

Information Technology General Services Committee

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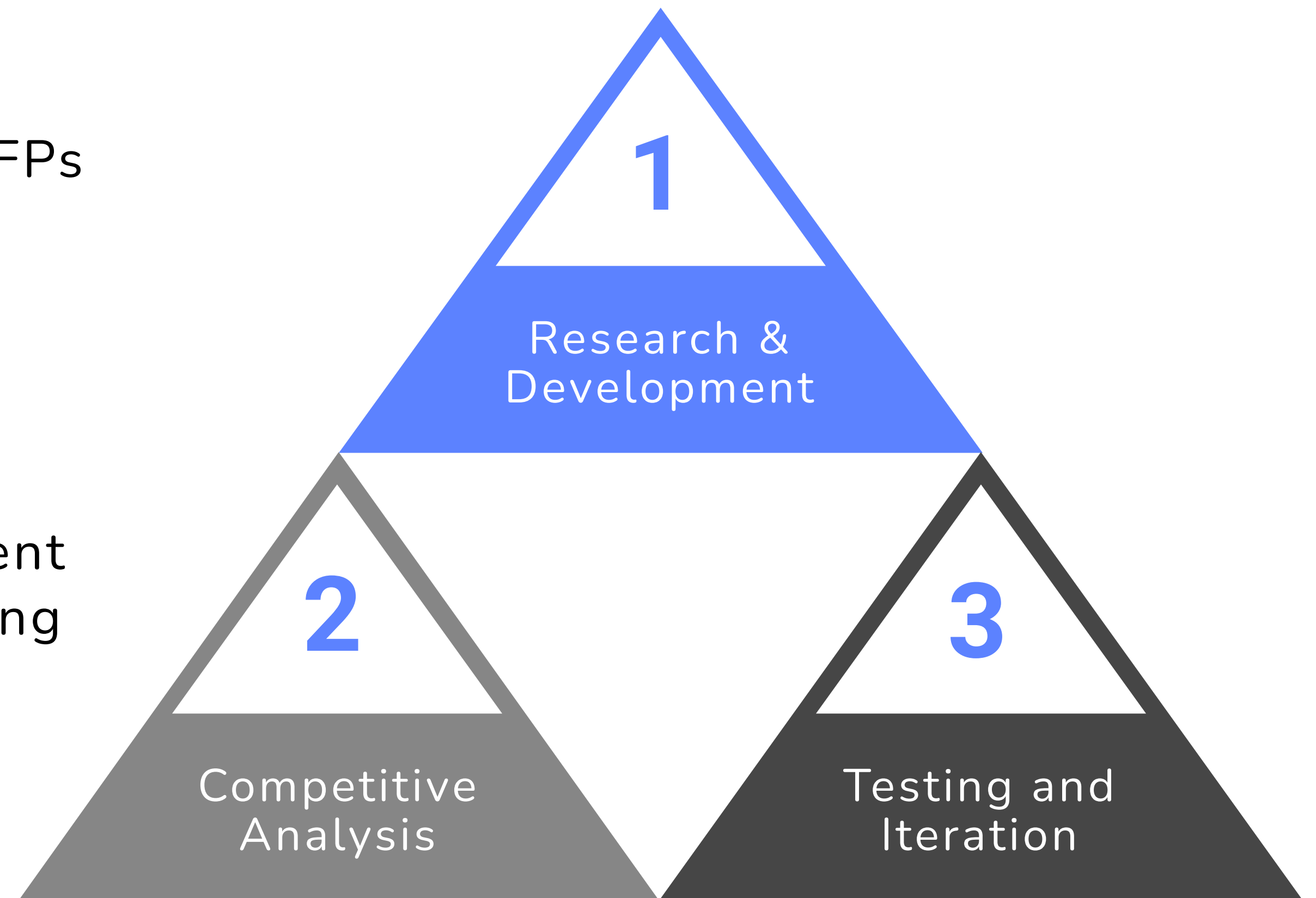


