Welcome

Welcome CAPPO members and thank you for joining us today!

Reminders

- Be sure to sign-in to receive your CE certificate for today's training.

- The 2024 CAPPO conference is being held in Palm Springs this year, from January 21 □24th. Please RSVP and book/ sign up now, as the event is filling up.

- Request for volunteers for help with photography!

Elements of a Contract

DON'T MISS THIS OPPORTUNTIY!

Elements of a Contract is a one-day training, which includes breakfast and lunch!

Register today!!

SCAN ME

CAPPO Business

Chapter Health:

- As of Monday, 8/28/23, the OC Chapter has $3,268.79 in the bank.

Chapter Updates:

- The Chapter currently has a Treasurer vacancy that is in the process of being filled.
- We are always looking for and taking volunteers!
- Chapter Pro-D and Co-Chairs are coordinating upcoming Chapter meetings & training and will announce via the webpage.

Training

Guest Speaker and Topic

Speaker: Thao Hill, Senior Vice President
OpenGov Procurement

- Thao Jones-Hill is the SVP for OpenGov Procurement where he leads their public procurement software roadmap. He is a Government Technology executive with 25 years of experience leading cloud-based software companies and projects at the Federal, State, Regional, and Local levels. Mr. Jones-Hill was a founding executive team member for Granicus, where he led product, professional services, sales, and marketing during his 9 year tenure and also held product and sales leadership roles at GovDelivery and Public Systems Associates. He received his electrical engineering degree from Tennessee Technological University.

Topic:

- The Perfect RFP Template - How to turn out detailed, comprehensive solicitations in record time that ensures suppliers will read and understand your complex requirements

WELCOME
OC Procurement Alliance

OC Procurement Alliance Meeting

County Conference Center
425 West Santa Ana Blvd
Santa Ana, CA 92701
August 31, 2023

Alliance Vision/Mission Statement

To inspire growth and innovation within the procurement community through regional collaboration.

Agenda

I. Introductions
II. Pavilion Update
III. County Cooperative Contracts Updates
IV. County Procurement Professionals Program Update
V. OpenGov – County's Online Bidding System
VI. Alliance Initiatives Update
VII. Vendor Outreach
VIII. GovDeals Surplus
IX. Open Forum
X. Next Meeting Location and Date - Tentatively November 16, 2023

pavilion

Orange County Procurement
Alliance & Pavilion Update

Aug 31, 2023

pavilion

Pavilion came from my experience in public service

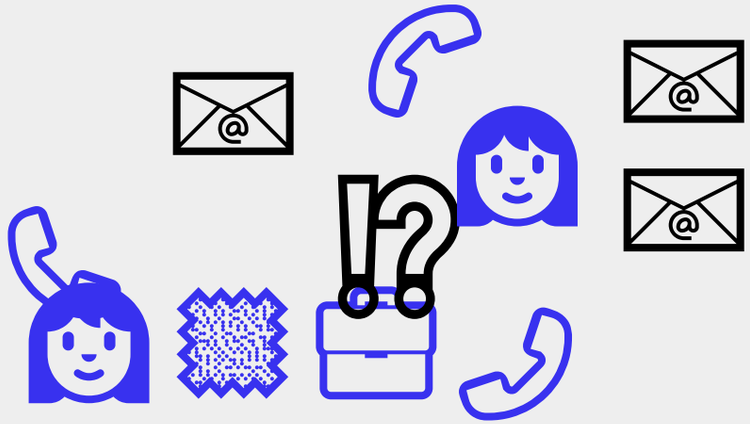
My day to day

DOORDASH UBER

Zillow Care.com

Expedia Etsy

Working in public service



About pavilion

Our mission

Build technology that empowers public servants to deliver better, faster public services from a wider and more diverse set of businesses.

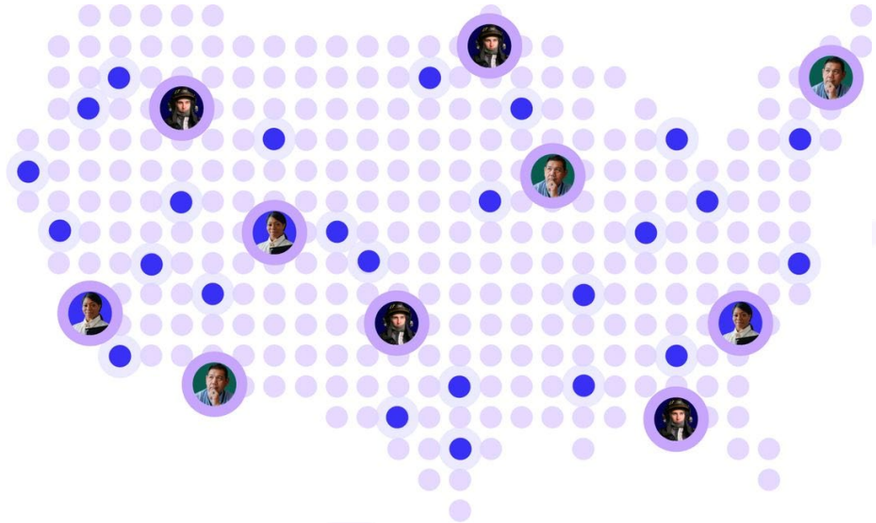
pavilion

Your go-to resource for shareable contracts

Find the right contract, fast

Expedite your due diligence

Connect with suppliers



Why thousands of public entities use Pavilion

100,000+
shareable contracts
national, state, local

400+
contract sources
most comprehensive

Free
for public entities
always!

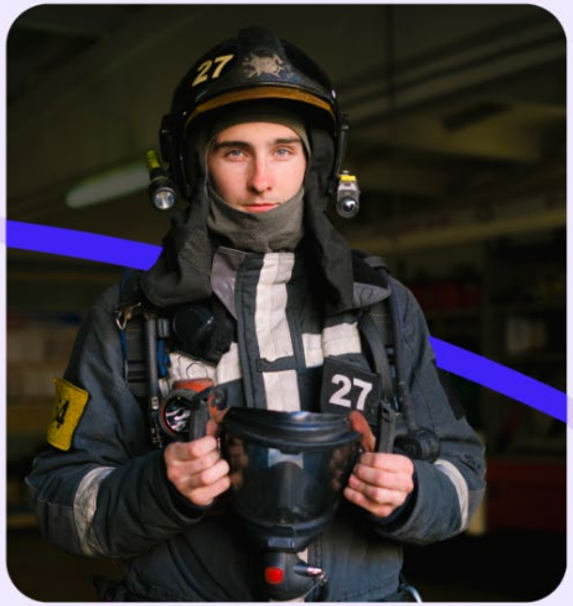
pavilion

We’re thrilled to be supporting this first -of-its kind regional collaboration

pavilion

GOALS FOR TODAY

- Identify how to leverage Pavilion's search technology
- Understand the benefits of sharing your contracts
- Share feedback and ideas about how we can improve



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How Pavilion's search can support you

pavilion

Discover contracts you can use from the region & beyond

1 Discover contracts from OC & beyond

2 Quickly complete your due diligence

3 Connect with suppliers

Select a language: English (US) 中文 한국어 Español Tiếng Việt

OCgov.com

OC Procurement

ABOUT US | DOING BUSINESS WITH OC | OC PROCUREMENT ALLIANCE | GREEN PROCUREMENT | COUNTY SURPLUS | OPEN BIDS | CONTACT US

Home / OC Procurement Alliance

- About Us
- Doing Business with OC
- OC Procurement Alliance
  - Disaster Preparedness and Emergency Contracts
- Green Procurement
- County Surplus
- Open Bids
- Contact Us

OC PROCUREMENT ALLIANCE

Search for shareable contracts directly from Pavilion's site or the Procurement Alliance website

