

# YOUR SUCCESS STARTS WITH PROCUREMENT



**PUBLIC  
KNOWLEDGE®**

YOUR CATALYST FOR POSITIVE OUTCOMES

We often see our clients struggling with the same three challenges for projects and services they are procuring:

- limited staff
- timeline constraints
- tight budgets

We help with these challenges and others. As a chosen NASPO ValuePoint Procurement Acquisition Support Services (PASS) supplier, we quickly contract with you to provide needed services for a fraction of typical procurement costs and time investment. We expedite contracting through participating addenda with states.

We have NASPO participating addenda in place with Colorado, Hawaii, Nebraska, Nevada, New Mexico, North Carolina, and Wyoming.

Contact us if your state does not have a participating addendum. It typically takes less than two weeks and avoids a long procurement process.



NASPO  
**ValuePoint**  
SUPPLIER PARTNER

# NASPO ValuePoint PASS Services

Procurement, Acquisition, and Support Services

WE SUPPORT A VARIETY  
OF SERVICES.

## Planning

- Strategic Planning
- Assessments
- Alternatives Analysis
- Procurement Strategy Development
- Requirements Development
- Project Governance
- Executive Governance
- Governance Strategy
- Meeting Design and Facilitation

## Research

- Research
- State and Federal Funding Requests
- Capacity Building

## Solicitation


- Requests for Proposals
- Requests for Quotes
- Evaluation
- Evaluation Strategy

## Management

- Communication
- Project Management and Quality Oversight
- Contract Risk Management
- Organizational Change Management
- Business Process Redesign

We research and draft requirements, help develop the scope of work, define bidder qualifications, draft the evaluation methodology and criteria, and draft required contractual language. Our procurement process results in an efficient and transparent RFP process. We align the procurements with your standard templates and procedures in collaboration with your procurement authorities.

Finally, we develop procurements that maximize vendor competition and interest through our approach to requirements drafting, identification of performance measures, and proposal submission requirements such as required and desired vendor experience. We also help you identify and understand the vendor marketplace. Our approach results in a competitive procurement process so you select a vendor that provides the most value.

We have proprietary approaches in the following areas that we've used with many clients for successful and painless procurements. Select the  to view our approach.

ALTERNATIVES ANALYSIS  
AND PROCUREMENT  
STRATEGY DEVELOPMENT



Our alternatives analysis process begins with defensible information about the costs, timelines, and resources needed to achieve your objectives. The result is a clear recommendation that (1) is based on a quantifiable score, (2) aligns with your budget and objectives, and (3) considers multiple qualitative factors.

PROCUREMENT STRATEGY



The development of a procurement strategy is critical to achieve the outcomes you want and save time and budget. We help determine your procurement goals and develop a roadmap to achieve those goals through the design and facilitation of a vision and roadmap planning session.

REQUIREMENTS  
DEVELOPMENT



More than half of system errors precede system design. Specifically, defects often result from omitted, faulty, or misunderstood requirements. We develop clear and accurate requirements by combining extensive requirements research, facilitation experience, and documentation expertise. This approach results in fewer downstream product defects.

## STATE AND FEDERAL FUNDING REQUESTS



We develop business case and funding request documentation for state and federal funding approval. We have extensive experience meeting state budget approval requirements, particularly for health, human services, and transportation programs.

## SOLICITATION DRAFTING



We write solicitations, for example requests for proposals (RFPs) and requests for quotes (RFQs), to help you acquire vendors for outsourced systems, services, or projects. We help you define and communicate your needs in a way that attracts attention and generates competition among the most qualified bidders.

## EVALUATION



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## VENDOR MANAGEMENT



We develop interactive contract monitoring tools to manage vendors and track contract requirements, service level agreements (SLAs), requirements, project progress, and any other tracking needs you identify.

We also assist with transitioning from an incumbent contractor to a new contractor if needed. To develop our contract monitoring tool, we move the requirements into our interactive platform, make updates as needed, and work with you to create a dashboard that is logical and user-friendly.

We maximize value by using a tailored procurement approach informed by decades of experience.

View our approaches by visiting  
the URL below or scanning the QR Code.  
[Resources.Pubknow.com/naspo-valuepoint-task-plans](https://Resources.Pubknow.com/naspo-valuepoint-task-plans)





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Ready to connect?



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