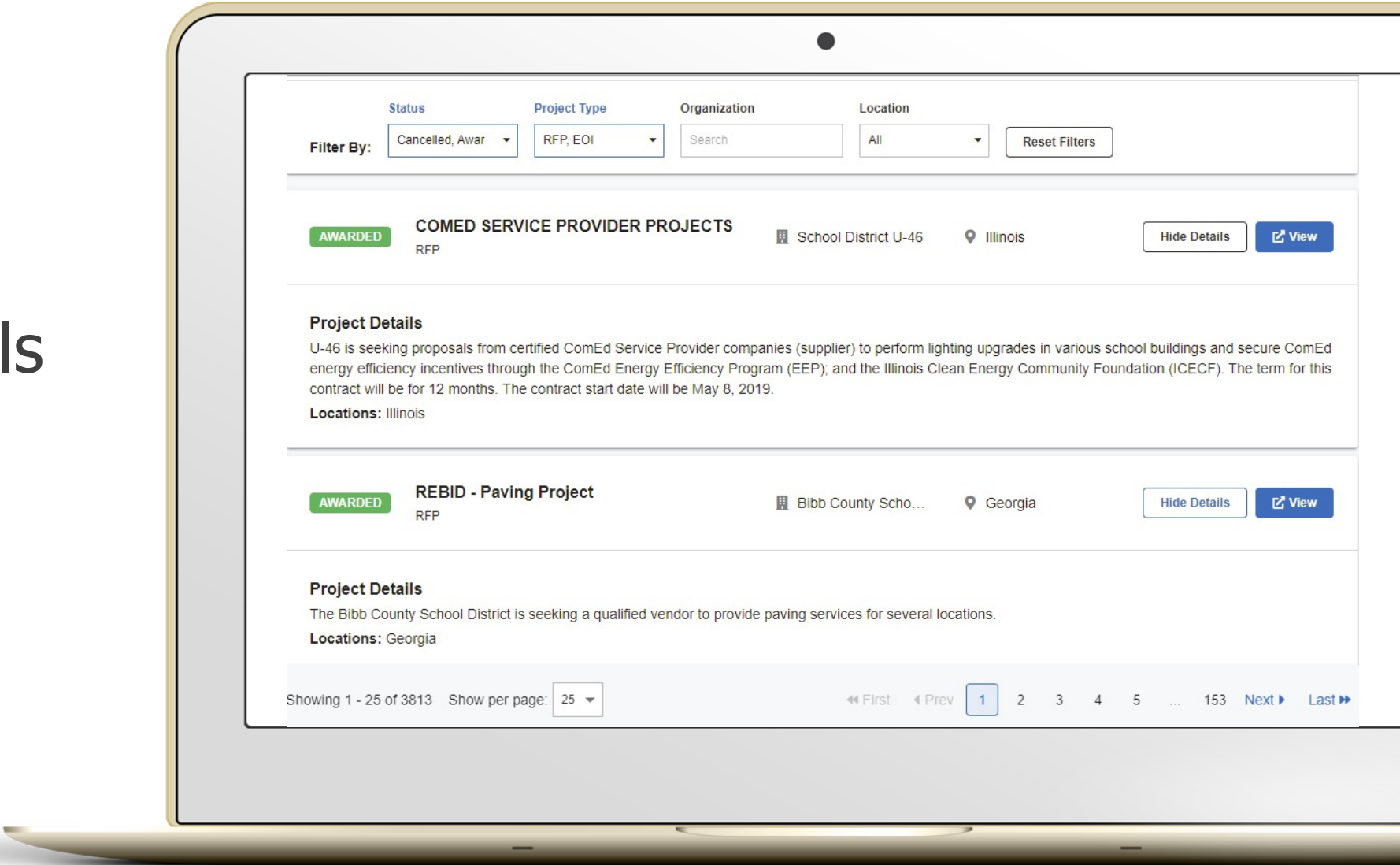
Access to Public Projects

- Browse through public projects from multiple organizations
- Access project details and structure
- Access bidding documents, submission requirements, evaluation criteria



