

CASE STUDY: Statewide Procurement Solution

Challenge


With its mission to provide technology leadership, solutions, and value to state government, education, and local government entities, the agency approached Sense Corp with a goal to significantly simplify and improve their eProcurement process and platform. Prior to the Sense Corp engagement, creation and publishing of solicitations for state contracts was a 100+ step and multi-month process.

Solution

The Procurement Application Development initiative was a full lifecycle development project that included the design, development, and implementation of a Procurement application (BidStamp) on the Salesforce platform. The electronic procurement process included solicitation requests, solicitation creation and release, automated proposal evaluation of both written and pricing responses, contract award, and system reporting capabilities.

Value

- Reduced cycle time between solicitation and award now that agency can manage their entire procurement process electronically
- Reduction in human error, thus reducing potential for significant fees and even lawsuits
- Increased job satisfaction for purchasing and contract management staff and adoption was immediate
- Reduction in vendor entry errors by providing workflow around complex forms, thus resulting in more qualified entries from vendors
- Reduction in human error, thus reducing potential for significant fees and even lawsuits



Simplifying the procurement process for both agency and their vendors.

Key Technologies



Results

- Centralized portal for vendor engagement
- Custom branding
- Visualforce UI components
- Electronic bid response process
- Pricing submissions & downstream pricing aggregation
- Cross platform integration, document management & workflow
- Automated document approvals, routing & eSignatures

My Account Solicitations Responses Log out

All Open Solicitations

Filter

RFO Number	RFO Description	Solicitation Status	Phase	Type	Date/Time Responses ...	Question Submission ...
DIR-TSO-TMP-405	test description	Posted	Posting	Cooperative	4/30/2017 3:44 PM	4/1/2017 3:44 PM
DIR-TSO-TMP-408	Test for BidStamp	Draft	Posting	Cooperative	4/24/2017 10:32 AM	3/31/2017 10:32 AM
DIR-TSO-TMP-410	IBM BRANDED PROD...		Posting	Cooperative	4/28/2017 2:00 PM	4/12/2017 10:53 AM
DIR-TSO-TMP-411	HHSC IV&V for MMIS ...	Draft	Posting	Cooperative	4/24/2017 2:00 PM	4/3/2017 2:00 PM
DIR-TSO-TMP-412	Value Added Reseller ...	Posted	Posting	Cooperative	3/31/2017 11:20 AM	4/12/2017 11:22 AM
DIR-TSO-TMP-414	Testing this stuff	Draft	Posting	Cooperative	4/26/2017 5:00 PM	4/4/2017 10:33 AM
DIR-TSO-TMP-415	Disaster Recovery Pro...	Draft	Posting	Cooperative	4/14/2017 10:32 AM	4/10/2017 10:32 AM
DIR-TSO-TMP-417	Test for training	Draft	Posting	Enterprise	4/17/2017 10:32 AM	4/7/2017 10:32 AM
DIR-TSO-TMP-419	Multi-Sourcing Integrat...	Draft	Posting	Cooperative	3/31/2017 10:31 AM	3/30/2017 2:42 PM
DIR-TSO-TMP-421	ITS test	Draft	Posting	Cooperative	4/21/2017 10:32 AM	4/25/2017 10:32 AM
DIR-TSO-TMP-422	Test RFO Title	Draft	Posting	Cooperative	3/31/2017 9:49 AM	

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RFO Response R0005931

Add your documents below (400MB max size). Click the "Submit" button once all documents have been added.

RFO Response Detail Delete Submit Ask A Question Create Pricing Form Add HUB Subcontracting Form

RFO Number	Submission Date	Submitted By	Vendor Conference Date	Actual Start Date Posting	Status
DIR-TSO-TMP-430	4/30/2017 1:00 PM		5/2/2017 3:00 PM	4/1/2017	In Progress
				5/1/2017 2:05 PM	Vendor Sense Corp
				5/30/2017 2:00 PM	Question Submission Deadline Date
					Date/Time Responses Due
					Actual Start Date Evaluation

RFO Response Documents New

Action	Name	Document Type	Redacted	Last Modified Date
Del	RFP Response	Vendor Experience Form	<input type="checkbox"/>	3/27/2017 2:09 PM
Del	NDA	Non-Disclosure Agreements	<input type="checkbox"/>	3/27/2017 2:10 PM
Del	Qualifications Form	Vendor Qualifications Form	<input type="checkbox"/>	3/27/2017 2:10 PM

Vendor References New Send Reference Form

Email	Sent On
<input type="checkbox"/> reference@test.com	3/15/2017
<input type="checkbox"/> reference2@test.com	3/15/2017

Page 1 of 1

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