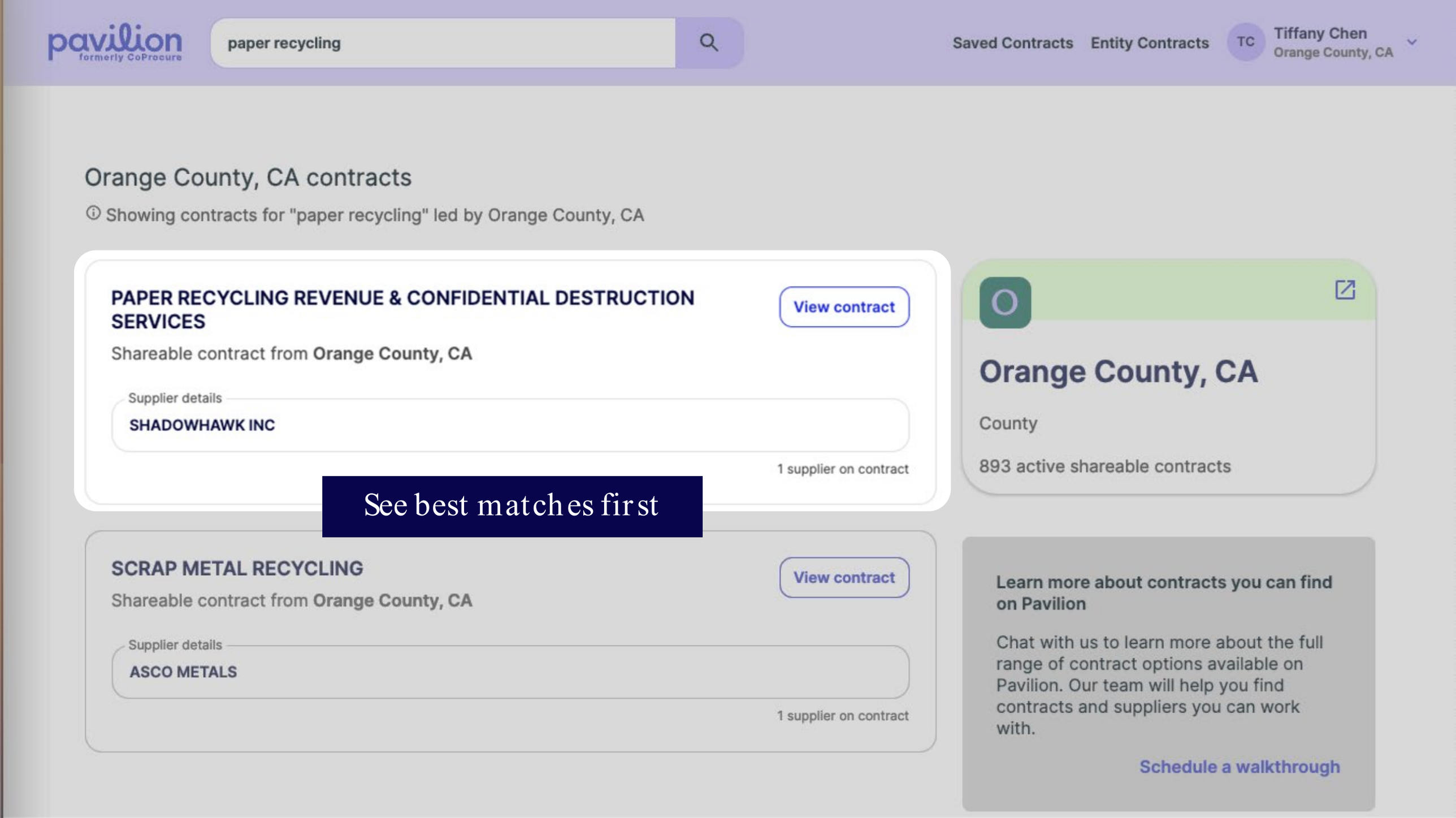
Search Orange County Contracts

Thousands of contracts you can use covering vehicles, office equipment, recycling, and more.

paper recycling

Search

Powered by pavilion


pavilion
formerly CoProcure
paper recycling
Saved Contracts
Entity Contracts
TC
Tiffany Chen
Orange County, CA
Orange County, CA contracts
Showing contracts for "paper recycling" led by Orange County, CA
PAPER RECYCLING REVENUE & CONFIDENTIAL DESTRUCTION SERVICES
View contract
Shareable contract from Orange County, CA
Supplier details
SHADOWHAWK INC
1 supplier on contract
See best matches first
SCRAP METAL RECYCLING
View contract
Shareable contract from Orange County, CA
Supplier details
ASCO METALS
1 supplier on contract
Orange County, CA
County
893 active shareable contracts
Learn more about contracts you can find on Pavilion
Chat with us to learn more about the full range of contract options available on Pavilion. Our team will help you find contracts and suppliers you can work with.
Schedule a walkthrough

pavilion
formerly CoProcure

paper recycling

Saved Contracts | Entity Contracts | TC Tiffany Chen, Orange County, CA

"paper recycling"

Active Shareable Contracts

Filter contracts by diverse suppliers…

Expiration date | Contract source | Other filters

Contracts for "paper recycling" that meet your filt

PAPER RECYCLING REVENUE & CONFIDENTIA SERVICES

Shareable contract from **Orange County, CA**

Supplier details

SHADOWHAWK INC

♡ Diversity certifications

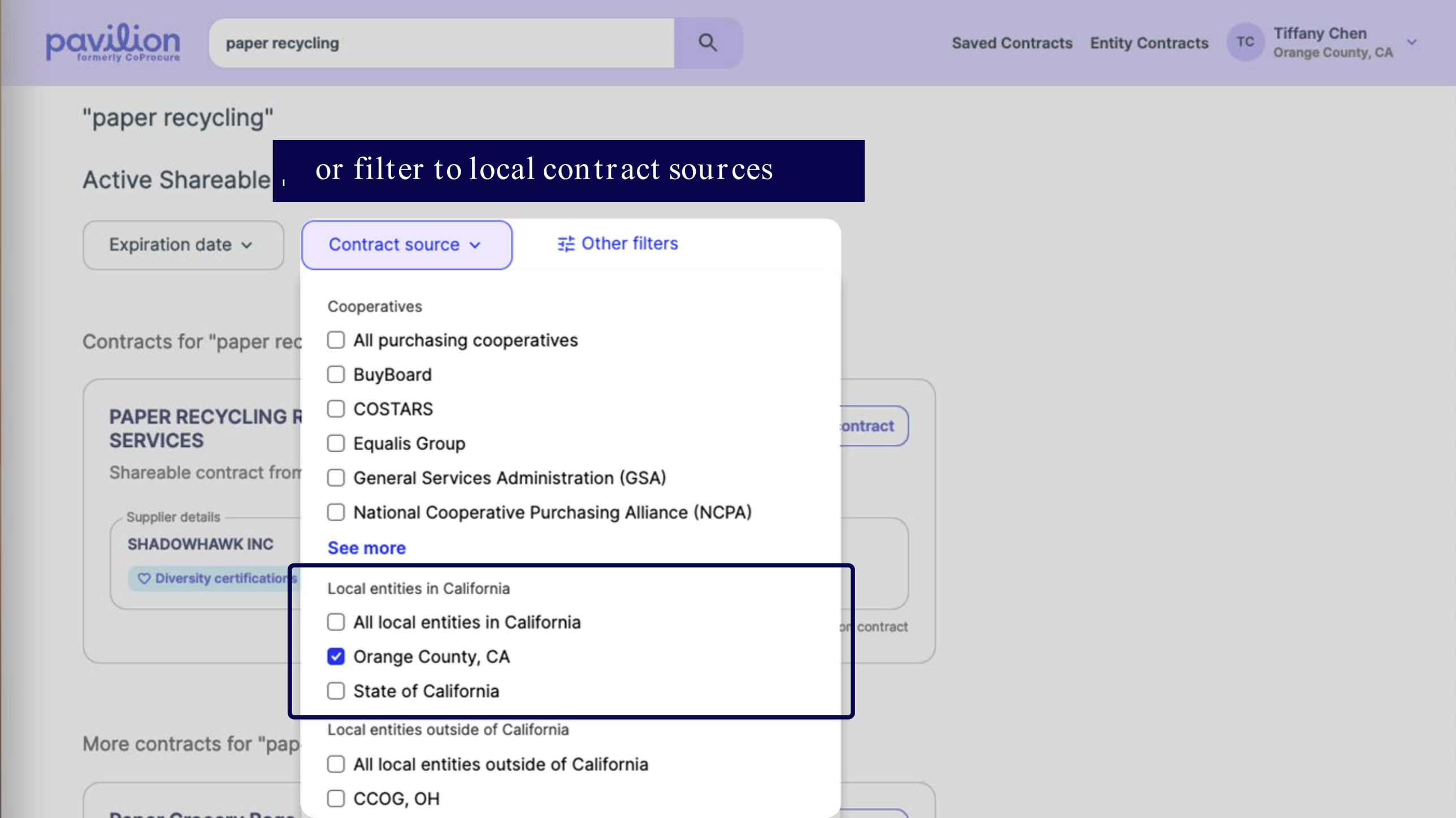
Other filters

Manage my account preferences

- [x] Only show contracts with confirmed cooperative language in search results
- [x] Only show suppliers that meet my diversity criteria
  California OSDS, SBA, GSA, Other Federal preferences applied
- [ ] Ignore my agency's location in search results

Show results | Reset Filters

More contracts for "paper recycling"


pavilion
formerly CoProcure
paper recycling
Saved Contracts
Entity Contracts
TC
Tiffany Chen
Orange County, CA
"paper recycling"
Active Shareable
or filter to local contract sources
Expiration date
Contract source
Other filters
Cooperatives
All purchasing cooperatives
BuyBoard
COSTARS
Equalis Group
General Services Administration (GSA)
National Cooperative Purchasing Alliance (NCPA)
See more
Local entities in California
All local entities in California
Orange County, CA
State of California
Local entities outside of California
All local entities outside of California
CCOG, OH
Contracts for "paper rec
PAPER RECYCLING R
SERVICES
Shareable contract from
Supplier details
SHADOWHAWK INC
Diversity certifications
ontract
contract
More contracts for "pap

pavilion
formerly CoProcure

paper recycling

Saved Contracts Entity Contracts TC Tiffany Chen
Orange County, CA

PAPER RECYCLING REVENUE & CONFIDENTIAL DESTRUCTION S...

Message contract admin Save contract

Shareable contract from Orange County, CA

Contract # RCA01720010022 Expires 7/14/2025

Dive into the contract details to do your due diligence

SHADOWHAWK INC

100% Response Rate 1 Recent Response

SB(Micro)

I'm looking for
50 units of modular containers

Deliver or service to
Orange County, CA

Email SHADOWHAWK INC

Contract Document (1)

Download all

Contract

1 of 37

pavilion
formerly CoProcure

paper recycling

Saved Contracts Entity Contracts TC Tiffany Chen
Orange County, CA

Contract Document (1)

Download all

Contract

Original_Contract_Shadowhawk_Inc_dba_The_Paper_Depot.pdf

"...the County Site C.oordinator. #1 SERVICE - PAPER RECYCLING (REVENUE) 6. I. Contractor Requirements: 6..."

