

# PURCHASE POWER

Procurement is at the heart of almost everything a government does. But states vary widely when it comes to how well they manage the things they purchase.

## Ranking the States

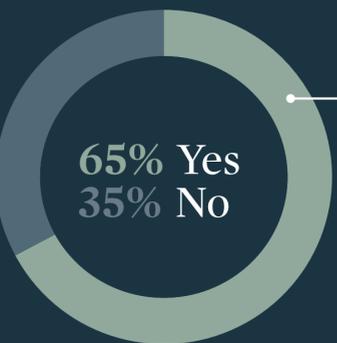
Over the past year, the Governing Institute surveyed state procurement offices to assess how well they operate—including their use of technology, how they engage with vendors and how effectively central procurement offices work with agencies. The states were scored in 10 categories, which were then compiled into an overall ranking of the top states.

- 1 ..... Georgia
- 2 ..... Virginia
- 3 ..... Minnesota
- 4 ..... Utah
- 5 ..... Massachusetts
- 5 ..... Ohio
- 7 ..... Missouri
- 8 ..... Washington
- 9 ..... Michigan
- 10 ..... Montana
- 11 ..... Oregon
- 12 ..... Pennsylvania
- 13 ..... Delaware
- 14 ..... West Virginia
- 15 ..... Maine
- 16 ..... California
- 17 ..... Mississippi
- 18 ..... Indiana
- 19 ..... Vermont
- 20 ..... Idaho
- 21 ..... Florida
- 22 ..... North Dakota
- 23 ..... Wisconsin
- 24 ..... Arkansas
- 25 ..... Oklahoma

The Governing Institute survey was developed with input from present and former state procurement officials, as well as academics. The 39 states that participated were ranked; this report presents the top 5 in each category, and the top 25 overall.

## Cultivating Good Management

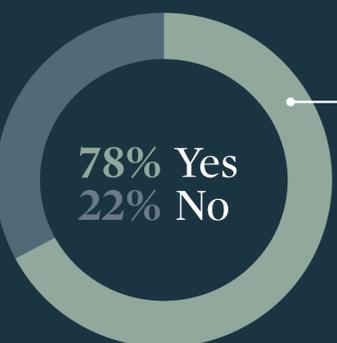
Does your central procurement organization **support or facilitate** a community of practice to develop and share contract management knowledge across state government?



Internal sharing of best practices is an increasing trend

## Promoting Inclusion

Do you provide **training and coaching** to small, emerging, disadvantaged and women-owned businesses?



States are taking steps to promote diversity

### Information Technology Procurement

- 1 Virginia
- 2 California
- 2 Massachusetts
- 2 Minnesota
- 5 Georgia

### Workforce, Training and Certification

- 1 Virginia
- 1 Georgia
- 3 Minnesota
- 4 Oregon
- 5 Montana

### Use of Technology

- 1 Georgia
- 1 Virginia
- 3 California
- 3 Massachusetts
- 3 Utah

### Contract Administration

- 1 Georgia
- 2 Missouri
- 3 Washington
- 4 Michigan
- 5 Florida

### Relationship Management

- 1 Ohio
- 2 Georgia
- 3 Minnesota
- 4 Virginia
- 5 Utah

### Sourcing

- 1 Minnesota
- 2 Virginia
- 3 Delaware
- 3 Massachusetts
- 3 Oregon

### Organizational structure and authority

- 1 Ohio
- 2 Minnesota
- 3 Virginia
- 4 Georgia
- 5 Missouri

### Pre-sourcing and procurement planning

- 1 Georgia
- 2 Utah
- 3 Virginia
- 4 Ohio
- 5 Oregon

### Organizational culture and leadership

- 1 Georgia
- 2 Utah
- 3 Virginia
- 4 California
- 5 Minnesota

### Performance measures

- 1 Michigan
- 2 Minnesota
- 3 Virginia
- 4 Washington
- 5 Georgia