THE LANDSCAPE

- Procurement is the 2nd largest spend after payroll
- The City spends ~4.7B each year
- The City creates ~3,600 RFIs/RFQs/RFPs each year

THE PROBLEM

- The City has not optimized procurement processes and thereby loses purchasing efficiencies
- The City does not have a modern database that can provide metrics for policymakers
- Over the years, the City has created siloed procurement databases



IMPACT OF DEVELOPMENT



Economic Development



Opportunity Realization



Operational Support

Regional Economic Development and Recovery Tool

Obama Study: \$1 Public Works Project = \$3 Economic Activity

Improved Access for Small, Local, Minority-owned, and/or Women-owned Businesses

WBE and MBE represents 38% and 55% of regional businesses respectively
2-10% of City contracts awarded to Certified WBE and MBE

IMPACT OF DEVELOPMENT



Economic Development



Opportunity Realization

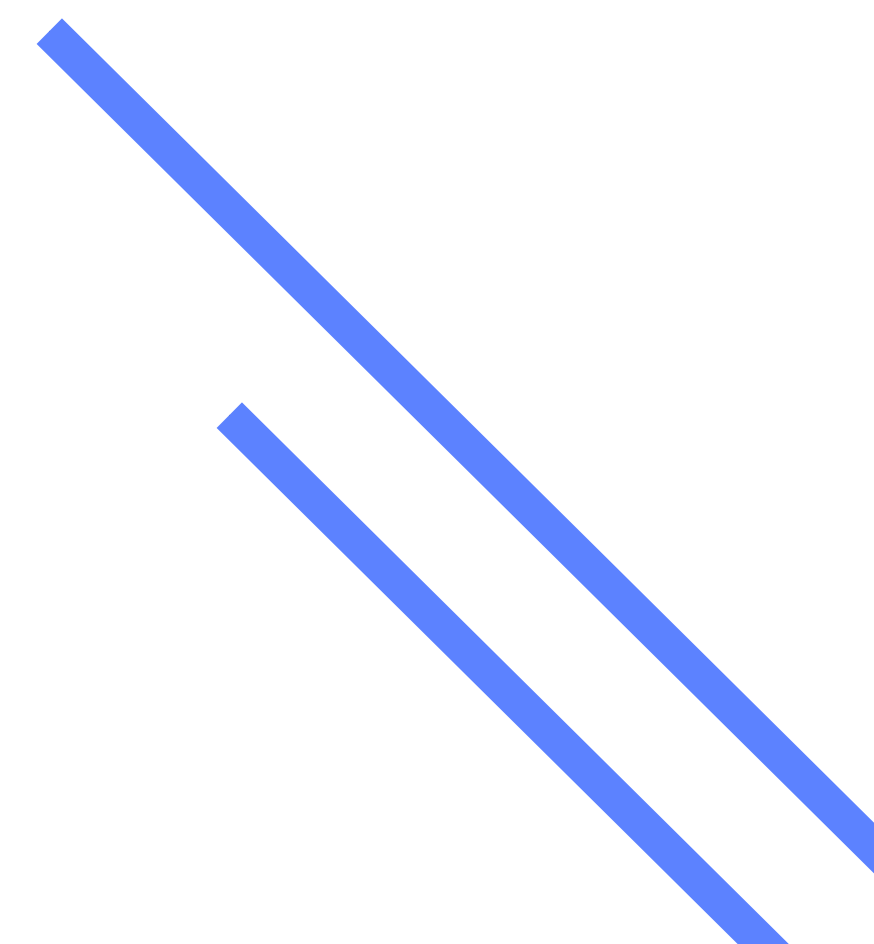


Operational Support

City centralized commodities purchasing through PRIMA 2000

From \$400M spend, centralization generated \$35M initial savings, and \$2-3M savings/year

