

Fleet Vehicle Procurement: How Our Long Haul Approach is in Service to You

By: DeAna Reed-Sharpe

There are more than 40 Statewide Term Contracts (STCs) in place for purchasing various types of vehicles including sedans, SUVs, pickup trucks, and cab chassis. Who decides what vehicles the State will want and need? How does the process work? This article details the processes the Office of State Procurement (OSP) follows and provides insight into how it impacts your entity along the way.

Vehicle solicitation is an ongoing process involving input from various groups, especially the using governmental units and the vendor community.

During the first quarter of the calendar year, dates are set for the initial Specification Team meeting, the initial Vendor Input meeting and the Pre-bid. These get-togethers are typically held in Columbia as it's the most central location for those traveling from across the state. Currently, those meetings are scheduled to take place in person at the New Brookland Room, West Columbia City Hall. Due to COVID-19, the 2020 Vehicle Solicitation meetings were held virtually. The virtual meetings proved to be an effective alternative to the in-person meetings so we're considering that option for this bid cycle. We'll share virtual meeting details with our stakeholders once we make a determination.

In South Carolina, we award the current model year and publish vehicle solicitations every year. Contracts are bid with a one-year initial term and with a one-year option to renew. Contracts bid the previous year may be rolled over or, in other words, renewed for one year as long as the dealer holds the pricing to the originally contracted price. If the dealer chooses not to roll their contract over to the second year, or if they cannot hold the pricing, that vehicle type is re-solicited along with vehicle categories whose two-year contract is expiring.

This estimated timeline for the vehicle contracting process is consistent from year to year and is based on pricing availability from the manufacturers. The timeline starts in late June with the Specification Team and Vendor Input meetings. Timeline milestones are as follows:

1. Vendors are sent notice requiring they state their intent to exercise the option to renew by July 15th of the then current contract term. If a contractor does not opt out and their contract rolls over, the following information will be updated on the contract sheet for the vehicle:

“Order Cutoff Date” information will be deleted

New model year will be listed

“Current Contract Term” date will be adjusted/extended one year

IMPORTANT: If the vendor does not request that their contract roll over, these contracts end on October 31st. The associated vehicle type(s) are then re-bid and we don't know what pricing we'll receive. If a vehicle category gets re-solicited, the pricing is almost guaranteed to change.

IMPORTANT TO CONTRACT USERS: The contract sheet for each vehicle type includes “Delivery Days ARO” information. Please note the Delivery Days ARO when placing an order for your desired vehicle. Delivery Days ARO can affect budget planning, expected delivery date of your vehicle, invoicing for your vehicle order, and purchase order close-out.

2. A *Status of Vehicle Contracts* spreadsheet is updated with roll over intentions and the date of notification of the intent. Members of the Specification Committee receive copies of the Status spreadsheet in preparation for the Specification Committee meeting.

3. The Specification Committee meeting without vendors will be in July. We normally schedule this meeting the week after the July 15th cutoff date for roll over intention. Committee members represent various state agencies,



the SC Energy Office, branches of law enforcement, and higher education institutions. Committee members will discuss anticipated vehicle needs for their various agencies and any specification updates they would like to be considered. *(If you and/or a representative from your agency/entity would like to join the Specification Committee, please notify a DPS procurement manager on a vehicle contract and State Fleet Management.)*

4. The Specification Committee meeting with vendors is held in August. This meeting is scheduled for a date soon after the Specification Committee meeting without vendors happens so that suggested changes in specifications can be passed along to the vendors. Committee members and vendors discuss the projected needs. Vendor input is incorporated into the final specifications and will allow for competition among as many vendors as possible. Vendor participants include representatives from the vehicle manufacturers, dealers, and truck body manufacturers. If a vendor is interested in participating in the Specification Committee meetings, they can contact the procurement manager to be added to the committee list.

5. We draft and publish solicitations by mid-August. Our 2021 target date for publishing the vehicle solicitations is August 19.

6. A pre-bid meeting gathers interested vendors and using governmental entities. During this meeting, specifications for each vehicle type are again reviewed for accuracy and any questions generated are addressed via an amendment to the solicitation.