Analyze and search within original contract documents

1 of 37

RCA-017-20010022

FOR

PAPER RECYCLING (REVENUE)
AND
CONFIDENTIAL DOCUMENT, HARD DRIVE, E-MEDIA DESTRUCTION SERVICES

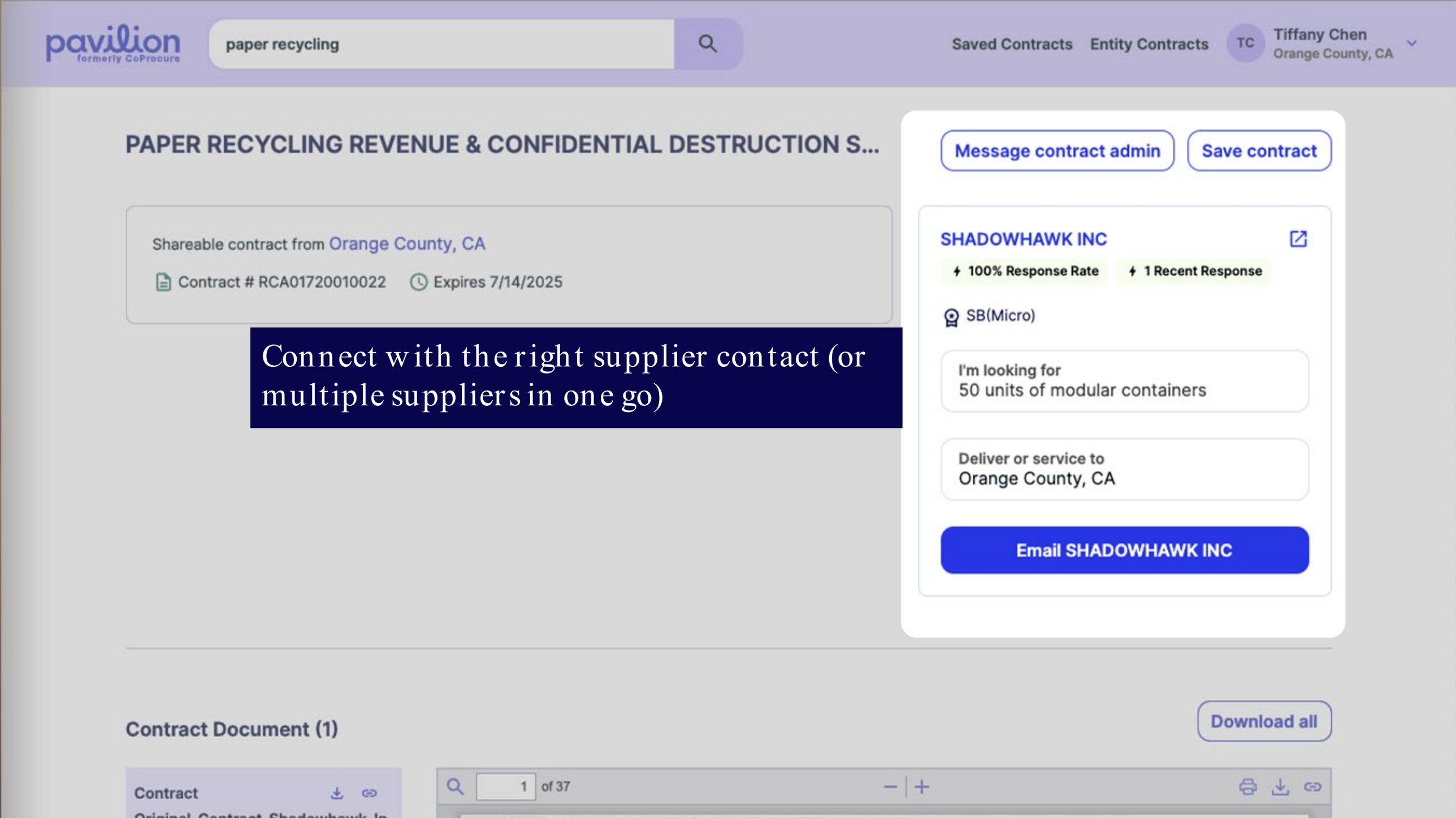
BETWEEN

COUNTY OF ORANGE

AND

SHADOWHAWK INC.

DBA THE PAPER DEPOT


pavilion
formerly CoProcure
paper recycling
Saved Contracts
Entity Contracts
TC
Tiffany Chen
Orange County, CA
PAPER RECYCLING REVENUE & CONFIDENTIAL DESTRUCTION S...
Message contract admin
Save contract
Shareable contract from Orange County, CA
Contract # RCA01720010022
Expires 7/14/2025
Connect with the right supplier contact (or multiple suppliers in one go)
SHADOWHAWK INC
100% Response Rate
1 Recent Response
SB(Micro)
I'm looking for
50 units of modular containers
Deliver or service to
Orange County, CA
Email SHADOWHAWK INC
Contract Document (1)
Download all
Contract
1
of 37

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Other ways to leverage Pavilion's search as a resource

- **Write scopes of work**
- Discover suppliers available in a category
- Validate sole source requests
- **Connect with peer public entities**

pavilion

Benefits of sharing your contracts

pavilion

FROM ORANGE COUNTY SO FAR

2,400+ active OC contracts

1,100+ shareable OC contracts

~1,200 views of OC contracts

200+ entities outside of OC have accessed contracts

pavilion

Benefits of sharing your contracts on Pavilion

1. Enable regional efficiencies
2. Support local businesses
3. Help your own users find your contracts
4. Save time on records requests

pavilion

Save time, money, and share expertise as a region

COOPERATIVE PURCHASING—A ROADMAP TO MORE EFFECTIVE CITY PROCUREM

Issue | Summary | Glossary | Background | Discussion | Findings
Recommendations | Requests for Responses | Methodology | Bibliography | Responses

ISSUE

How can cities in San Mateo County save taxpayer money by adopting cooperative procurement practices?

SUMMARY

The 20 cities in San Mateo County (the Cities) spent $425 million and the County of San Mat (the County) $300 million on goods and services in FY 2015-16, for an estimated total in purchasing of $725 million.[12] The Cities and the County could spend millions less – without increasing costs – by increasing the use of "piggyback[3]" contracts and cooperative purchasing agreements. The Cities and the County could save the most money, an estimated annual savings between 5 and 15 percent, through cooperatively purchasing goods and services with the County's Procurement Division for a total annual savings between $35 million and $108 million.

~$10-80K
Administrative costs of awarding a new contract

5-15%
Estimated savings to entities from regional collaboration

pavilion

Support your local vendors

>65%

OC-awarded vendors are *only* on OC contracts

~$30,000

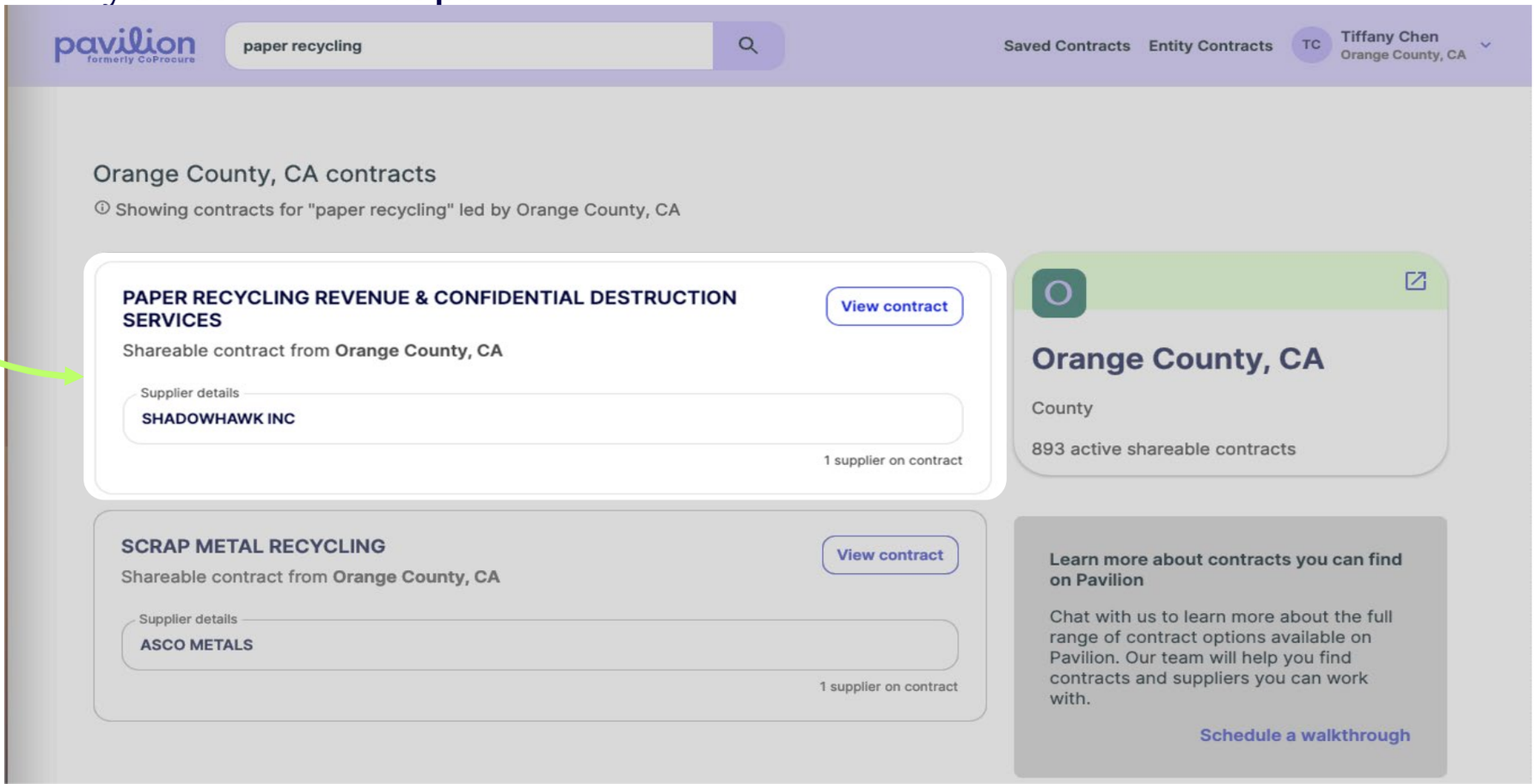
Cost to respond to a complex RFP for suppliers