Current Services and Construction contracts averages \$3B/year



IMPACT OF DEVELOPMENT



Economic Development



Opportunity Realization

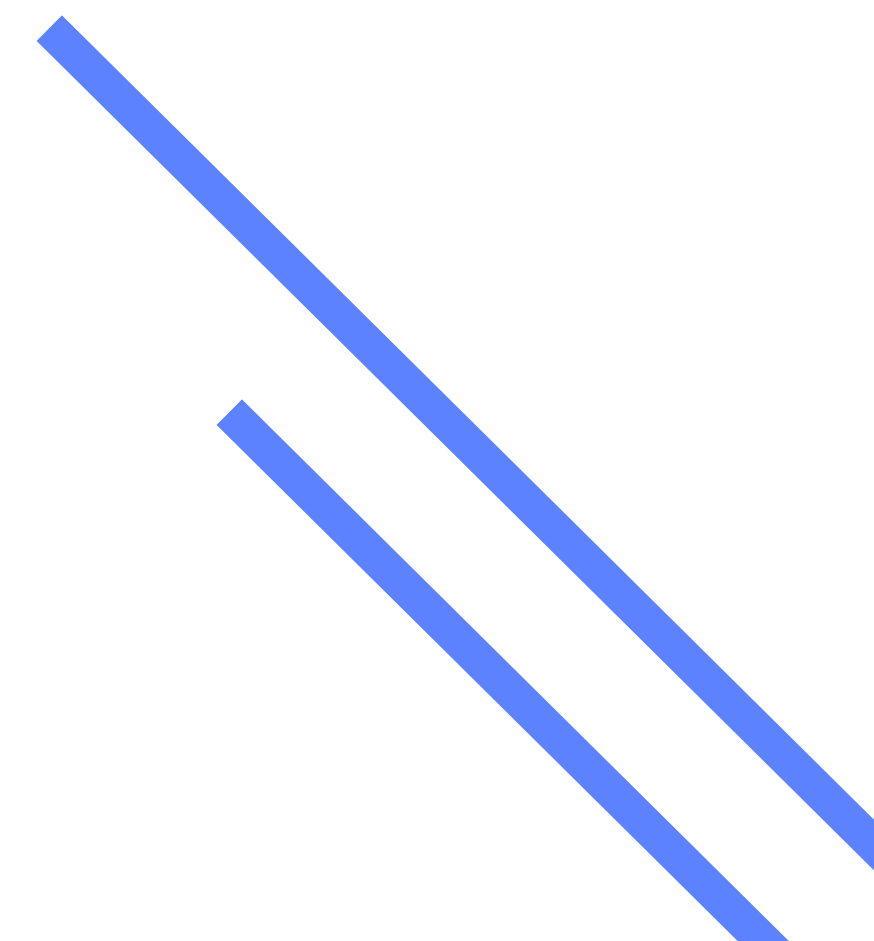


Operational Support

Average time to complete a single service contract 300+ days

No central database to provide procurement reporting

Reports created through manual information collection process



Current Infrastructure

Eight independently developed systems manage procurement and data

LABAVN, CLM, FMS, CFMS, OTS, VSS, Proprietary Dept Systems

Approximately 54 paper forms required for contracting

For Mayor, CAO, BCA, Personnel, Ethics, GSD, Clerk, Controller

Current platform on ColdFusion which was released in 1995

Poses security risk and prevents effective and efficient development of enhancements

Salesforce Solution

Centralized hub for all systems and single point of entry for procurement operations