7. Bids received by the submission deadline, October 1, 2021 this year, are evaluated for responsiveness and responsibility. Evaluations for vehicle categories which have a gross vehicle weight of less than 8,600 pounds include Vehicle Life Cycle Cost calculations that affect the final evaluated price for offer comparisons. Life Cycle Cost analysis (LCC) considers factors other than price which influence the vehicle purchase decision. Included in the analysis are price, residual value, depreciation, EPA fuel efficiency, estimated fuel price per gallon, and a net present value of price, less life cycle expenses. Once the operating and depreciation expenses for vehicles are considered, the purchase decision can result in a very different selection than one based solely on price. This helps ensure you receive the best value possible for your vehicle needs.

Vehicles with a gross vehicle weight in excess of 8,600 pounds and Law Enforcement vehicles are excluded from Life Cycle Cost calculations due to a lack of EPA mileage estimates for their driving conditions.

8. The Intent to Award Notices are posted in mid-October and new contracts are effective on November 1st of each year. Occasionally, contract start dates are later than the targeted November 1st date, but all contract terms end on October 31st of each year.

DPS has six vehicle categories we solicit:

- Law Enforcement – we currently have four variations: sedan, mid-size SUV, full size SUV and Hybrid or FFV. We're limited to manufacturers' offerings for law enforcement vehicles, which currently are few in this category.
- Sedans/Crossovers – we currently have three variations: compact hybrid, compact crossover/wagon, and compact crossover/wagon hybrid.
- SUVs – we currently have four variations: hybrid AWD 7-passenger, intermediate gas standard, two full-size gas.
- Vans – we currently have 11 van variations: flex fuel mini, gas mini, flex fuel mini long wheel base, flex fuel ½ ton cargo, gas ½ ton cargo, flex fuel ¾ ton cargo, gas ¾ ton cargo, flex fuel 1 ton cargo, flex fuel 12 passenger, gas 10-12 passenger, and gas high roof full-size.
- Pickups – we currently have eight variations: gas compact, gas ½ ton regular cab only, flex fuel ½ ton extended cab, flex fuel ½ ton crew cab, flex fuel ¾ ton regular cab, flex fuel crew cab ¾ ton, heavy duty ¾ ton crew cab, and diesel heavy duty ¾ ton extended cab.

Cab & Chassis – we have 11 variations based on GVWR, Diesel/Gas Engine, etc.

Our solicitations include specifications that must be met. We also incorporate Adds and Deducts for the most common options that are available or that we know our users want. Pricing for these options is incorporated in the evaluation of all offers. For those options not specifically named in the Adds and Deducts, there is a provision incorporated in the contracts that will allow users to exercise Add or Deduct options at dealer cost plus no more than 10%. The State reserves the right to re-

quire proof of the dealer's cost for any optional items.

DPS will sometimes solicit for multiple versions of a vehicle depending on the availability of flex fuel engines. For example, if we know that only Ford can offer a flex fuel engine on a particular vehicle, we may choose to bid a gas version of that same vehicle to permit other manufacturers to participate in the bid and will award both a flex fuel gas versions. This doesn't occur often, but it does happen from time to time. The goal of our office is to maintain as much fair and open competition as possible while meeting the needs of our customers (you!).

We also solicit for Truck Bodies that can be used with our Cab & Chassis vehicles. The truck body specifications are developed by the SC Department of Transportation and the body types are for the most commonly used for road construction by SCDOT and the political subdivisions. If you have a need and would like us to consider another type of truck body, contact the procurement manager for the truck body contract and we will facilitate conversations necessary for developing additional specifications.

The list above should cover most if not all vehicle needs for your entity. If you happen to have a need for a vehicle that is not included in the list, please contact one of our procurement managers for the appropriate vehicle contract and State Fleet Management to discuss the your needs. We'll work with State Fleet to determine if there is sufficient demand for this vehicle type to have it added to the next bid cycle.

Contract sheets for all of our awarded vehicles and truck bodies are located on our Procurement Services website, <https://procurement.sc.gov/agency/contracts>. To access the contract information, click on "Goods and Services Statewide Contracts", then scroll down to, and click on, the applicable vehicle type link. Contract users can place orders against the rolled over contracts as soon as the roll over information is posted.