- Local and small businesses can benefit from being awarded a shareable contract from your entity
- By making that contract discoverable to other public entities on Pavilion, you can support your local businesses and economic development for your region
- OC contracts have been viewed as far away as Virginia!

pavilion

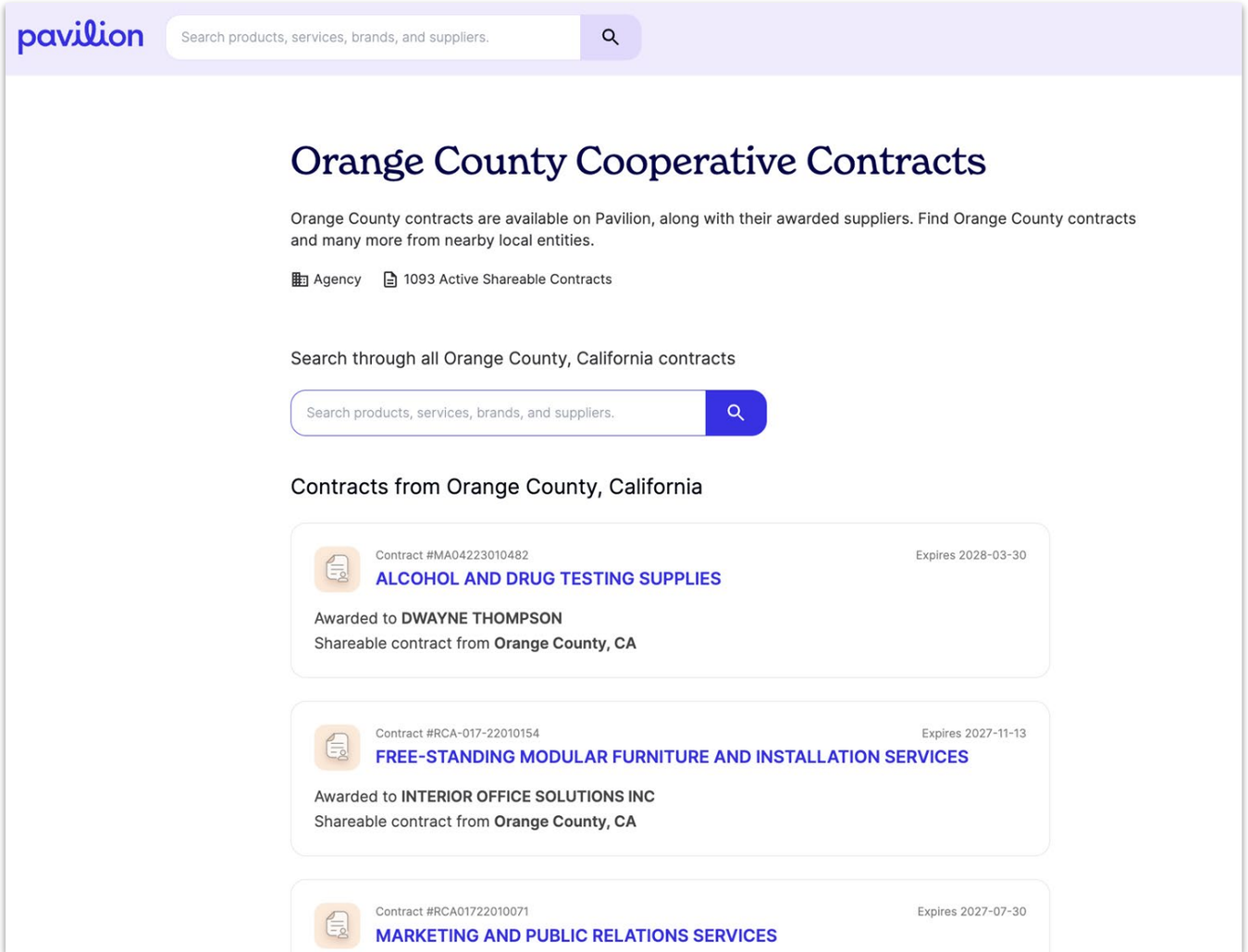
Help your own users find your contracts

Make sure your own procurement team and end users don't miss out on contracts you've created - your entity's results on top!



pavilion

Save time responding to records requests



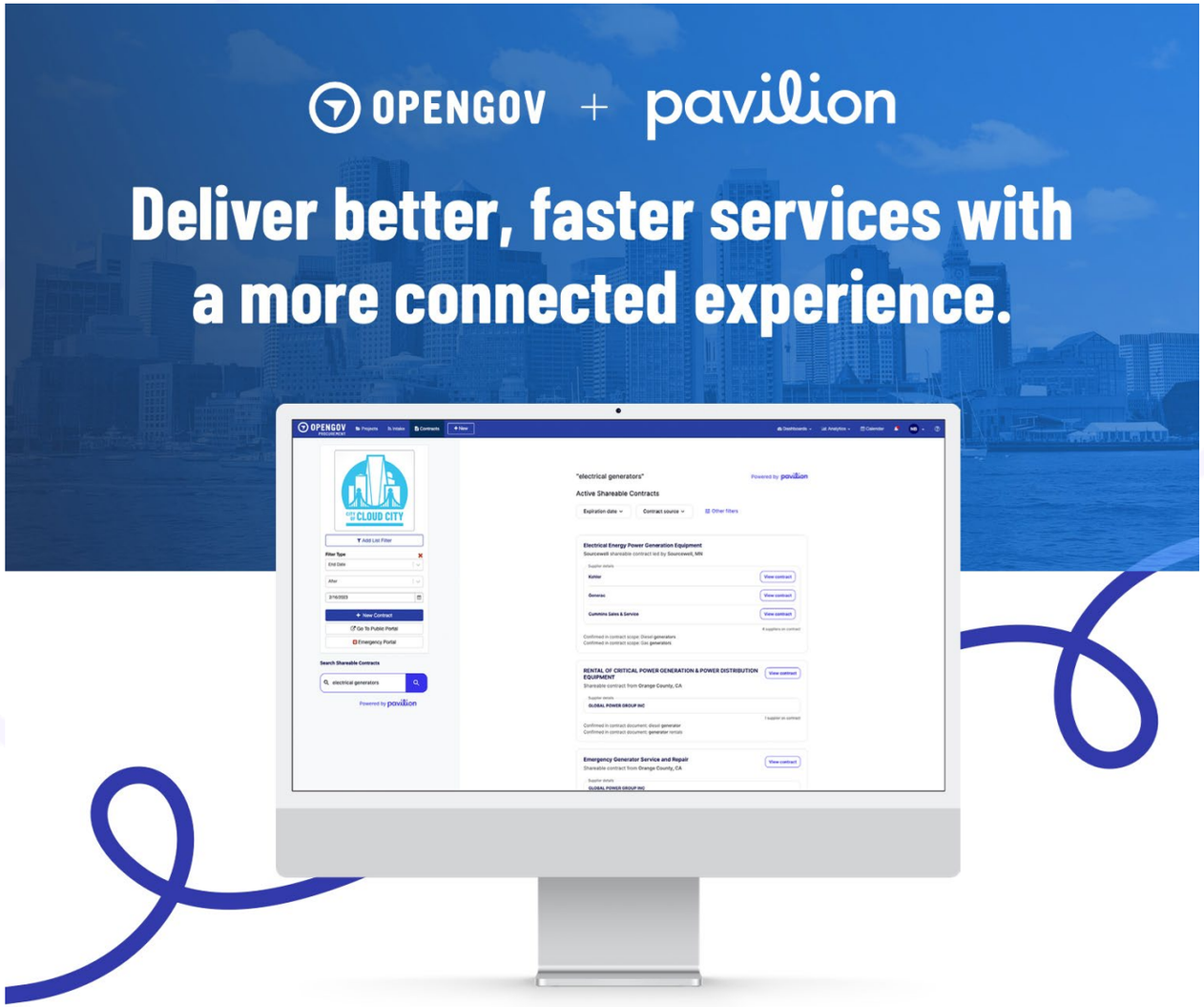
One of the unexpected benefits has been saving time responding to records requests. Now, we can just send people to Pavilion to find all the information we would've sent via email.