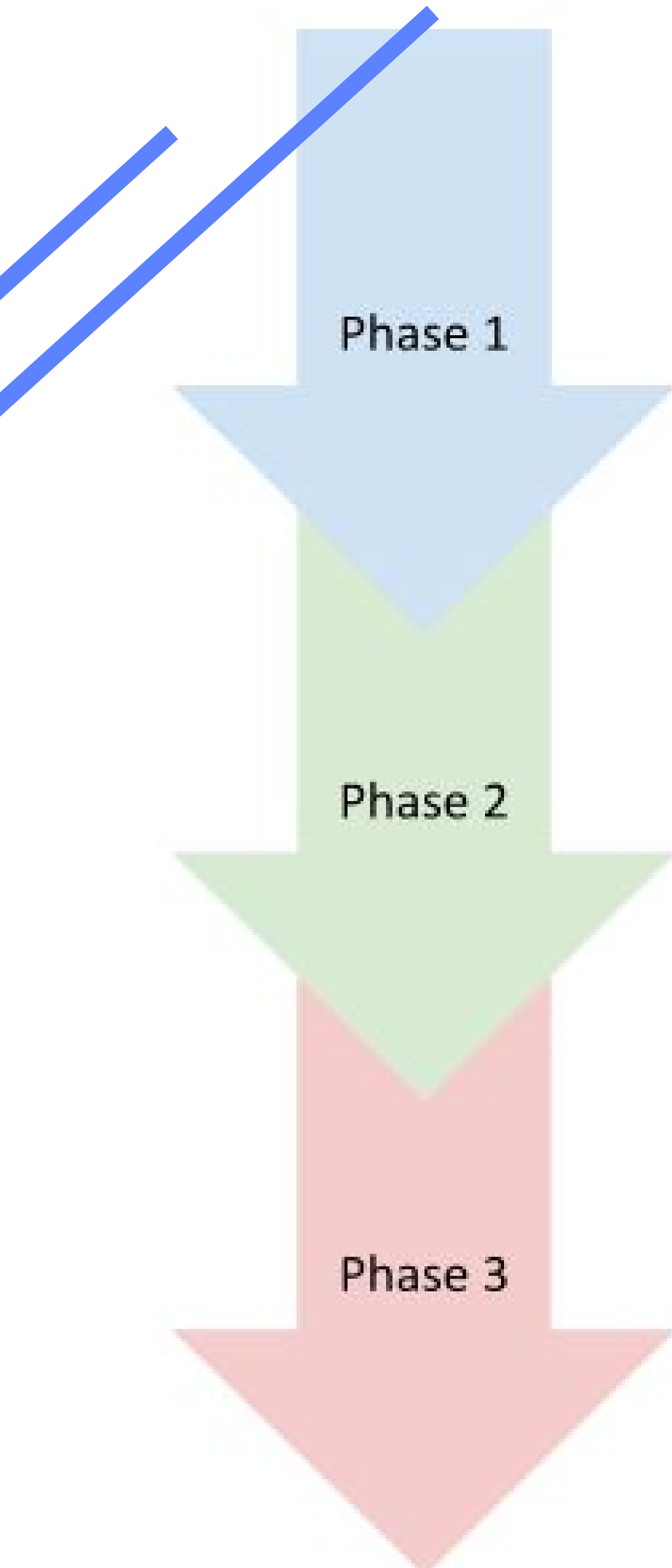
Digitized documents with autofill features connected to Angeleno Account

Development and update times reduced and the ability to add additional features without additional cost

Expanded Development

Function Overview

- Fully modernized and digitized procurement process
- Flexible system with an evolving development strategy
- Updated outreach method in accordance with changes to the Business Inclusion Program
 - Creating a marketplace for Business Inclusion Program
- Enhanced vendor profile and single ID sign-on
- Centralized solicitation clearinghouse for regional use
- Centralized contracting and payment database
- Real-time and holistic contracting and purchasing data
- Centralized regional vendor profile and certification repository
- Increased compliance without added administrative burden
- A regional resource for small, local, minority-, and women-owned businesses



Phase 1 Development: Regional Solicitation System
Roll out expected: Jan 2021

- Re-platforming of LABAVN's current functions
- Auto-filling of documents and forms
- Enhanced business profiles and matchmaking
- Regional access

Phase 2 Development: Comprehensive Digital Procurement System

- Centralized repository for all City contracts
- Digitized City solicitation creation
- Expanded use of City-wide contracts
- Enhanced procurement analytics

Phase 3 Development: Expanded Enhancement of Digital Resources

- User interface for vendors to submit invoices, which integrates with the City's financial and purchasing systems
 - Analytics around City contracted expenses
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