Market Forces Impacting Fleet Vehicle Purchasing Cycles in South Carolina

By: Michael Speakmon, Team Lead, Goods & Services State Term Contracting Team

By now, we're sure everyone is aware of what is happening in the worldwide vehicle market and it's not just chip shortages causing a negative impact. COVID restrictions in the European markets are generating manufacturing shortages of other parts used in vehicle construction. Droughts, flooding, and multiple tree diseases are having a major impact on the world's rubber industry. (Did you know 85% of the world's natural rubber comes from tiny plantations in Thailand, Indonesia, China and West-Africa? Copy/paste this link into your browser for an interesting article on the rubber shortage if curious: <https://www.bbc.com/future/article/20210308-rubber-the-wonder-material-we-are-running-out-of>).



The commercial vehicle market, as well as the retail market, is facing uncertain times right now, and the availability of some vehicles may be unpredictable, or there may be no availability at all. Manufacturers are rotating what is built based on orders already received and other retail market demands, sometimes by shutting down entire factories to shift resources to where they're needed most. Each manufacturer is adjusting based on their OWN needs, so this isn't a situation where the manufacturers are working together to support the market. Thus, the vehicle you're looking at which is available today could be gone tomorrow with no timeframe for when it may become available again.

So what does this mean to you as a customer? It means that we all need to do some serious planning for our vehicle needs and understand that our expectations might not match up to mar-

ket reality!

1. Anticipate longer than expected delivery times... MUCH longer. We recently spoke with most of our vehicle vendors

and there are a few vehicles (not many) which have lead times of almost a year given current conditions. Most vehicles will likely see anticipated delivery times of four to six months, but it might be difficult to meet that target window depending on specific circumstances at the time the order is placed.

2. Larger orders may have to be split between different contractors (if multiple contracts are in place for that vehicle) in order to satisfy them all. All of our vendors are telling us that there are limits on how many commercial vehicle orders will be permitted by manufacturers so they can still support the retail market.

3. **Get your orders in early**, especially if your budget for vehicles won't roll on into the next fiscal year. If you can, place your orders for vehicles as soon as possible in the new FY under the existing contracts. We say "if you can" because some of the vendors have already cut off orders for the existing models and won't be renewing their contract after October 31. Not all vehicle types are affected by this, so promptly get with the vendor for the vehicle you want and see if they'll accept your PO.

4. If you could wait a year or two to order a new vehicle, that would probably be a good idea. We expect these issues to continue well into CY 2022 and affect the 2023 models of vehicles before we start to see any relief. It could happen sooner, but right now the outlook isn't good.

Anticipate that the delivery date the Contractor gave you may change. Remember, the market is constantly shifting to meet demands and if there is a higher demand than yours, you could get caught up in it and experience delays.

Like my grandmother used to say, you can't get blood from a turnip. Yes, the contractors are obligated to deliver the vehicles within the days after receipt of order (ARO), but if the manufacturer decides not to make a vehicle, there is nothing we or the vendor can do about it. We've also seen instances where the manufacturer didn't notify the vendor of a cutoff date (no more orders will be accepted) until AFTER the cutoff date. So, what are your options when something like this happens?

1. You can cancel the PO. If the vendor cannot meet the delivery time, you're within your right to cancel the PO. Now, you REALLY need to think long and hard before cancelling because that can sometimes put the vendor in a difficult position. If you ordered a large number of vehicles and cancel the PO, that vendor is still responsible to the manufacturer for payment on that order. Not many vendors can handle the cost of losing an order of 300 vehicles from our contract and it can potentially affect their ability to continue performing under the contract. We recommend this as the absolute *last resort* option on any contract, and is not to be done without discussing it with State Fleet Management (SFM) or our office first. Remember that cancelling with one vendor only puts you last in line with another, so this option might not be best for you.

2. You can accept a similar vehicle from the dealer's existing inventory. Be careful with this option. The "similar" vehicle must be the same vehicle (an F150 for an F150 for example) and must have almost all of the specs for the contracted vehicle category. For example, a contract calls for a 2021 model year F150 with vinyl seats, an extended cab, and a bench seat in the front. The dealer cannot order that, but they happen to have a new 2020 model year F150 quad cab with cloth seats and captain's chairs on the lot that they can deliver immediately for the same dollar amount or less. Those changes are acceptable because they are consistent with the specified vehicle and the differences do not affect the performance of the vehicle. The vendor cannot FORCE us to take this replacement vehicle under the contract, but we can accept it if we choose.

3. Divert the budget money for that vehicle to other/future vehicle needs that exist that are currently available. You might want to talk with your fleet manager and budget office before making that decision on your own... just sayin'.