We create a publicly available page with all your contracts listed

https://www.withpavilion.com/agencies/orange-county-california

pavilion

New integrations make it easier than ever to share



pavilion

We want to build technology that supports you

pavilion

Next steps

Create your account

Be sure to create your free account so you can take advantage of all Pavilion has to offer; it takes 30 seconds.

Search for existing or upcoming needs

Search for suppliers, products, services, or brands; use plain human language and don't be afraid to be specific.

Set up a walkthrough for your team

We're here to help - we'll join your next team meeting or set up a time to give your team a walkthrough and answer questions!

Share your contracts

Let's power collaboration together! Contact us and we can help you get your contracts added to Pavilion.

pavilion

Get in touch

Mariel Reed, CEO & cofounder
Mariel@withpavilion.com

Vision for Regional Collaboration

Cooperative & Collaborative Contracting

- Industry standard savings of 5-15%
  - OC spend >$2B with just 5% savings = $50M savings

Maximizing Efficiencies / Eliminating Duplication of Efforts

- Solicitation Costs for Board Awarded Contracts
  - RFP - $50K - $80K (6-24 months)
  - IFB - $15K - $27K

Vision for Regional Collaboration

Other Benefits

- Leverage market power to negotiate better terms, economies of scale
- Supporting smaller Cities and Special Districts with limited resources
- Support local small businesses with increased opportunities
- Sharing of knowledge, information and expertise

Countywide Cooperative Contracts

New Contracts

- Safety Program Support Services and Training
  - 08/1/2023 - 07/31/2028
  - A-Tech Consulting Inc
  - Citadel EHS
  - NV5, Inc.
- Alarm System Monitoring, Testing, and Maintenance Services
  - 09/01/2023 - 08/31/2028
  - Am-Tec Total Security, Inc.
  - National Security Systems. Inc.
- Mailing Equipment, Supplies and Maintenance
  - 09/15/2023 - 09/14/2028
  - Pitney Bowes, Inc.
  - Quadient, Inc.
- Heavy Equipment Rental with Operator

Solicitations in Progress

- Live Scan Digital Fingerprinting Services
- Communication and Data Services
- Fire Safety Gears
- Heavy Equipment Rental without Operator
- Legal Notice Public Awareness Advertising & Publishing Services
- Transportation Services
- Trash Pick Up Services
- Medical Staffing (Correctional Health Registry Staffing Services)
- Medical Gases and Oxygen Supplies
- Fire Extinguishers and Fire Hose Maintenance
- Courier Services
- Landscaping Services

Countywide Cooperative Contracts

Upcoming Solicitations

- Sporting Equipment
- Towing Services
- Batteries
- Bee Removal Services
- Hazardous Waste Disposal Services
- Disaster Preparedness
- Multi Languguage Translation Services
- Lodging/Sleeping Arrangements
- Equity Outreach and Engagement
- Public Safety Security Guard Services
- Furniture Cleaning Services
- Legal Process Services

Cooperative Suggestions

Helen Hernandez at Helen.Hernandez@ocgov.com

Pavilion OC Contracts

Emergency Cooperative Contracts

Disaster Preparedness and Emergency Contracts
https://cpo.ocgov.com/oc-procurement-alliance/disaster-preparedness-and-emergency-contracts

- More categories will be added on an ongoing basis

EMERGENCY CONTRACTS SUBPAGE

DPA Training Calendar

Date	Time	Training	Where?
9/20/2023	10-11AM	Annual Ethics Training by Denah Hoard (Internal) (required bi-annually)	MS TEAMS
9/21/2023	10-11AM	Dr. RFP – Center for Procurement	CPE
9/26/2023	1:30PM-2:30PM	Vendor Due Diligence Training (Internal)	MS TEAMS
10/04/2023	9AM-2PM	CAPPO Hosted, Elements of a Contract	County Conference Center
10/05/2023	1:30PM-2:30PM	Equity in OC Contracting, by Juan Corral	MS TEAMS
10/18/2023	9:30AM-11:30AM	CAPPO Hosted – DIR Training (Free for County DPAs with code OCDIR at checkout, No Membership Required)	CAPPO-Zoom
10/19/2023	1:30PM – 2:30PM	Annual Risk/Insurance Training	MS TEAMS

BLAZEforward Mentorship Program

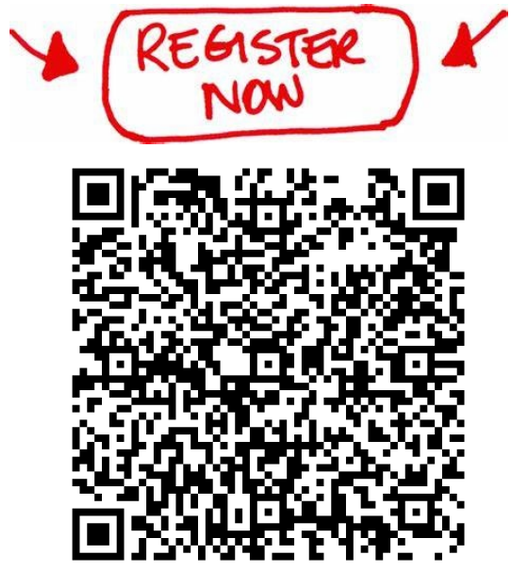
in partnership with NIGP

Professional Development

- Custom Profile Matching Database
- 6-month Program
- Short- and Long-Term Goal Setting
- Career Advice
- Professional Development
- Pre-Generated Agendas
- Scheduling Assistance

Procurement Professionals Program

NIGP The Institute for Public Procurement



Trailblazer Internship Program

- ✓ Met with local Universities/ Colleges
- ✓ Outreach & Engagement (LinkedIn & Postings)
- ✓ Internship Index with pre-interviewed and available to start Interns
- ✓ On-Boarding Support

If you're interested in bringing on an intern,
please reach out to Nicole Swain @nicole.swain@ocgov.com

Procurement Professionals Day

Procurement Professionals Day

NEXT EVENT DATE: March 2024 (National Procurement Prof Month)

The event will include:

- ✓ Professional Headshots
- ✓ Partner Booths for Professional Certification
- ✓ Trainings (The Power of LinkedIn & Influencing Change, and more)
- ✓ Mock Interviews & Resume Tips
- ✓ Professional Development Book Club Booth
- ✓ And more

OpenGov π County's Online Bidding System

As of June 1st, the County has awarded its new Online Bidding System to OpenGov!

Our contract contains the full suite, including: eBidding, Solicitation Development, Supplier Engagement, Contract Management, and Grant Management. We are working to also include an Asset Management module as well.

OpenGov π County's Online Bidding System

This new system allows for standardization of templates across your organization, in addition to collaboration on scopes of work, and automation and efficiencies within the procurement process.

For any Cities that are seeking a new system or are interested to learn more, we would be happy to share information and setup a meeting to discuss further!

Alliance Initiatives - Update

- Create a shared platform for contract collaboration – Complete
- Increase number of sharable contracts – Complete
- Create readily available emergency contracts site – Complete
- Incorporate CAPPO into Alliance – Complete
- 30 minute training to start every meeting – Complete
- Create a regional database of potential evaluation panel members – In progress

Alliance Initiatives - Update

- Standardized Templates – Part of OpenGov system offering
- Collaboration on scopes – Part of OpenGov system offering
- Initiate a mentorship program across region – Complete
- Shared trainings across the region – Complete / Ongoing
- Onboarding training module for new hires – In progress
- Local message board/online forum – In Progress

Vendor Outreach Event

THANK YOU FOR PARTNERSHIP IN HOSTING THE OC VENDOR OUTREACH EVENT!!!

- OVER 800 ATTENDEES
- OVER 300 VENDORS

WE COULDN'T HAVE DONE IT WITHOUT YOU!

MARK YOUR CALENDARS!!!

NEXT EVENT MAY 2024

Vendor Information and Trainings

Vendor Information Day

- Monthly meetings alternating from in-person/virtual
- Please reach out if you would like to join us

Vendor Trainings with OpenGov

- July 25th □over 200 attendees, excellent feedback
- August 2nd □30 vendors attended in-person training

Outreach Efforts

- Please let us know of opportunities in your areas

OC Procurement

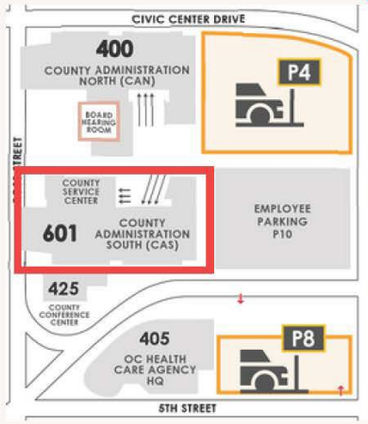
PRESENTED BY
OC HEALTH CARE AGENCY

SOLICITATION LEARNING LAB

Come join us and be part of the County of Orange's procurement and contracting improvement process!

This interactive session will be focused on the application process. Organizations will learn about:

- Types of Solicitations
- Finding and Identifying Application Opportunities
- Understanding Administrative Documents and Requirements
- Best Practices
- Helpful Hints & Tools for Successful Proposals
- Q&A Session



Self-Pay Parking at P4 or P8

Choose from one of two sessions!

September 13, 2023
1 p.m. - 3 p.m.

September 26, 2023
10 a.m. - 12 p.m.

County Administration South
601 N Ross St., Fl. 1 MPR
Santa Ana, CA 92701

REGISTER HERE

OC health CARE AGENCY

EQUITY IN OC

Participate and engage with County staff. Share your experience and suggestions!

