

How to Do Business With The City of Sparks



INTRODUCTION

Government is the BIG FISH
(but how big?)

Public Purchasing
The Universal Concepts

Conceptually, we do things alike:

Open Process

Equal Access to All

Clear Rules (almost to a fault)

Enforced Deadlines (time clocks rule the day)

Operationally, we may act
differently:

Organizational Authority - Charter v.
General Law (CA)

Delegated Purchasing Authority

Internal Division of Duties

Purchase Orders Required?

Credit Cards?

**What does the Potential Market in
Washoe County Look Like?**

Washoe County Includes:

Population of 425K (2nd largest in the State)
6,300 Square Miles

County Government

2 Incorporated Cities

1 School Districts (92 School Sites)

1 Community College

1 State University

Multiple Special Districts (TMWA, GID's, Fire, Airport, etc.)

City of Sparks

Full Service City Including: Planning, Building Permits, Inspections, Police, Fire, Wastewater, Parks, Public Works, Human Services and Special Events.

Some Statistics (Fiscal 2012):

- Total Spend (non-Payroll) of \$38.3M
- \$27M in Nevada
- \$25M in Northern Nevada
- Nearly 8,000 credit card transactions (Avg. value of \$258)
- 2,100 Purchase Orders

City of Sparks

Purchasing Structure: Partially De-Centralized

- Delegated Purchasing Authority to Departments using credit cards
- Purchases exceeding card limits generally require a Purchase Order
- Bids for Construction (public work project) executed by Purchasing
- Professional Services Agreements may be competitively solicited

Formal Bid Required for Goods and non-professional services exceeding \$50K with some exceptions.

Formal Bid Required for construction services exceeding \$100K (Informal quote \$25K-\$100K)

Other Influences - Political, generally requiring additional steps.

The First Step
(It's not a sales call!)

Gather Information (we really do like to talk about our work)

Information Gathering

1. Do we buy what you sell?
2. How is the Purchasing Process Structured?
3. Selling to the right person(s) – Multiple clients

Selling the Right Product
(Your Best Marketing Tool)

From a Public Buyer's Perspective

**Market the Contract
Then
Market Your Product**

**This saves Time, Effort and
Money (Note the Order)**

**Cooperative Contract
Organizations**

Federal GSA Contracts - <http://www.gsa.gov>

Western States Contracting Alliance (WSCA)
<http://www.aboutwsca.org/>

US Communities - <http://www.uscommunities.org>

Western States Contracting Alliance (WSCA)
<http://www.aboutwsca.org>

National Joint Powers Alliance (NJPA) – <http://www.njpacoop.org>

National IPA (NIPA) – <http://www.nationalipa.org>

HGAC Buy – <http://www.hgacbuy.org>

Questions?

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Thank You!



PURCHASING SPEND REPORT FISCAL YEAR 2011-12

This summary describes how and where the City spends the funds entrusted to it by the Citizens of Sparks.

While the issue of showing some manner of preference toward "local" or Nevada-based vendors is one left to the State Legislature to address, the City of Sparks already purchases the bulk of materials and services (wherever practical) from vendors that would be considered "local."

The data compiled here reflects purchasing transactions via Purchase Order or Credit Card. In the fiscal year that ended June 30, 2012, the City spent \$38,381,276 through the use of 2,131 Purchase Orders and 7,984 credit card transactions.

