Making Procurement Work for You

Government Leaders Forum Breakout Session September 6, 2024





When it comes to procurement, federal agencies can have their own unique complexities and challenges

Non-exhaustive

In an environment that typically relies heavily on manual processes and legacy systems, how can we speed up procurement processes to improve service quality?

How can we attract and retain data & analytics talent in a competitive job market where government often face disadvantages?

How can we leverage advanced analytics and generative AI within the strict security constraints of federal agencies?

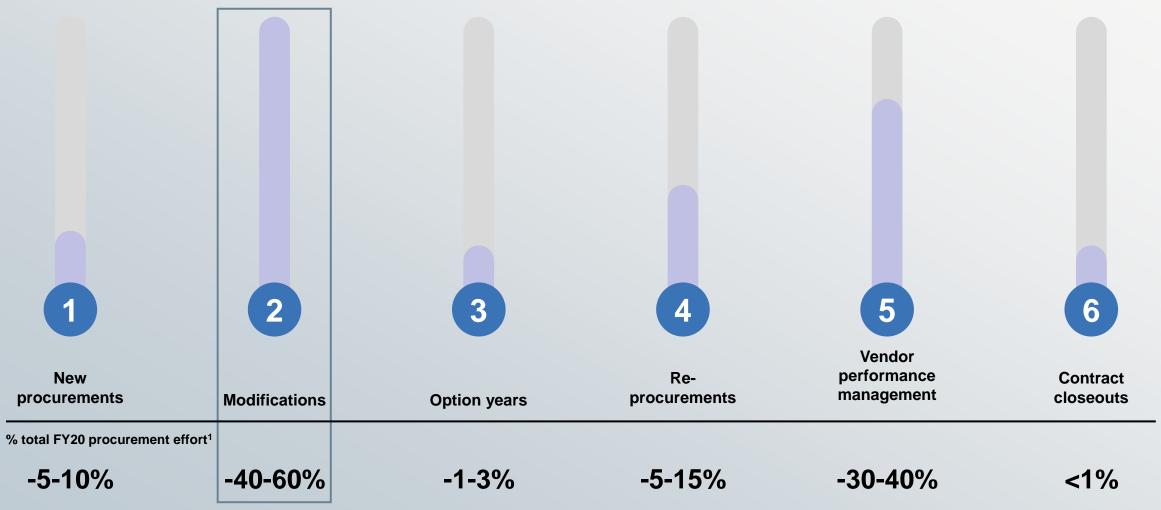
Given government budget challenges, how can we achieve more with less?



How can we demonstrate
the broader value of our
procurement
organization beyond just
meeting compliance
requirements?

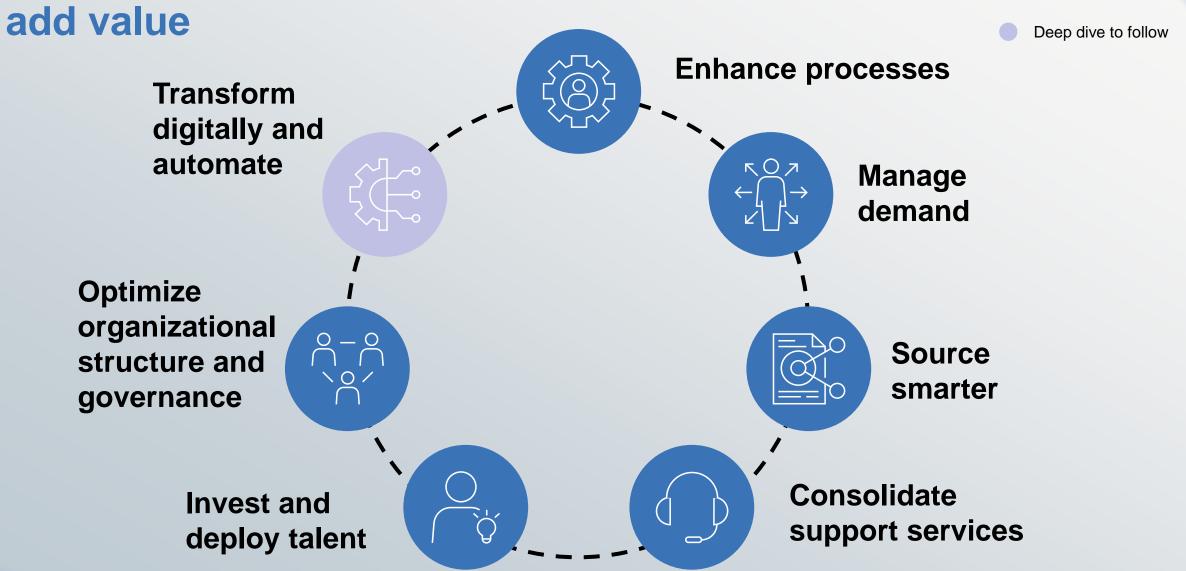
For example, procurement organizations at federal agencies typically spend the most amount of effort on modifications

Relative total effort by lifecycle stage¹

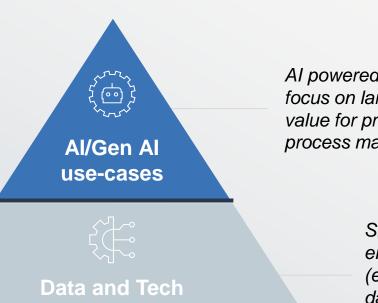


^{1.} Relative % of total effort determined by time reported by key acquisition roles per stage and the volume of actions per stage as a weighted average based on size of action (e.g., admin mods versus funded mods)

To address these challenges, government procurement organizations could take a holistic approach to how they can



Deep dive:
Successful
procurement Al
transformations
typically have
five building
blocks



Al powered applications that focus on largest sources of value for price, demand, and process management

Single source of truth, enriched with internal (e.g., specs) and external data (e.g., indices) sources



Change management



architecture

Org, operating model, and talent



Risk management

Create a vision, excite the team to embark on the journey, embed the Data & Analytics in ways of working New specialist roles for data engineers, scientists, and translators; upskilled traditional roles to reinforce analytical thinking Dedicate processes to implement controls and mitigate risks to enable digital innovation Gove

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