PPE Surplus – Schools / Non-Profits

Row Labels	Sum of Each
Face Shield	72,7771
Goggles	400,595
Gowns	226,070
N95	1,714,390
PPE (shoe covers, caps, etc)	591,746
Surgical/Procedure Mask	145,480
Grand Total	3,806,052

Key Elements for a Successful Surplus Sales Program

Orange County Procurement Alliance

GovDeals®
Online Government Surplus Auctions

Presented by Samarra Dalrymple and John Littler

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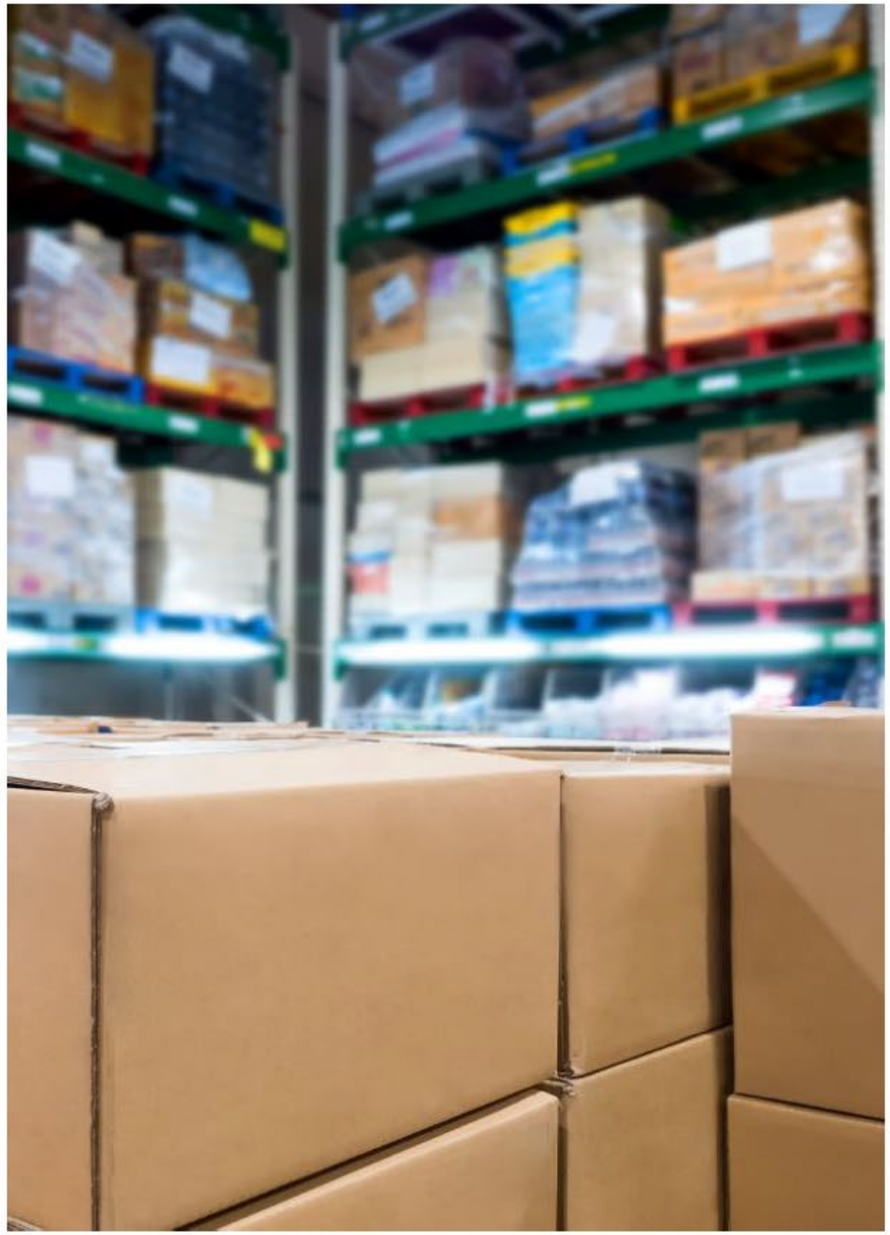

Introduction

Has your agency been struggling with its surplus program?

Surplus is often one of those easily forgotten tasks that few people want to deal with.

GovDeals

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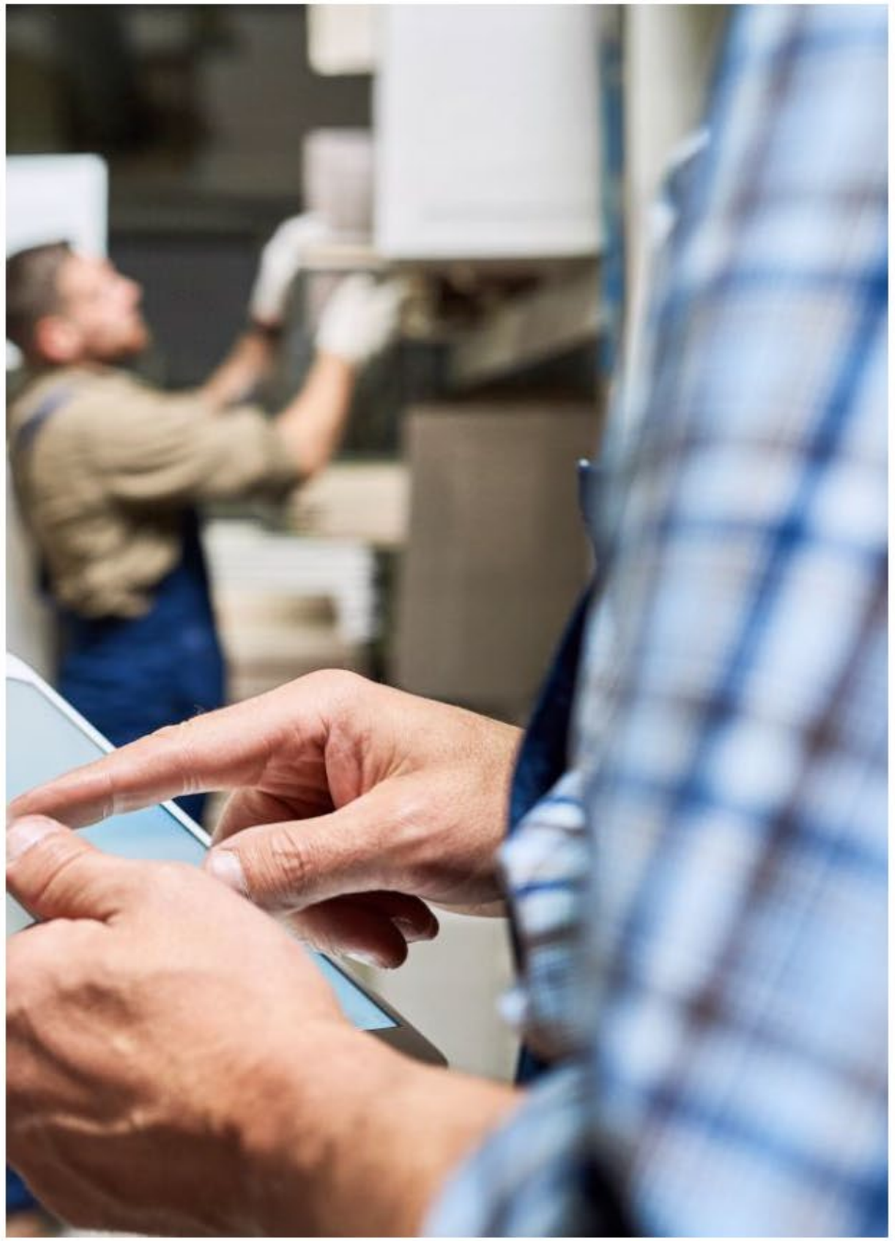

Ignoring your surplus will not get your agency the ROI it truly deserves.

Conducting Successful Surplus Sales and having a good process will.

GovDeals

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Key Elements of a Successful Surplus Process

GovDeals

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Key Elements for Successful Surplus Sales