Be patient and wait it out if your budget allows. We promise you, the vendors on contract are WAY more stressed about this situation than we are and they're working very hard behind the scenes to get as much as they can for us. They need to sell us vehicles as much as we need to buy them, so hang in there if you can.

Our office, SFM, and SCDOT remain in communication with manufacturers' representatives and our contractors monitoring the situation as it evolves. Yes, we're conducting our annual vehicle bid cycle as per usual and are anticipating we may have to solicit for most (if not all) vehicles because we're pretty confident the manufacturers won't be able to hold their pricing for another year. We'll continue to provide updates in *DisPatches* as they become available.

If you have any questions, please contact the procurement manager assigned to that contract. Their contact information can be found on the contract sheet for each vehicle.





Statewide Contract News

SPECIAL NOTICE

EASiBuy LLC is the new statewide term contract vendor for online reverse auction services. Since 2009, EASiBuy has been a leading eSourcing and reverse auction solution. Currently, they work with some of the largest states and municipalities in the United States including New York, Connecticut, Rhode Island, Vermont, Oregon, Los Angeles and Chicago. SFAA Division of Procurement Services is currently working with EASiBuy to implement appropriate policies, procedures, and workflows to ensure adherence to the Procurement Code for our reverse auctions. Once this initial onboarding is complete, we'll be holding an informative session with EASiBuy so you can meet the account manager and get a better understanding of the new contract. We'll announce this date as soon as possible and encourage everyone to participate.

Market Research and Agency Input Requests for NEW State Term Contracts (STC)

The Office of State Procurement (OSP) seeks input on the following recommendations for new State Term Contracts (STCs). If you have any information you can share, please contact the appropriate procurement manager. Our goal is to put contracts in place that will meet your needs, but we need your input to ensure success.

CradlePoint -- Randy Barr (rbarr@mmo.sc.gov) is conducting market research into creating a new STC for Cradlepoint. We've received numerous requests from school districts and agencies but are looking for additional input from others who may utilize the contract. Please email Randy Barr with your details on your current or anticipated usage.

SAS * Cloud Analytics -- Randy Barr (rbarr@mmo.sc.gov) is conducting market research into creating a new STC for SAS Cloud Analytics based on several end user requests. Please email Randy with input if you're a current user or you'd like to become one.

Market Research and Agency Input Requests for existing State Term Contracts

Bulk Deliveries of USLD and Biodiesel -- (Expires March 31, 2022) DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is finalizing her research on the next iteration of this contract and has already received some valuable input. We're hungry for more info you may have to guide us. We'd especially like to know if, and how, COVID-19 negatively affected the performance on these contracts. Now that we've experienced a pandemic like Covid, we can take the lessons learned and apply them to future contracts.

Diesel and Biodiesel Fuels - Tankwagon -- (Expires March, 31, 2022) DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is finalizing her research and is about ready to offer up her business analysis. If you have any input, now is the time to provide it!

Traffic Signal Controllers -- (Expires April, 4, 2022) Portia Davis (pdavis@mmo.sc.gov) is beginning her research into the next iteration of this contract. SCDOT creates and monitors the specifications for this contract so if you have any input concerning the specs, please let Portia know so she can contact DOT.

Industrial Gases - Cylinder Exchange -- (Expires April 30, 2022) DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is beginning her research into the next version of this contract. The contract seems to be working well as currently constructed and we seem to have a good list of gasses that are specifically priced in the contract. Also, we have other gasses available at a discount. Are there some gasses which are used on a regular basis which we can add to the list to get a better price? Are there gasses not covered by the contract which we need to consider? If so, please contact DeAna ASAP.

LIDAR and RADAR -- (Expires May 24, 2022) Portia Davis (pdavis@mmo.sc.gov) is responsible for this contract. The Department of Public Safety is responsible for producing the qualified products list for it. If your local law enforcement agency wants a specific product included, please reach out to your colleagues at the Department of Public Safety to have those products tested and approved.

Information Security and Privacy Services -- (Expires April 21, 2022) This office continues to conduct research into the next procurement process for these services. The "ISPS" services provided under this contract portfolio are currently divided into 7 Lots:

Lot 1 – Security Monitoring Analytics	Lot 2 – Security Incident Response Management
Lot 3 – Security Infrastructure Support	Lot 4 – Distributed Denial of Service
Lot 5 – Security Assessments and Other Consulting	Lot 6 – Application Security Assessment and Remediation
Lot 7 – Privacy Support Services	

If you have any input, questions, or concerns regarding how the existing contract is structured or functioning, or the services delivered under this contract (in general or for a particular ISPS contractor), please contact Will Butler at wbutler@mmo.sc.gov.

