

Making Procurement Work for You

*Government Leaders Forum Breakout Session
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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

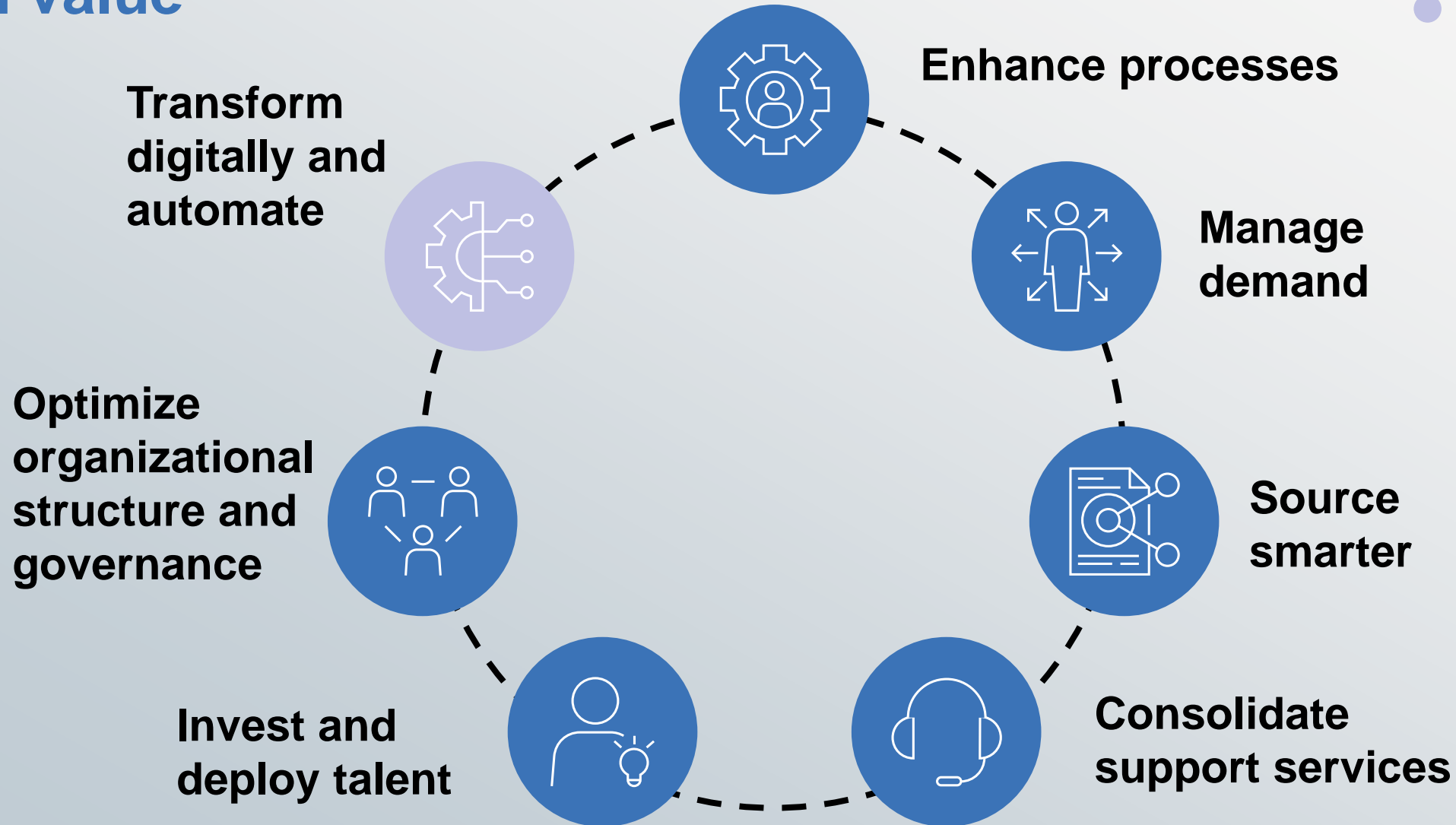
Relative total effort by lifecycle stage¹



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 add value

● Deep dive to follow



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