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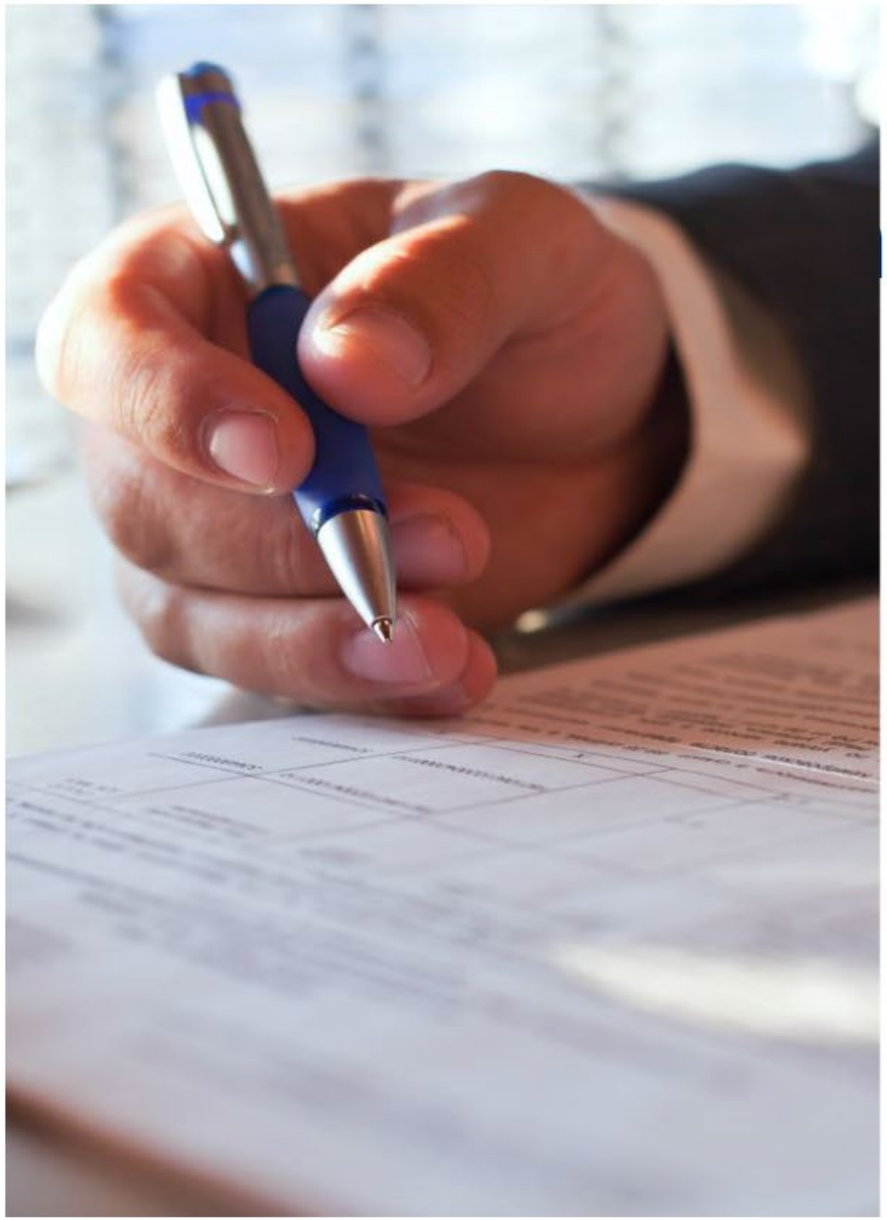

Risk Mitigation

Is your agency protected against fraud and chargebacks with your current surplus process?

GovDeals

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Fees – Make Sure They Are Simple and Understandable

i.e. No Fees to You If Assets Stay Onsite

Look Out for and Don't Accept Any Hidden Fees

GovDeals

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Complete Control

Does your current surplus program allow you to manage your surplus as you see fit?

Can you Reallocate Assets?

Is anyone telling you when you have to sell?

GovDeals

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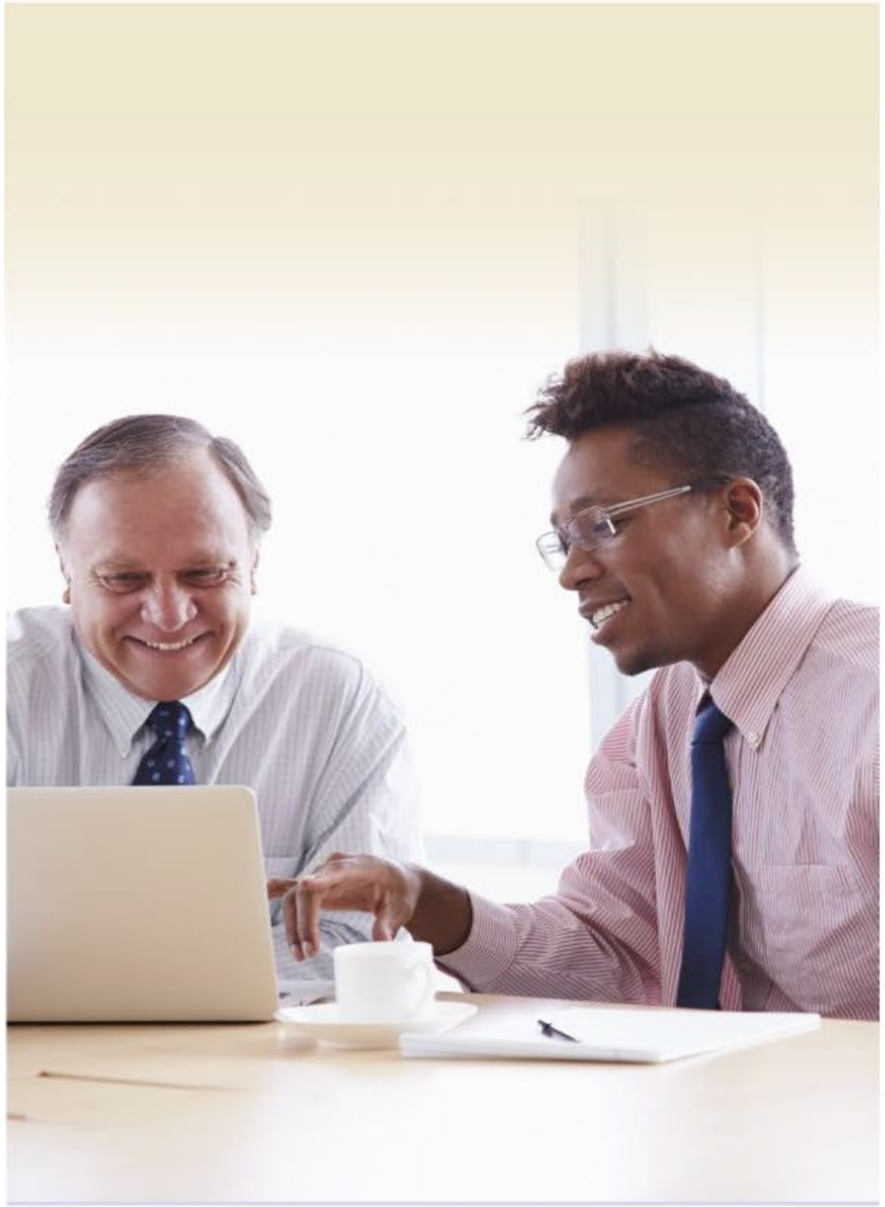

Access to Local Support

Does your current surplus management process have 24/7 dedicated help?

Do they have local assistance for you?

GovDeals

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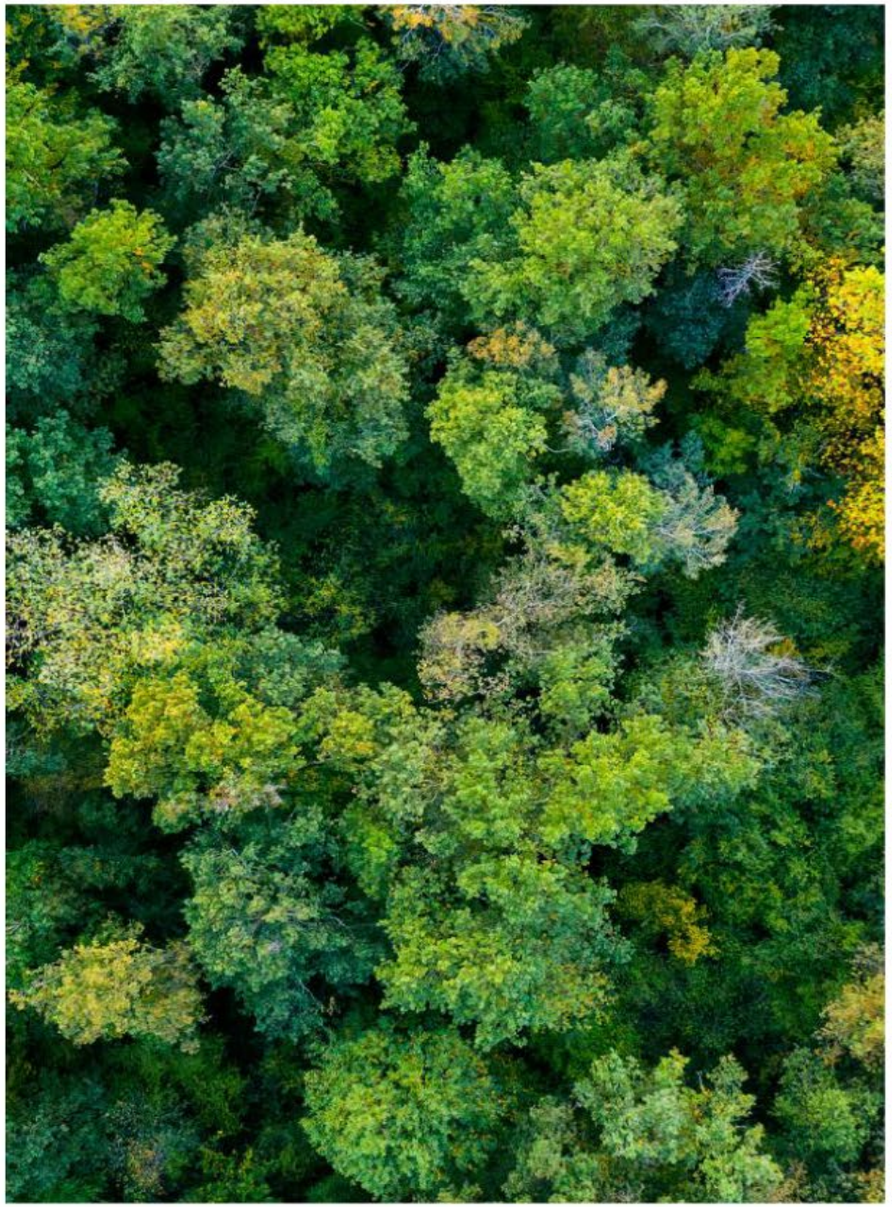

Reduce Your Carbon Footprint

Is your Agency doing all it can to be sustainable?