Community Projects

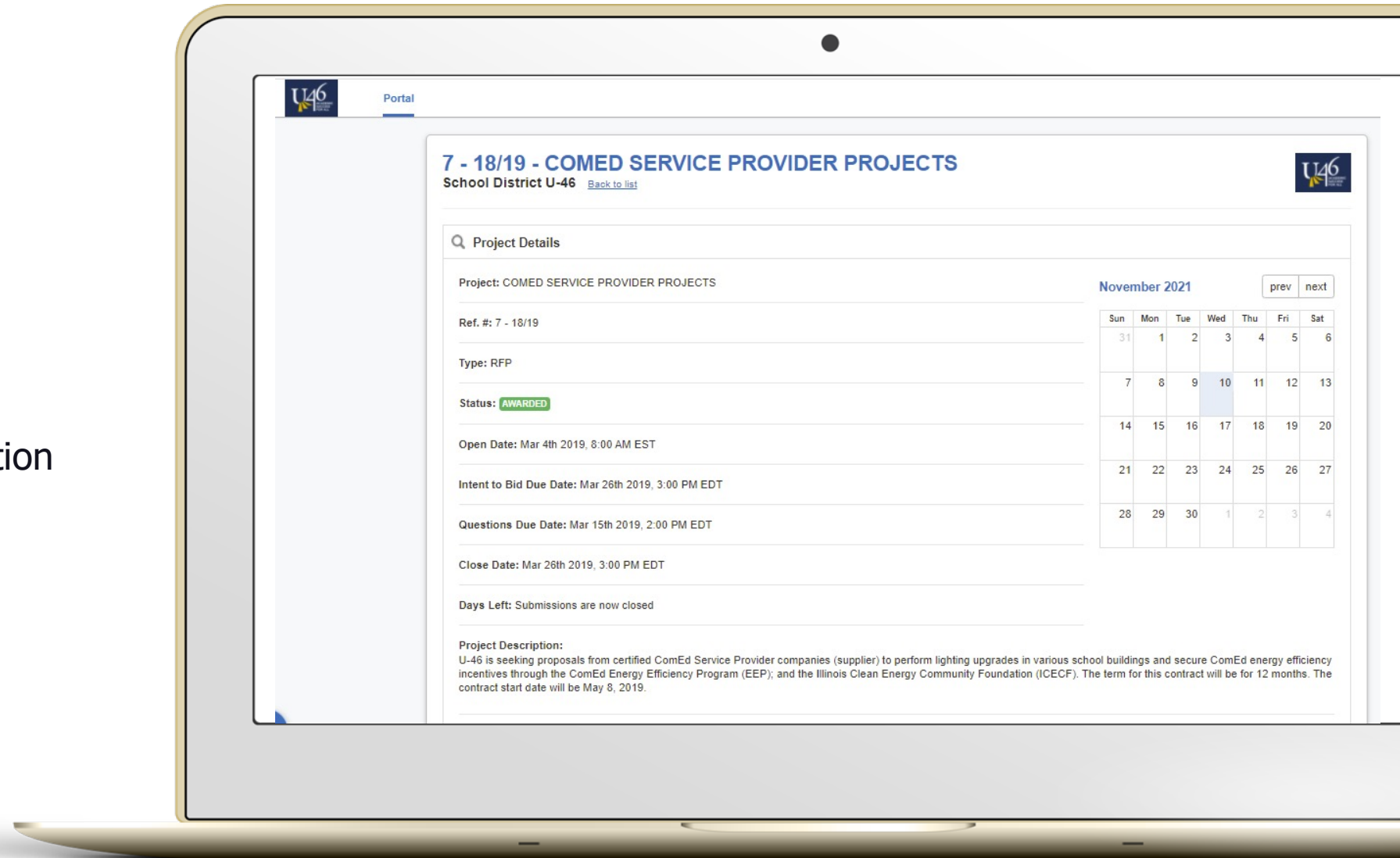
View Project Details



Community Projects

Project Details

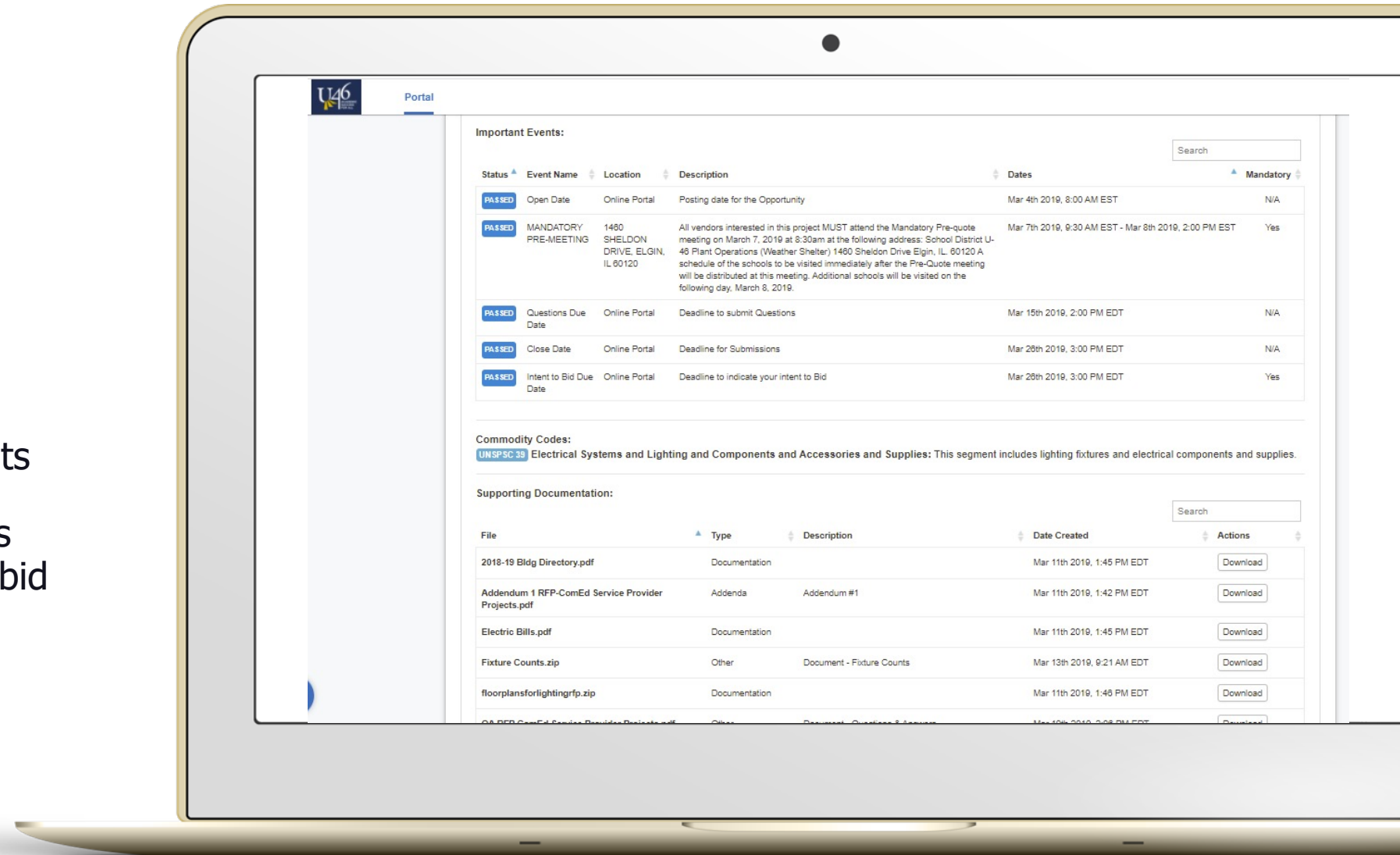
- Project Schedule and description



Community Projects

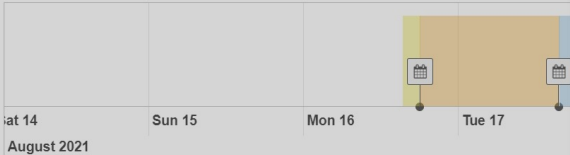
Project Details

- View Submission Requirements
- Download Bidding Documents including questionnaires and bid tables when applied



Quick Quote for Laptop

EVALUATING L 001 RFQ Joseph Fagan PhilGEPS Public



Details

Project Name
Quick Quote for Laptop

Owner
Joseph Fagan joseph.fagan@gmail.com

What Category of Project would you like Insights for?

- Construction ›
- Facilities Management ›
- IT and Software ›
- Products ›
- Professional Services ›
- Specialized Equipment ›

Insights

Gain insights from past procurement activity to formulate your project.

Choose another category

What type of IT and Software Project?