Digital Fingerprinting & Concealed Weapons Permit System (5400008064) -- (Expires December 14, 2021) The OSP plans to have a replacement contract in place prior to the expiration date of this contract but needs feedback as quickly as possible. A meeting for Authorized User feedback was held June 23, 2021. If your agency (1) is an Authorized User of Digital Fingerprinting Services; (2) has personnel interested in providing feedback for the new solicitation; and (3) has not been contacted, please email Kristen Hutto at khutto@mmo.sc.gov as soon as possible.

Barracuda Network Security Products (5400011873) -- (Expires October 23, 2021) The OSP continues gathering information through market research and user feedback regarding the next procurement for these products. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning or the products sold, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov or 803-896-5232.

Mobile Device Management (5400012111) -- (Expires December 8, 2021) The OSP remains in the solicitation development phase and is rewriting the scope of work. If you have any input, questions, or concerns regarding how the existing contract is structured or functioning **or would like to serve on the evaluation committee**, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov as soon as possible.

In-Car / In-Bus Digital Video Recording Systems (Local Storage Only) -- (Expires June 6, 2022) With the current contracts scheduled to expire, this office is starting the market research process. **We are especially interested in gauging the ongoing need for video recording systems that utilize on-premise local storage (e.g. hard drives) as opposed to cloud-based storage.** Please email Will Butler at wbutler@mmo.sc.gov with any input.

State Term Contracts which will NOT be renewed or resolicited

Mosquito Control Services -- (Expires April 17, 2022) This is a contract for aerial application of mosquito pesticides. We're contemplating not soliciting for these services as there've been **no sales in more than four years**. We've talked with the contractor about this, but we're really looking for input from the potential users, especially those working at the county level. Please pass this information on to whoever manages your mosquito control program and have them contact Ellicia "Skeeter" Howard (ehoward@mmo.sc.gov) so she can speak directly with them about this contract and its use.



Digital Print & Quick Copy Services -- (Expires July 30, 2021) We plan to sunset NASPO Value Point Contract PB2454 due to low usage when it expires. If you have any questions regarding these non-renewals or contract changes, contact Randy Barr, Sr. at rbarr@mmo.sc.gov or 803-896-5232.

Currently Published Solicitations

Purchase Card Program (Pcard) (5400020074) -- We continue to evaluate the options before us, but rest assured, we do not anticipate a break between the old and new contracts.

Trash Can Liners (5400020368) -- Portia Davis (pdavis@mmo.sc.gov) is evaluating offers and we anticipate publishing the awards on July 12, 2021 as scheduled.

Educational Consulting (5400020964) -- DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) is evaluating offers and we anticipate publishing the first awards on July 13, 2021 as scheduled.

Battle dress Uniforms (5400021519) -- DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) published the solicitation June 15, 2021. The bid opening is scheduled for July 28, 2021 with a scheduled award publishing date of August 8, 2021. We got some very good input on this one and we added additional lots for other uniform brands that our stakeholders are actually using. **Thank you** to all of you who provided that helpful feedback! A link to the solicitation is below.



<https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400021519>

ADA Buses (5400021385) -- Portia Davis (pdavis@mmo.sc.gov) conducted the pre-bid meeting on June 21, 2021 and is reviewing some questions posed to us after the meeting. We don't anticipate a change to the scheduled bid opening on July 23, 2021. A link to the solicitation is below.

<https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400021385>

Household Appliances (5400021854) -- Portia Davis (pdavis@mmo.sc.gov) published this solicitation June 18, 2021 with an anticipated bid opening date of August 4, 2021 and an award posting date of August 25, 2021. A link to the solicitation is below.

<https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400021854>

Digital Government Services (Formerly: Self-Funded Web Portal) -- Current contract 4400008796 resulting from solicitation 5400007500 **expires on July 15, 2021**. Solicitation **5400021069** is on the streets (<https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400021069>) with an award date tentatively scheduled for December 2021. This will allow a six-month period for transitioning as appropriate.

Governments with existing service agreements and/or statements of work with SCI through the state term contract will need to sign a SOW extension to continue their relationship with the vendor through July 14, 2022. In such cases, SCI will provide the necessary documentation to each customer along with instructions for its completion. If you have not received this information, please contact SCI immediately.