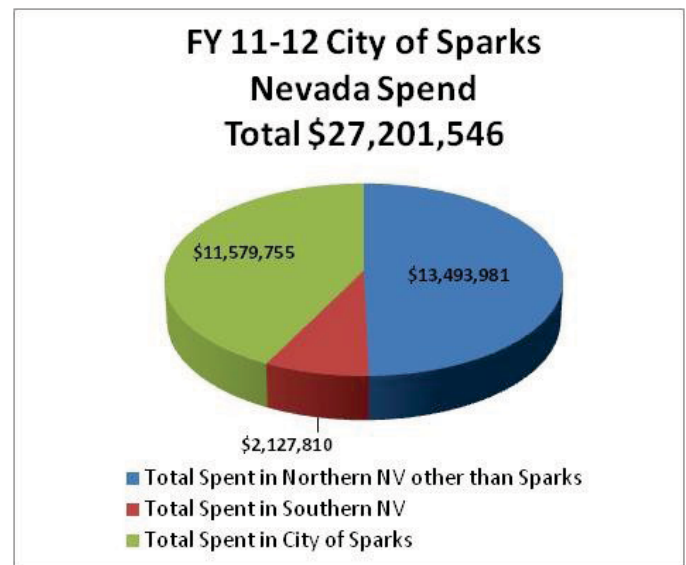
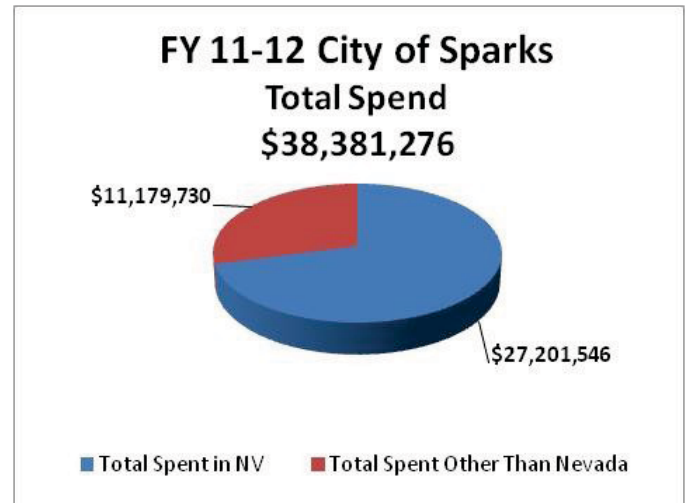
Of the roughly \$38.3 Million, \$27.2 Million of purchases (71%) was transacted with businesses in Nevada.

Of the \$27.2 Million spent in Nevada, \$25 Million (65%) occurred in Northern Nevada.

\$11.6 Million was purchased from vendors holding a Sparks address. This represents 30% of the total spend and 43% of the Nevada amount. These percentages reflect increases from the previous fiscal year.

The balance of transactions that left the State (29%) can be directly tied to multiple issues, but in most cases are instances where products were competitively bid; were unavailable from local sources; or were procured from a "sole source" located outside of the region. These included:

- Chemicals or specialized equipment at the Truckee Meadows Water Reclamation Facility (TMWRF): \$2.9 Million (8% of total)
- Specialized Vehicles, Equipment or Software: \$1,014,575 (2.6% of total)
- Playground Equipment: \$213,023



Impacts of AB 144 on Local Government Agencies						
Survey Period: Fiscal 2012 (7/1/11 - 6/30/12)						
Data recorded from an E-mail survey taken of NV Public Purchasing Study Commission member agencies in August of 2012.						
Agency	Qty of Formal Bids for Public Works	Qty of Bids Where Preference Could be Used (Non-Fed \$ over \$250K)	Qty of Bids Where Preference Changed the Outcome (ranking) of Bids	Qty of Bids where use of a NV Bidder gaining the bid over an out-of-state Bidder*	Qty of Bids where use of the preference resulted in a NV Bidder gaining the bid over another NV Bidder**	
Carson City School District	5	3	0	0	0	
City of Fernley	5	1	0	0	0	
City of Las Vegas	28	20	1	0	1	
City of Reno	16	14	0	0	0	
City of Sparks	19	7	0	0	0	
Clark County	24	14	0	0	0	
Clark County Department of Aviation	11	2	1	1	0	
Clark County School District	76	64	0	0	0	
Clark County Water Reclamation District	6	6	0	0	0	
Douglas County School District	1	0	0	0	0	
Las Vegas Convention and Visitors Authority	5	3	0	0	0	
Las Vegas Metropolitan Police Department	0	0	0	0	0	
Las Vegas Valley Water District	14	11	0	0	0	
Lyon County	1	0	0	0	0	
RTC of Northern Nevada	19	19	0	0	0	
RTC of Southern Nevada	4	0	0	0	0	
Southern Nevada Water Authority	6	3	0	0	0	
Truckee Meadows Water Authority	12	7	1	0	1	
UNLV	0	0	0	0	0	
Washoe County	7	3	0	0	0	
Washoe County School District	37	10	6	0	6	
Total	296	187	9	1	8	
* Use of preference (NV bidder over out-of-state) resulted in the local agency paying \$18,500 more than the original low bid would have required.						
** Use of preference (NV bidder over NV bidder) resulted in the local agencies (combined) paying \$78,590 more than the original low bid would have required.						
						Updated 9/18/12