- All IT and Software Projects ›
- Audio/Visual Equipment & Supplies ›
- Electronics ›
- Information Technology ›
- Software Design & Engineering ›
- Software Products ›
- Telecommunication Services ›

Topical Analysis

Browse, Search projects by category

RFX DOCUMENTS FROM SIMILAR PROJECTS

- [Data Acquisition and Control](#)
- [Cloud Services](#)
- [Student Evaluation of Teaching and Courses Solution](#)
- [Website Migration to Drupal 8](#)
- [Supply and Install of the SOSCIIP Cloud Computing Expansion](#)

? Need help interpreting the benchmarks?

Close

Provide feedback ›

Similar Projects

Access Similar projects

Choose another category

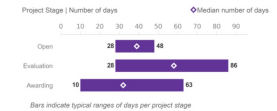
Information Technology

RFP Projects
All other Types

BENCHMARK # 1 PROJECT TIMESPANS

Projects usually take about 78 days from Open to Award

Total range is typically between 60 - 119 days



Key Benchmarks

Timelines, Vendors, Requirements, Pricing

Documents	Showing 1 of 1	Filter	Sort
1. Organizational Experience			
2. Cloud Core Capabilities			
3. Security			
4. Ethics			
5. Management and Administration			
6. Cloud Infrastructure			
7. Ethics and Compliance			
8. Support and Professional Services			
9. Disaster Readiness			
10. Disaster Recovery and Back Up Capabilities			

1 Organizational Experience
Requirement ID: OC - Organizational Experience
OC1: Description for Bidder's experience implementing and operating systems (e.g., cloud infrastructure and services) in Canada. Include description of scope and scale of the contract, number of resources in the field, and number of staff and training and delivery of cloud services, and approach to staffing in key delivery areas. The project is a cloud computing expansion project.

Bidding Documents

Review Requirements, Evaluation Criteria

Insights

Find similar projects

What Category of Project would you like Insights for?