Can your sustainability be measured?

GovDeals

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Now you may be wondering…..

Is there actually a solution that does all this?

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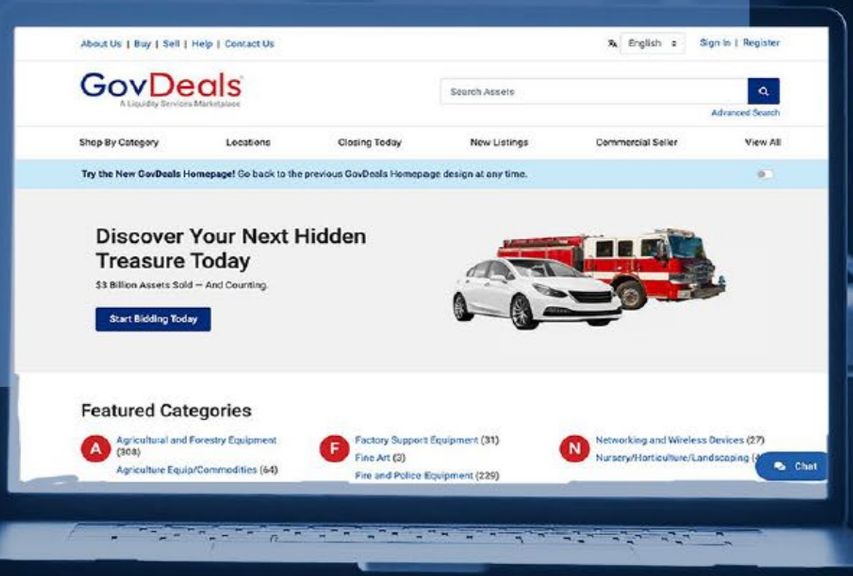
The answer is…

Yes! The GovDeals marketplace can help your agency achieve all these elements for successful surplus sales and so much more!



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A Better Future For Surplus

Better Service

With more than **two decades of experience** in surplus sales, our **flexible tools and service offerings** combined with the help of **24/7 virtual and in-person support** empowers you to make informed, sustainable decisions that mitigate risk.

Better Scale

Through our ability to manage nearly all asset categories and conditions as well as our global reach of **4.7 million qualified buyers** (+10,000 of which reside in your area), you can simplify your surplus operations with tailored solutions.

Better Results

With over **2 million auctions ($1 billion in sales!)**, our **16,000+ sellers** agree that our cutting-edge systems, such **as custom transparent reporting** and **automatic online payment collection**, deliver maximum return today and into the future.

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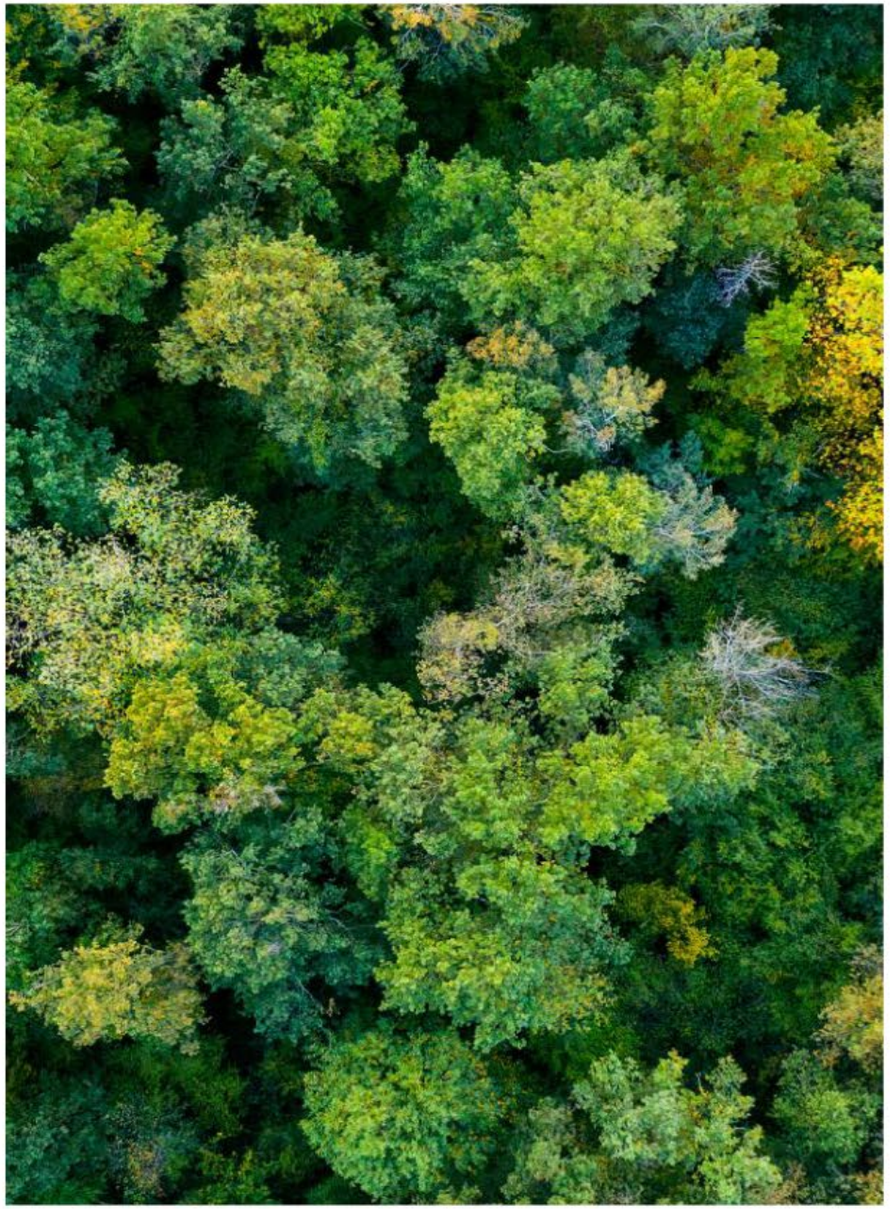

Sustainability

GovDeals serves as an engine for sustainability, empowering organizations to adopt a more “circular” approach to their inventory that will keep items in use for longer.

Maximizing recovery in an efficient global marketplace

Managing, valuing, and selling surplus across the globe in a broad range of asset categories and conditions

Optimizing and executing surplus management strategies to achieve client business goals

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GovDeals: Online Government Surplus Auctions

Thank you!

Contact us anytime:

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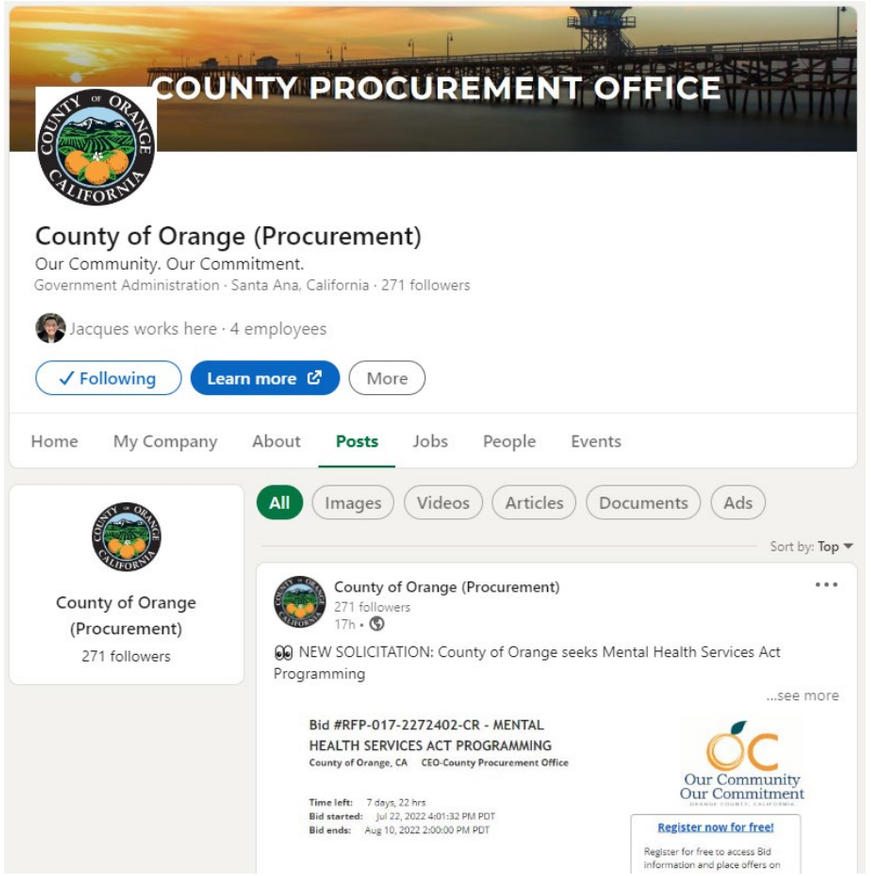
GovDeals

Wrap Up

Next meeting – Tentatively November 16, 2023
Morning, or Afternoon Preferred?

Volunteers to host?

Don t forget to follow the County s LinkedIn page for event updates, solicitations, employment opportunities, etc.



Wishing the Alliance a cool and wonderful end of Summer!

Thank You!