

Public Purchasing with the State of Indiana

*ROAD SCHOLAR CORE COURSE #4 - PUBLIC PURCHASING FOR LOCAL
ROAD AND STREET OFFICIALS*

Indiana Department of Administration
Leila Sublett, Director of Vendor Management
Nate Day, Director of Strategic Sourcing

March 7, 2012

Indiana Department of Administration



Agenda

- QPA Agreements
- OneIndiana.net
- Success Stories
- Upcoming Initiatives
- Open Q & A
- Helpful Links

Our goal is to provide additional insight on public purchasing specifically as it relates to resources available through the State of Indiana.

Indiana Department of Administration



QPA Agreements - IDOA

QPA's (Quantity Purchase Agreements) are sourced and managed by IDOA to drive savings by leveraging usage from all state agencies as well as schools, universities and other governmental entities.*

–IDOA QPA's can be used by all state agencies.

–Notable QPA's:

-MRO

-Office Supplies

-Computer Equipment

-Vehicles – Fleet and Police Pursuit & Parts and Accessories

-Bulk Fuel and Re-refined Oil

Information on IDOA's largest QPA's can be found at:

<http://www.in.gov/idoa/2449.htm>. A listing of all IDOA QPA's

is located at <http://www.in.gov/idoa/2450.htm>.

*Where noted as available for Political Sub-Divisions

Indiana Department of Administration



QPA Agreements - INDOT

INDOT QPA's are sourced and managed to drive savings by leveraging usage statewide from INDOT. Most QPA's are available for use by schools, universities and other governmental entities. Since this project was started it has led to savings of \$850,000 for local political subdivisions*

- INDOT QPA's are sourced internally by INDOT Procurement.
- Notable INDOT QPA's:
 - Traffic Signal Equipment and Parts
 - Attenuator – Sand / Gravel Barrels
 - Pavement Marking Material
 - Pipe and Culverts
 - Traffic Paint – Extended to local political subdivisions by Sherwin-Williams

Information on INDOT QPA's can be found at:

www.in.gov/indot/2438.htm - INDOT QPA Agreements link

*Where noted as available for Political Sub-Divisions.

Indiana Department of Administration



INDOT / LPA

INDOT's LPA (Local Public Agency) webpage offers valuable information to local governmental entities, including:

- Federal Funds administered through INDOT,
- Information and updates regarding Regulations,
- Dedicated webpage on Economic Recovery Package information (Stimulus), and
- The Transportation Enhancement Program.

LPA information can be found at:

<http://www.in.gov/indot/div/projects/LPASection>

Indiana Department of Administration





OneIndiana

Hundreds of vendors. Thousands of products. Millions in savings.

*Governor Mitch Daniels launched **OneIndiana**, an initiative to leverage the purchasing power of state agencies to ultimately save money for Indiana taxpayers (RE: QPA's).*

- Savings since July, 2006 - \$62 Million
 - Over \$4 million on computer equipment,
 - \$4.3 million on office supplies
 - Over \$1.5 million in communication equipment
- Website: www.OneIndiana.net
 - Website provides access to all state-negotiated QPAs, organized into convenient, online catalogs in one convenient location.
 - Searching online for products is quick and easy.

To get started using OneIndiana, please contact Kurt Novotny at 317-234-6906 or knovotny@idoa.in.gov.

Indiana Department of Administration



Success Stories

- Road Salt: 226 PARTICIPANTS
 - 1st Year: 160 participants
 - Nearly \$10 Million saved since 2009
 - Proactive Contract Management
- Aggregate & Bituminous Products: 1st Year
 - Monthly pricing and availability at <http://www.in.gov/indot/2438.htm>
- Local Entities + State Volume = Power
 - Negotiated Bid Process (IC 5.22.7.3, 2006)
 - Fair Market Value Insight

WE HAVE THE TOOLS IN PLACE TO EXPAND TO OTHER INITIATIVES FOR ADDITIONAL SUCCESS!

Indiana Department of Administration



Upcoming Initiatives

- **INDOT Specific**
 - Bituminous & Aggregate Products
 - Agg 2, 5, 8, 11, 12, 53, 73, 23 & 23 (sand), riprap, seal coat
 - Hot mix base, surface, intermediate & cold patching mix
- **OTHER IDEAS**
 - Emergency Response Vehicles and Equipment
 - Currently in process
 - Public Safety – ammo, body armor, restraints, etc.
 - K12 Indiana
 - Fastenal Vending Machines



Helpful Links

- www.OneIndiana.net
- www.in.gov/idoa/proc
- IDOA QPA Agreements: <http://www.in.gov/idoa/2450.htm>
- INDOT QPA Agreements: <http://www.in.gov/indot/3179.htm>

Leila Sublett

Director of Vendor Management

lsublett@idoa.in.gov

317-232-3279

Nate Day

Director of Strategic Sourcing

nday1@idoa.in.gov

317-232-3030

Indiana Department of Administration