Construction ›

Facilities Management ›

IT and Software ›

Products ›

Professional Services ›

Specialized Equipment ›

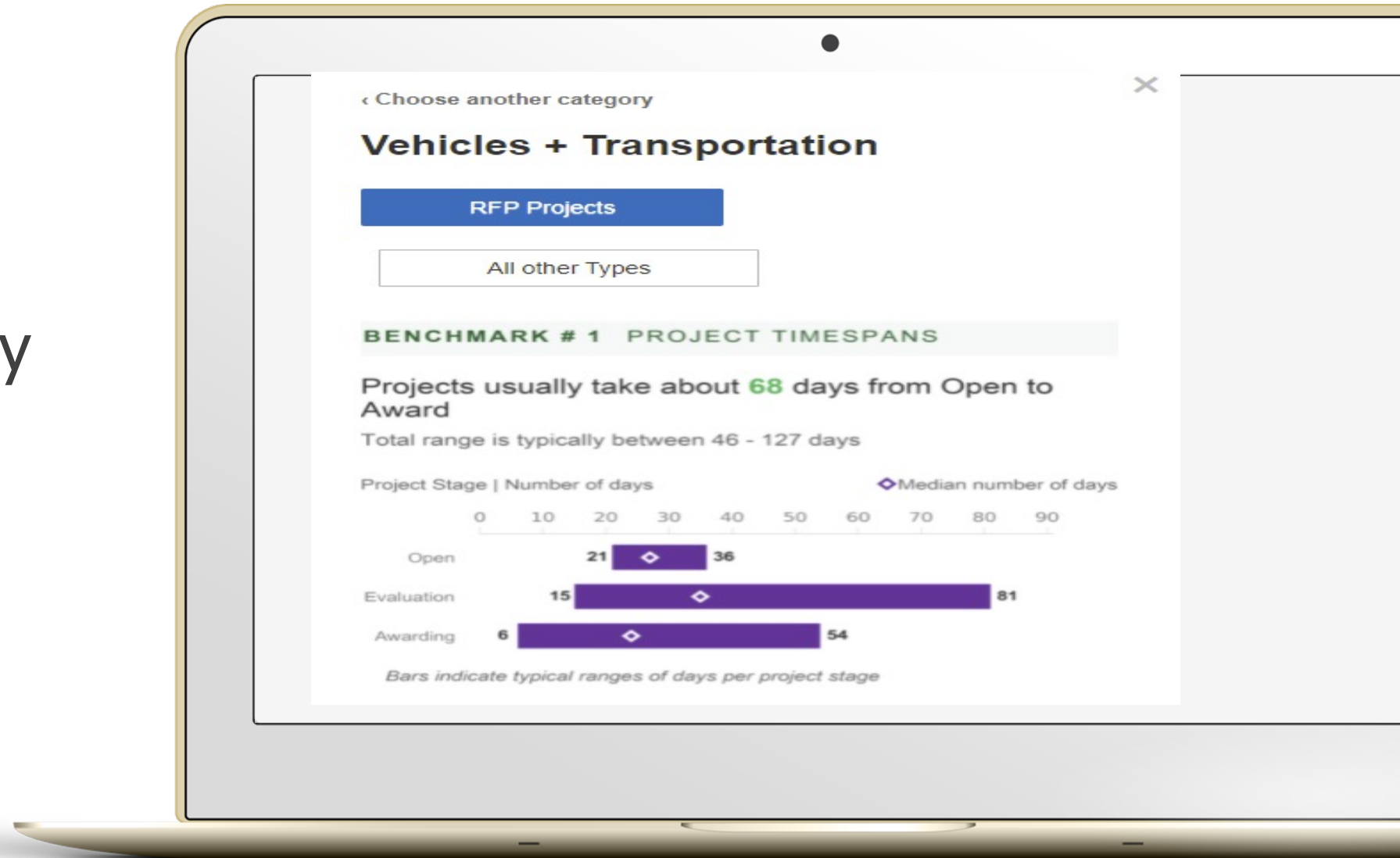
Similar Packages



Insights

Benchmark Activity

- Timespans



Insights

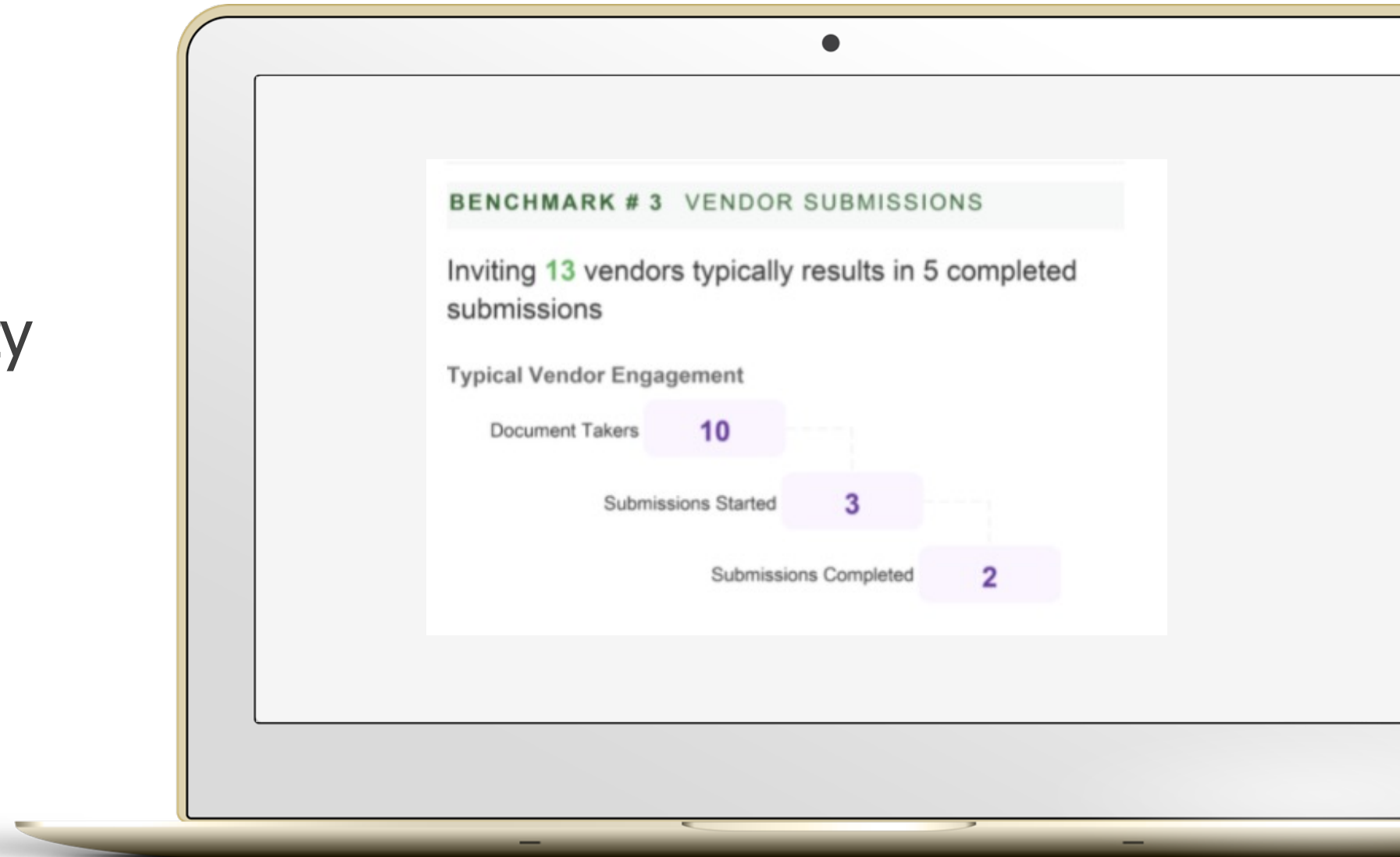
Benchmark Activity

- Pricing Criteria



Benchmark Activity

- Vendor Submissions



Benchmark Activity

- Requested Information

BENCHMARK # 4 REQUESTED INFORMATION

6 pieces of information are typically requested from vendors

5

Document(s) per project

Average document length will include **163** Pages; **4** PDF files, **1** Word files

