

7 SINS OF PROCUREMENT



Purchasing is often hindered by these seven common challenges. The good news is that the right eprocurement platform addresses them all.

01

Upset Suppliers

The more difficult it is to read complex solicitations and submit responses, the more frustrated suppliers will be. This can lead to fewer bid submissions, reduced supplier diversity, and more. Make their lives easier with an eprocurement tool that's always free for vendors, offers alerts and notifications, and clearly guides vendors through the submission process.

Paper Overload

Three ring binders, paper score cards, endless stacks of paper. Paper based purchasing inhibits transparency, cross-departmental collaboration, and accessibility while raising response costs for vendors. With eprocurement, the need for paper is completely eliminated.

02

03

Endless Clerical Work

Speaking of paper. The procurement process of yore often means paper pushing, lots of phone calls, and endless Excel docs. Get rid of all of that with the move to a platform that offers improved communication and collaboration (more on this in #4), leaving more time for your team to be an effective strategic partner.

Siloed Workflows

Cross-departmental approvals, public facing interactions, and complex review and awards processes can extend lead times, create transparency and accountability challenges. Whew! Opt for the collaborative approach with eprocurement that automates and streamlines operations for all.

04

05

Complicated Scoring Rubrics

Carry the 3. Divide by x. Manual scoring rubrics make your team's life difficult. Instead, use a centralized platform that leverages bid tabulations and side-by-side scoring management (best value or lowest cost). Plus, you can score as a team with multi-phase individual and aggregate scoring.

Tedious RFP Setup

If you're manually setting up each and every RFP individually, there is time to be saved. Instead use an inline, guided process for RFX development and solicitation response, think TurboTax® for procurement. Upgrading to a simple, repeatable, step-by-step process with eprocurement can reduce the time you spend on creating RFPs by 75%.

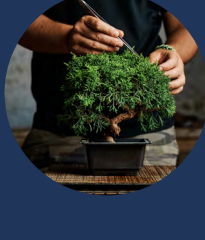
06

07

Universal Systems

Say it with us: Purpose-built for government. Policies and regulations around public transparency, records, retention, open meetings and sunshine laws are deeply integrated with public procurement must-haves. Without this focus on what makes government procurement unique, you'll likely spend way too much on customizations that aren't future proof.

Five Weird Things That Have Actually Been Procured



Bonsai Trees



Custom Lowriders



Bovine Teeth

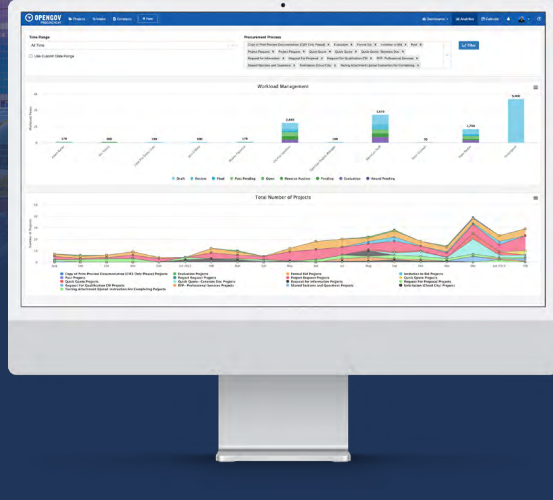


Coconut Shells for Water Filtration



Swim Diapers

Break the mold with an automated procurement platform that does it all.



OPENGOV PROCUREMENT IS



Easy to Use



Collaborative



Transparent



Secure



Schedule Your Demo Today

See how you can spend 75% less time writing and releasing bids, while increasing your supplier response by 3-4x.

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