For details on this State Term Contract, please visit SFAA's Procurement Services Web Portal webpage, <https://procurement.sc.gov/files/contracts/Web%20Portal%20Update%2004%2029%2021.pdf>. Additional updates will be provided as necessary. If you have any questions or concerns, please contact Kimber Craig at kcraig@mmo.sc.gov.

STC Ruckus Wireless (5400021573) -- This solicitation was published on June 10, 2021 with bid a opening planned for July 22, 2021. We anticipate an award date of August 3, 2021. If you have any questions or concerns, please contact Randy Barr, Sr. at rbarr@mmo.sc.gov

One Card Identification Systems -- The existing One Card Identification System statewide contracts are extended to July 5, 2022 or until new contracts are effective. If you have any questions or concerns, please contact Kristen Hutto at khutto@mmo.sc.gov as soon as possible.

Newly Awarded State Term Contracts (STC)

Concrete Culver Pipe (5400021150) -- Michael Speakmon (mspeakmon@mmo.sc.gov) published the Intent to Award May 28, 2021 as scheduled. The new contracts became effective June 10, 2021 and they begin August 2, 2021. We didn't receive responsive offers on three of the lots so Michael will publish a new solicitation before the end of June for offers on those.

Used Oil & Filter, Contaminated Water & Solvent Collection and Recycling Services (5400021004) -- DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the award June 14, 2021 and the contracts will be effective June 24, 2021 with a start date of July 11, 2021.

High Density Polyethylene Pipe (HDPE) (5400021217) -- DeAna Reed-Sharpe (drsharpe@mmo.sc.gov) posted the award for this solicitation June 10, 2021. Since we only received one offer, the contract went effective immediately on June 11.

STC Citrix NetScaler (5400021392) -- This contract (4400026444) was awarded June 21, 2021 and will be effective July 14, 2021 to July 13, 2026. If you have any questions or concerns please contact Randy Barr, Sr. at rbarr@mmo.sc.gov or 803-896-5232.

Reverse Auction Services (5400020717) -- Reverse Auction contracts are effective following resolution of the protest. The Maximum Contract Period of contract 4400025775 with EASiBuy LLC is June 14, 2021 through June 13, 2026. See the **SPECIAL NOTICE** section at the beginning of this list for additional information about the EASiBuy contract. Please contact Scott Patterson (scott@eauctionservices.com) at EASiBuy or Kristen Hutto (khutto@mmo.sc.gov) with your questions.

Currently Advertised Cooperative Contracts

PCs, Servers, Storage, Peripherals -- Our office is working with manufacturers to extend the current Participating Addenda for the NASPO ValuePoint Computer Equipment portfolio to align them to the Master Agreements which have been extended through July 31, 2022.



New Management Structure for DPS



The names are familiar, but the job titles and the reporting arrangement are evolving. There's a new management chart coming to the State Fiscal Accountability Authority's Division of Procurement Services.

The current reporting structure for senior management is highly vertical rather than horizontal. As a result, the Office of State Procurement has multiple layers in its organizational makeup. This vertical nature unintentionally restricts senior managements' span of control and their ability to focus on strategic initiatives. So, some redistribution is afoot.

Grab a crayon...

Kimber Craig will become Deputy Chief Procurement Officer and continue to serve as Procurement Director for Agency Sourcing. Stacy Adams will become Procurement Director for Statewide Sourcing. David Quiat will become Deputy Procurement Director serving as a senior consultant and will also handle complex procurement matters. David will continue to report to Kimber.

John White, the Materials Management Officer, will continue to report to Delbert Singleton and to manage the Office of State Engineer, Audit and Certification, Business Operations and Strategic Planning, and the Chief Procurement Officers. John will also assume management responsibility for the eProcurement staff as they are onboarded. Kimber and Stacy will report directly to Singleton as well.

Delbert Singleton, who remains Division Director, predicts the move will help our organization adopt a strong posture for tackling oncoming changes affecting the procurement world and DPS in particular.

"We're always looking for opportunities to better serve our customers and the State," Delbert says. "I believe these management changes will assist us in enhancing our service delivery. As we move toward acquisition and implementation of our eProcurement system and performing other initiatives, the new management structure will aid in that effort."

The organizational changes become effective on July 2, 2021.