1

Data Field(s) per project

Common Keywords will include **Title, Number** and **Address**

21%

of projects use BidTables

An average BidTable includes **29** Items

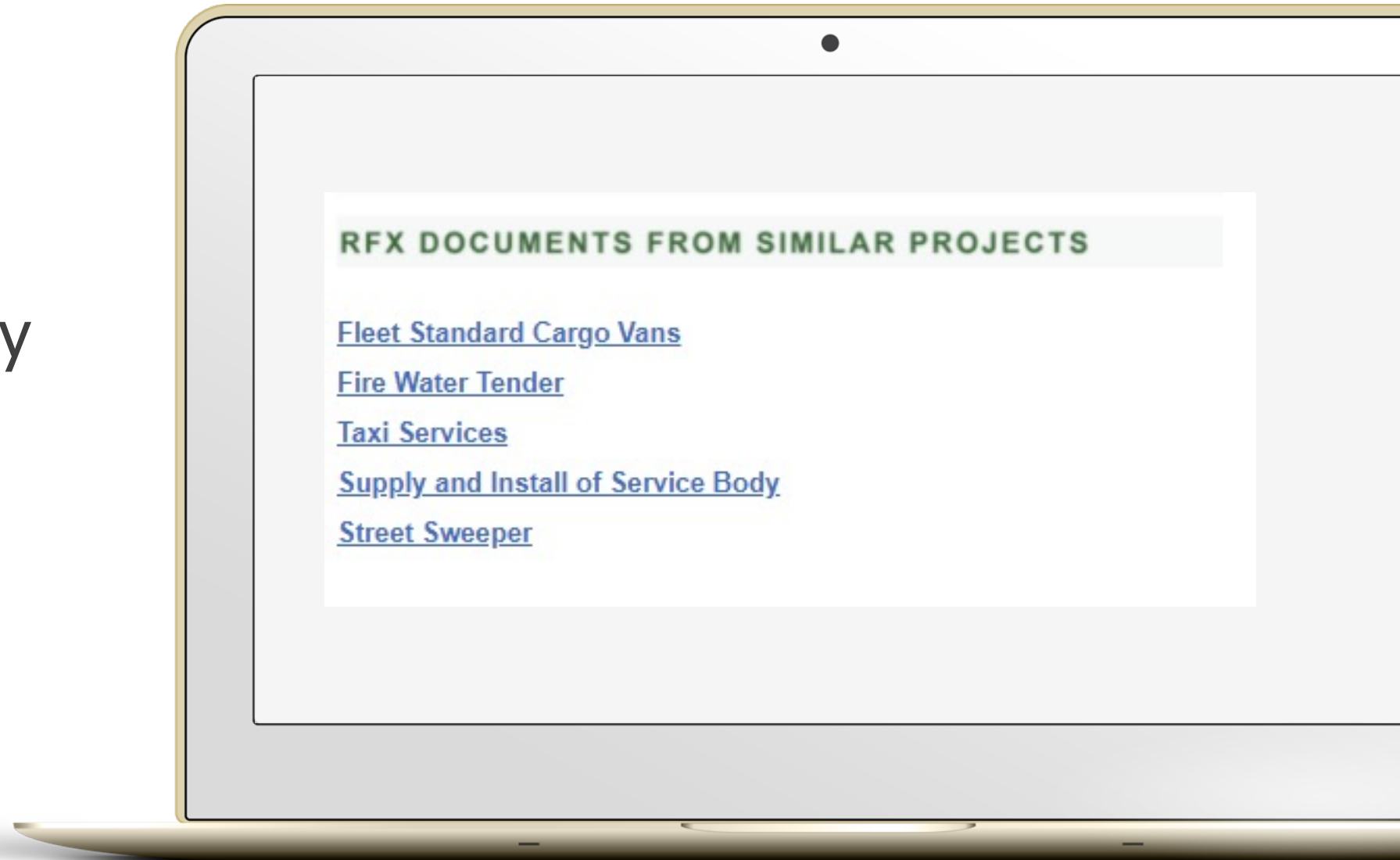
21%

of projects use Questionnaires

An average Questionnaire includes **64** Questions

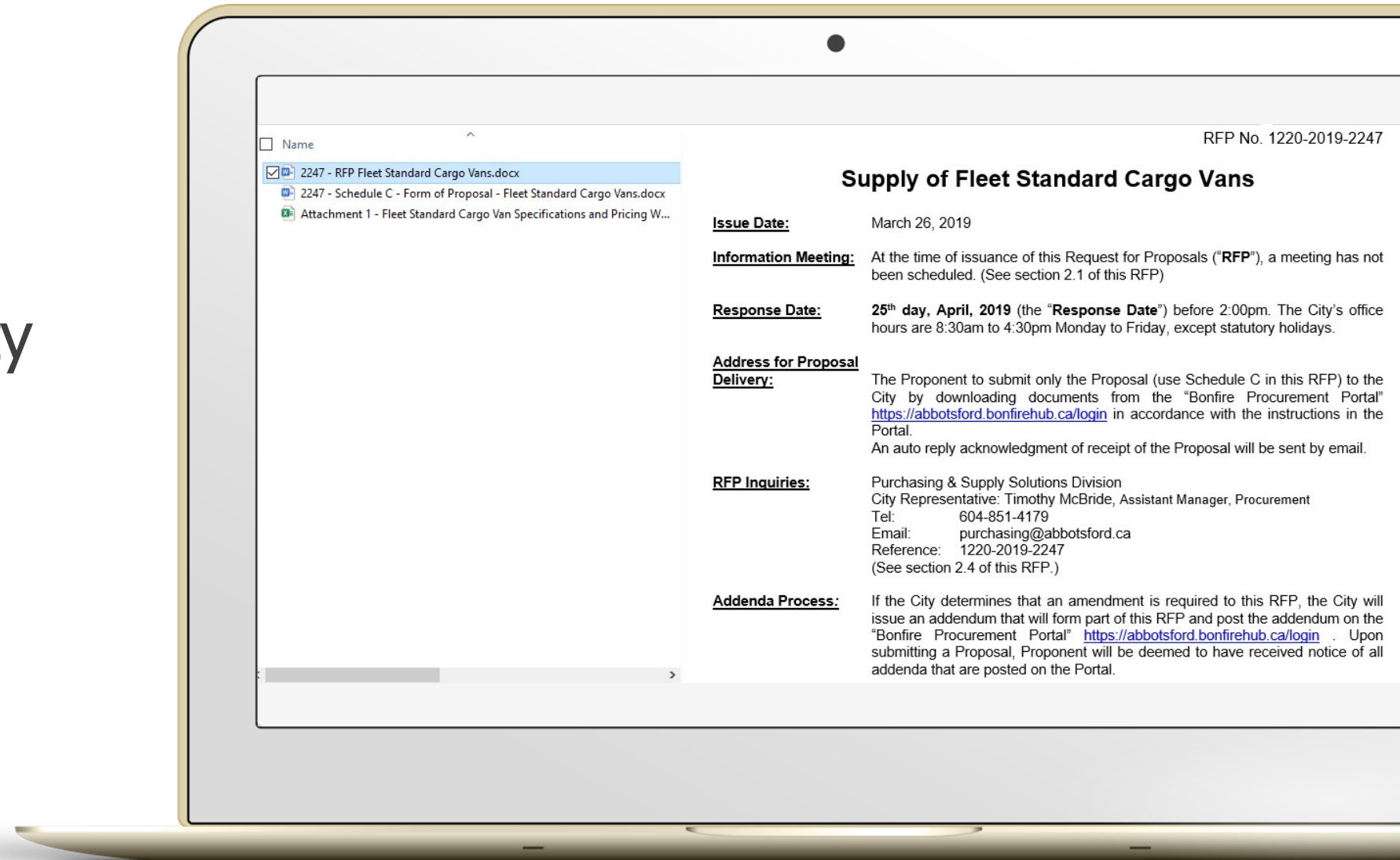
Benchmark Activity

- Documents



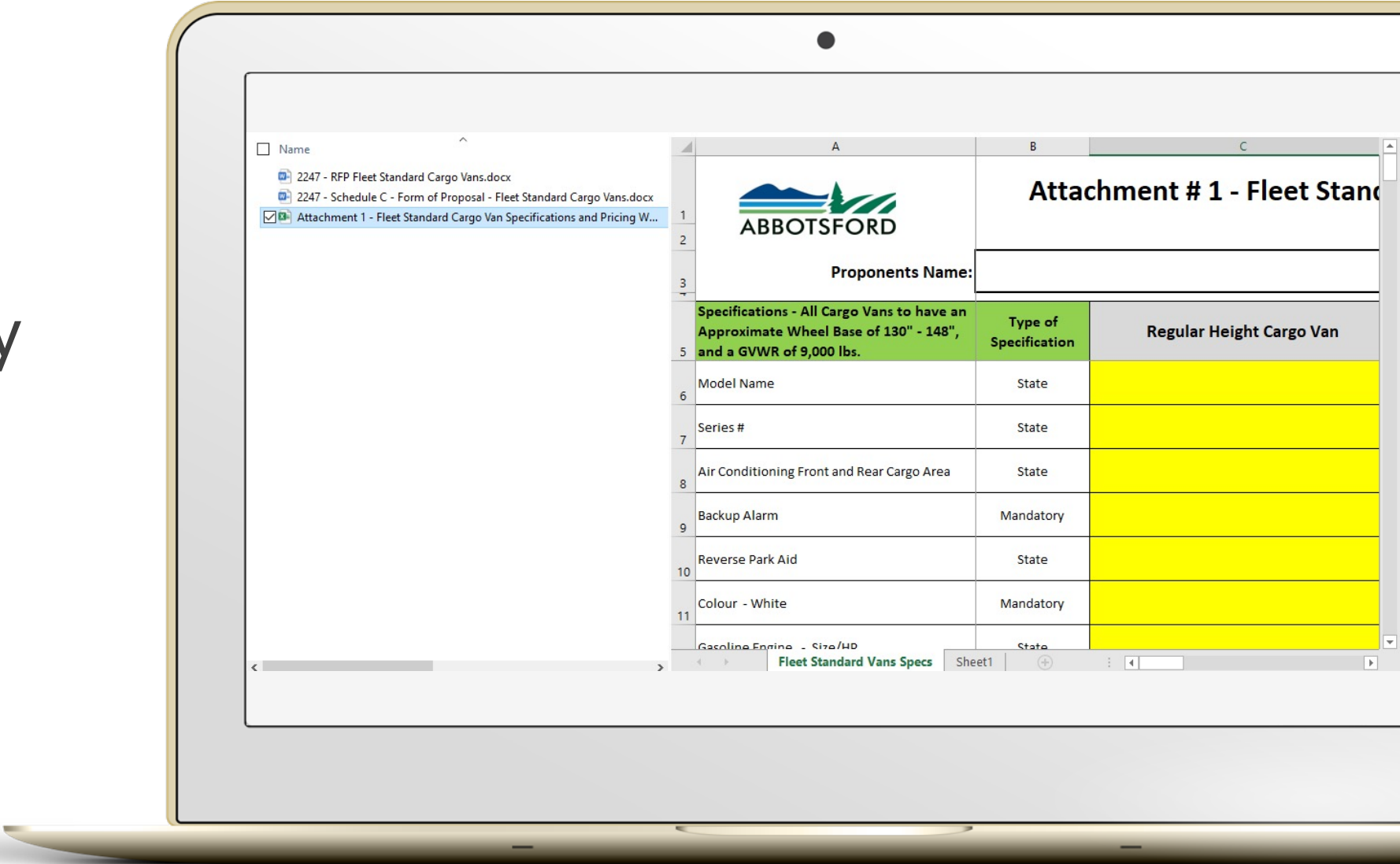
Benchmark Activity

- Documents



Benchmark Activity

- Documents





Hi Joseph,

Tomorrow, our Customer Success Leaders will be sitting down with you to discuss Best Practices for Public Works Procurement teams!

The success of a procurement function depends on a streamlined procurement process that supports bid efforts. Our team will demonstrate how other Public Works teams have utilized Bonfire for:

- **Bid openings** - best practices for vendor communications
- **Support your sub-contractors** - best practices for leveraging these new features
- **Vendor diversity** - how to utilize these features to diversify your vendor pipeline
- **Simple quoting** - RFQ & ITB enhancements

SAVE YOUR SEAT

Knowledge Sharing

Create Procurement Resources; Constant communication to highlight procurement innovation and how-to apply system features and functions



User Stories

Approaches and Results



Blogs

Strategies and features



Webinars

Expert Panel Discussions on procurement initiatives



Learn

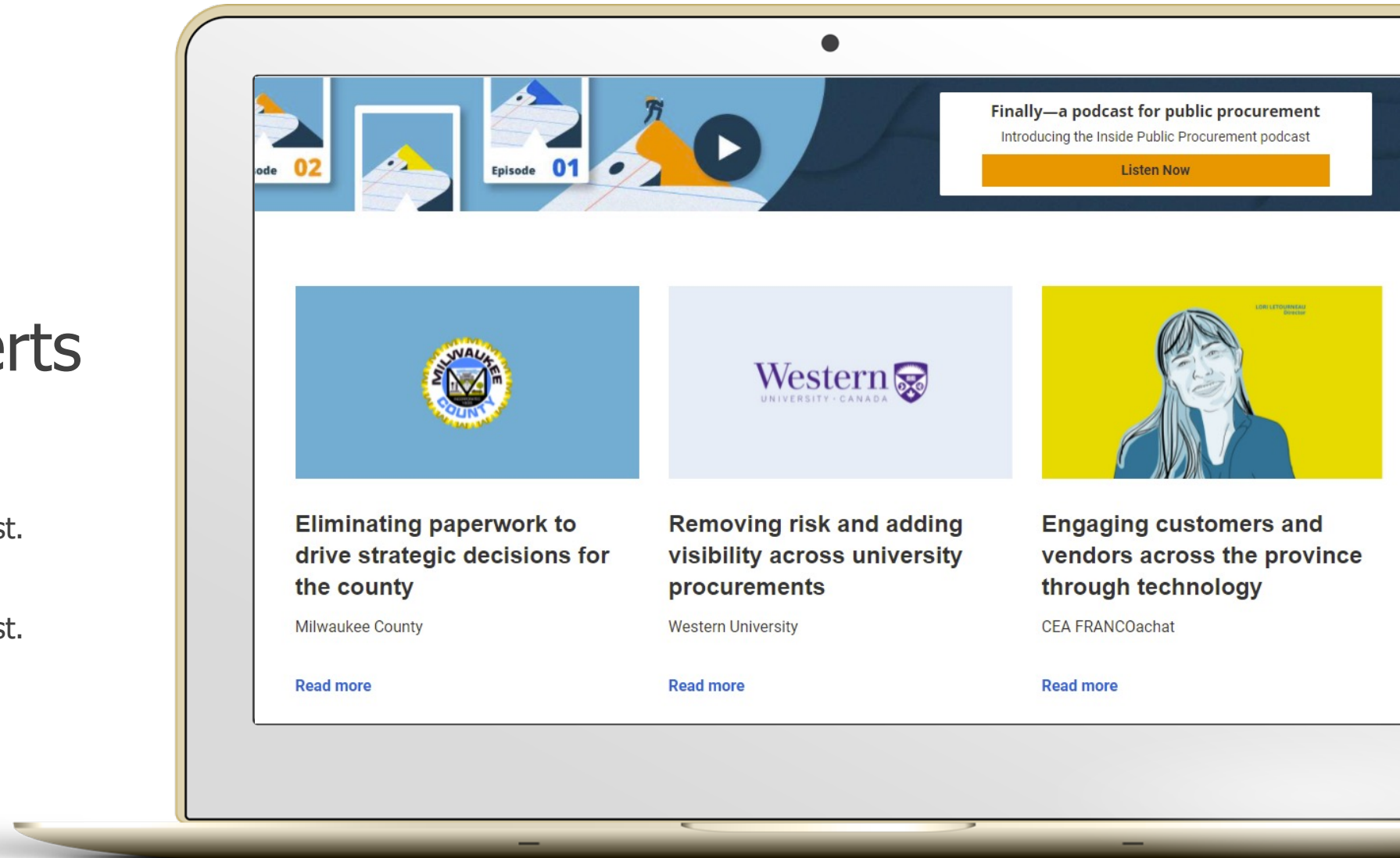
Applying eGP to procurement functions

Knowledge Sharing

Learn from other procurement experts

Other benefits include

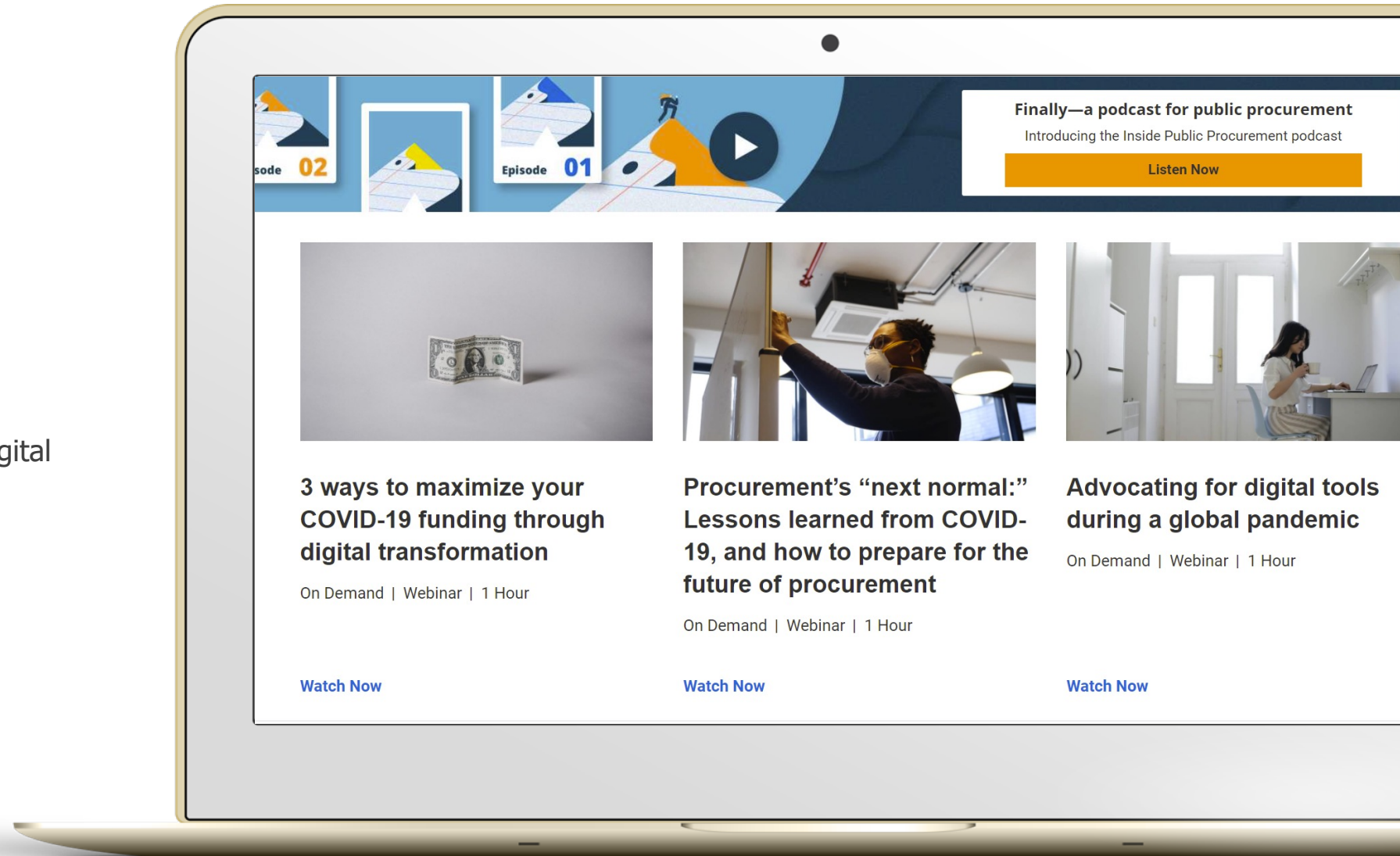
- Nunc viverra imperdiet enim. Fusce est. Vivamus a tellus
- Nunc viverra imperdiet enim. Fusce est. Vivamus a tellus



Knowledge Sharing

Webinars

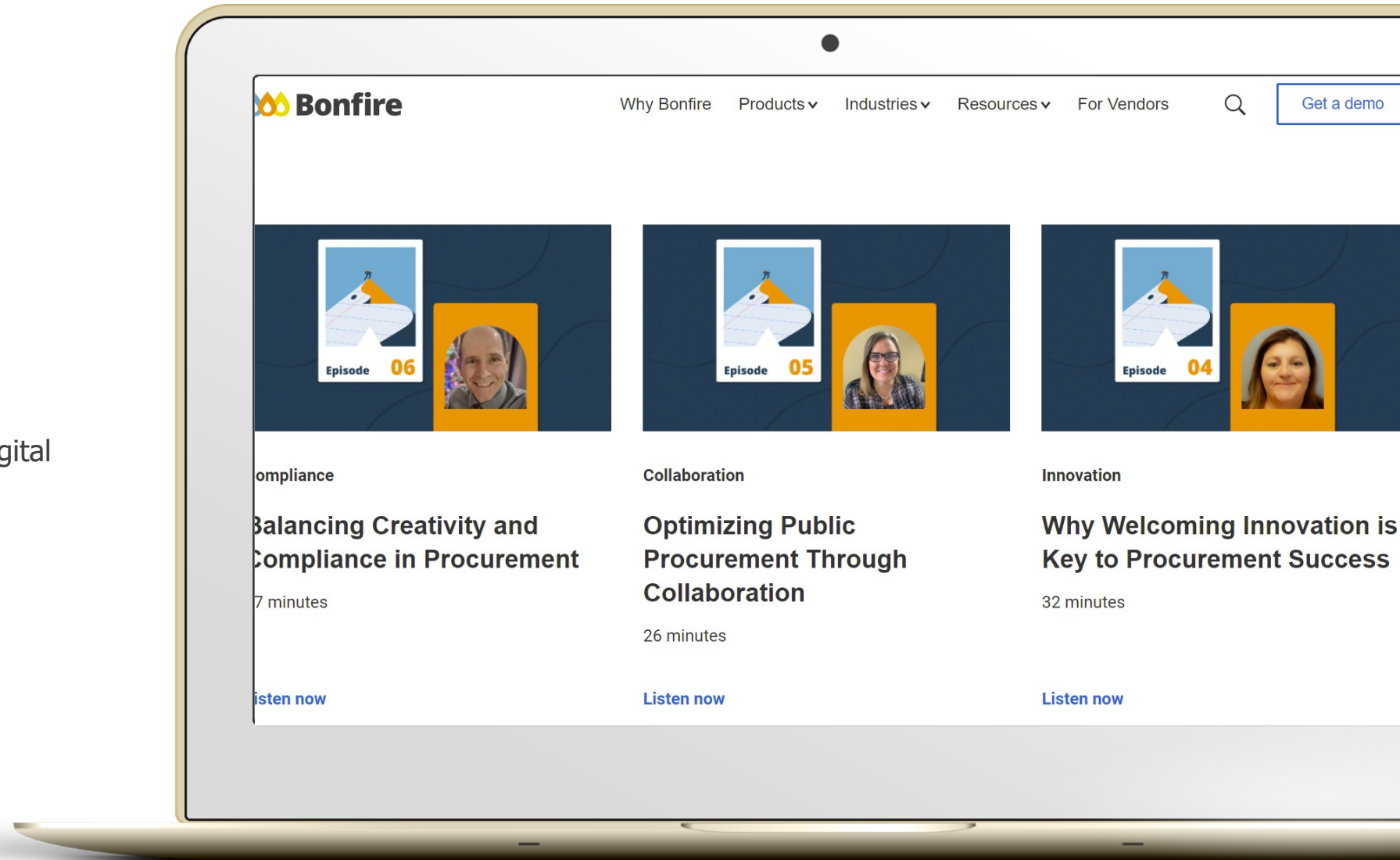
On-going lessons for procurement and digital transformation



Knowledge Sharing

Podcast

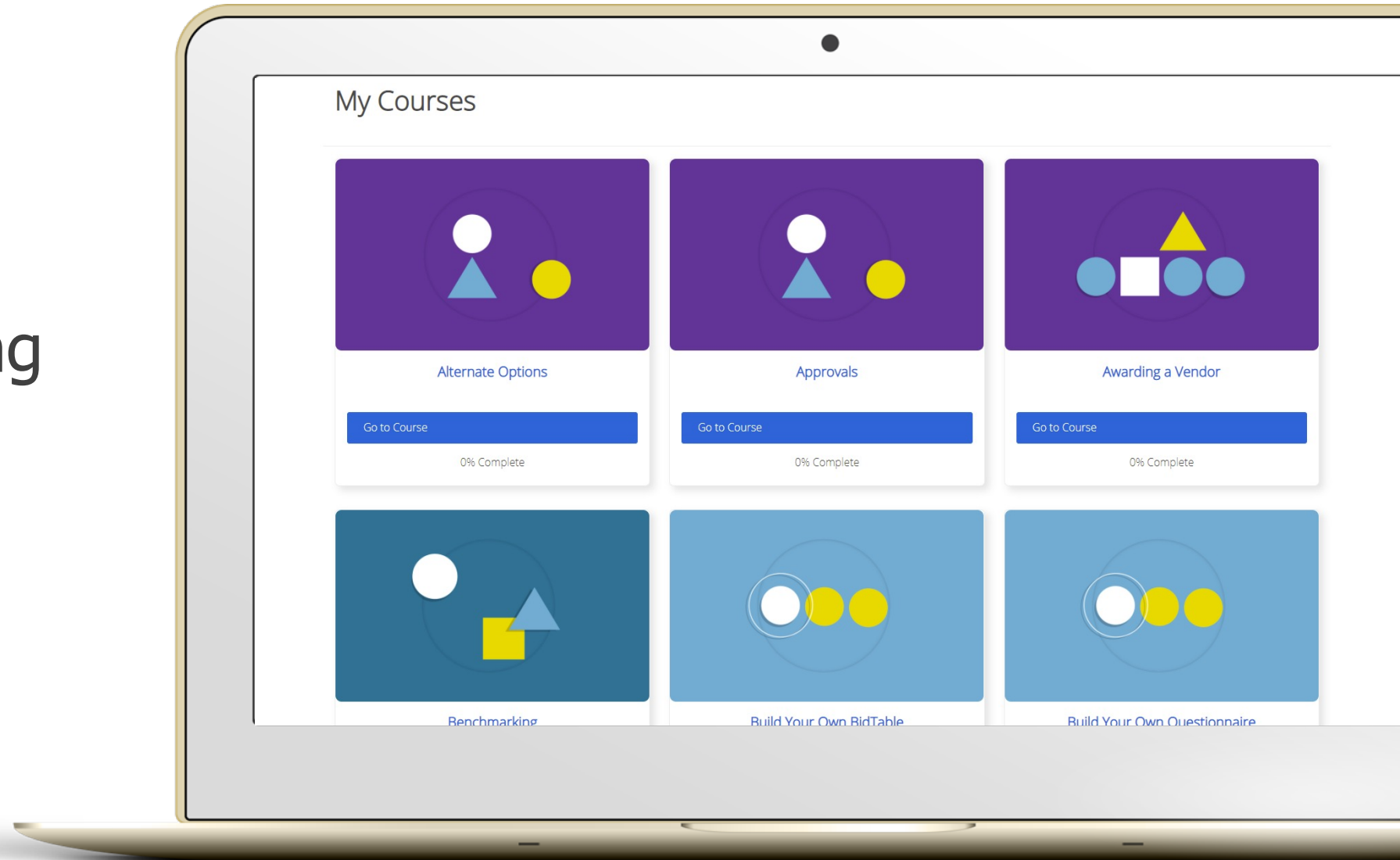
On-going lessons for procurement and digital transformation



Knowledge Sharing

Targeted e-learning

On-going lessons targeted to user role




- Your eGP systems is collecting data
 - Organize and share project data to help officers learn and create better projects.
 - Learn from past projects to plan the next project.
- Knowledge and experience leads to better procurement
 - Learn from others, apply tools to share experiences
 - Develop Procurement Resources – Strategies, innovation, experts, panel discussions, studies.
- Learning never ends
 - On-going engagement and communication




Summary

Leverage data and share user experience



7th Annual APPEPN
Conference

Thank You

 Joseph Fagan
E-GP Specialist