

WELCOME



Angela Shell
Chief Procurement
Officer

Angela has more than 26 years of service with the State of California, including 19 years at the Department of Transportation, serving as the Division Chief and Chief Procurement Officer for the Division of Procurement and Contracts, Assistant Director for the Office of Business and Economic Opportunity, Chief of the Office of Construction Support, and Labor Compliance Program Manager.

Angela has also worked for the Contractors State License Board and Department of Insurance and has extensive experience working with small and disabled veteran business communities, state and federal government stakeholders and vendor community representatives to develop innovative solutions to California's contracting and procurement needs.





WELCOME



Kim Engelby
County Financial
Officer

As the Chief Financial Officer for the County, Kim Engelby provides oversight of the financial operations for the County which includes the County's \$9.5B budget, multi-year strategic financial plan, public debt program, risk management, and procurement functions. She also has been critical in the County's OC CARES initiative which has been working to transform the Community Correction System of Care.

She has been with the County of Orange for 26 years and is a graduate of California State University, Fullerton, with a degree in Business Administration. She has had the dream career and often in awe of those she has the pleasure to work with. On a personal side, she has one husband, three grown children, one daughter-in-law, one grandson, two dogs, and loves watching professional wrestling.







Thank you!



SoCal Procurement Alliance Executive Team

Co-Chair, **City of Anaheim**Secretary, **OC Sanitation District**

Need to fill the following Executive Team positions:

Supplier Engagement (New)

Legislation Coordinator

Pro-D (New)





Bay Area Procurement Alliance



What's Happened and What's Next

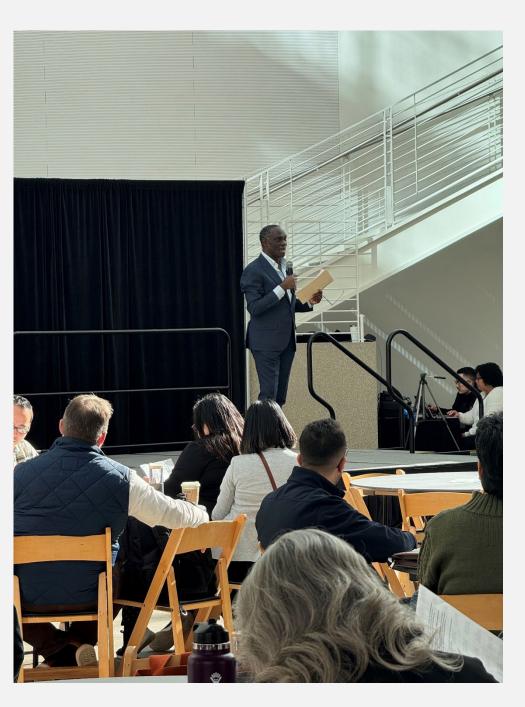


- Launched in Summer 2024 Currently 320+ individuals/ 50+ public agencies
 - Inaugural meeting held on October 2, 2024 Winter General Meeting held on February 12, 2025 Spring General Meeting to be held on May 21, 2025 - **you are all invited!**
- Launched three committees and nine interest groups (based on subjects of procurement interest)
- Created a centralized contract repository with Pavilion
- Met up at CAPPO Two discussion panels and a happy hour cocktail event!
- Working on the BAPA Educational and ProDev Series (virtual & no-cost)
- (##) Working on a portal where members can post announcements & Q&As
- Planning an annual supplier/contractor outreach events
- **Working on model "Beneficiary Clause" language for contracts**
- Mentorship Program For individuals and public agencies



INSPRING COLLABORATION











SoCal Procurement Alliance Business Overview

SoCal Procurement Alliance At A Glance

November 2022

- Shared Deputized Procurement Agent on-boarding and training process
- Launched BLAZEforward Mentorship Program

August 2023

- Website Enhancements
- Standardized Templates part of OpenGov System
- Further Collaboration on scopes and Pavilion
 Shareable access

March 2024

 Alliance efforts recognized by Southern California Association of Governments (SCAG)

November 2023

Cooperative Contracts and increased

• Created over 35 Emergency

shareable contracts to 240

- NCPP "Above & Beyond" Award
- Incorporated NIGP into Alliance

November 2024

Established SoCal
 Procurement Alliance
 Executive Team

July 2024

- Expanded collaboration with neighboring cities, Counties, and Special Districts (Ontario Airport, Inland Empire)
- Alliance represented at NASPO Board Meeting
- Launched Rebate Program

MARCH 2022

- SoCal Procurement Alliance Launched!
- Supplier Outreach Event Planned

March 2023

- Developed Regional Database of Evaluation Panel Members
- Internship Program Revamp: develop shareable repository
- Sharing Best Practices: Thresholds, policy, procedures
- Incorporated CAPPO into Alliance

August 2022

- Established Disaster Preparedness and Emergency Contracts
 Shared Site
- Kicked off Collaboration with Pavilion, Shared Platform for Contract Collaboration





Not to Brag.....

But you all are pretty awesome!



The SoCal Procurement Alliance meets quarterly to foster collaboration, share best practices, and optimize contracting strategies. This initiative exemplifies our dedication to enhancing efficiency and realizing cost savings through regional cooperation.

PARTICIPATION BENEFITS

SUPPLIER ENGAGEMENT

- Monthly Vendor Information Day to engage new suppliers
- Annual large scale Supplier Outreach forum event
- These Alliance efforts have already increased the supplier pool by over 10%

CENTRALIZED NETWORK

- Integrated CAPPO & NIGP local chapters into Alliance-NASPO & NCMA coming soon
- Alliance sharing of Best Practices, thresholds, policy & procedures, etc.

CONTRACT COLLABORATION

- County solicits on behalf of Alliance
- · County contracts accessible through OpenGov & Pavilion
- Over 1100 County cooperatives uploaded to Pavilion
- Over 2400 active OC Contracts, including Emergency Cooperative Contracts
- Regional database of Evaluation Panel members
- Alliance has collaborated on over 100 procurement transactions
- Revenue Sharing Benefit: anytime an entity purchases on an OC enrolled contract, your entity can receive 0.5% of gross sales back

TRAINING, MENTORSHIP & INTERNSHIP PROGRAM

- County Training Program accessible to Alliance members
- NIGP Mentorship Program
- Procurement Professional Day
- Internship Program prescreened pool of interns available to Alliance entities
- County Compliance Program Support available to Alliance entities as needed







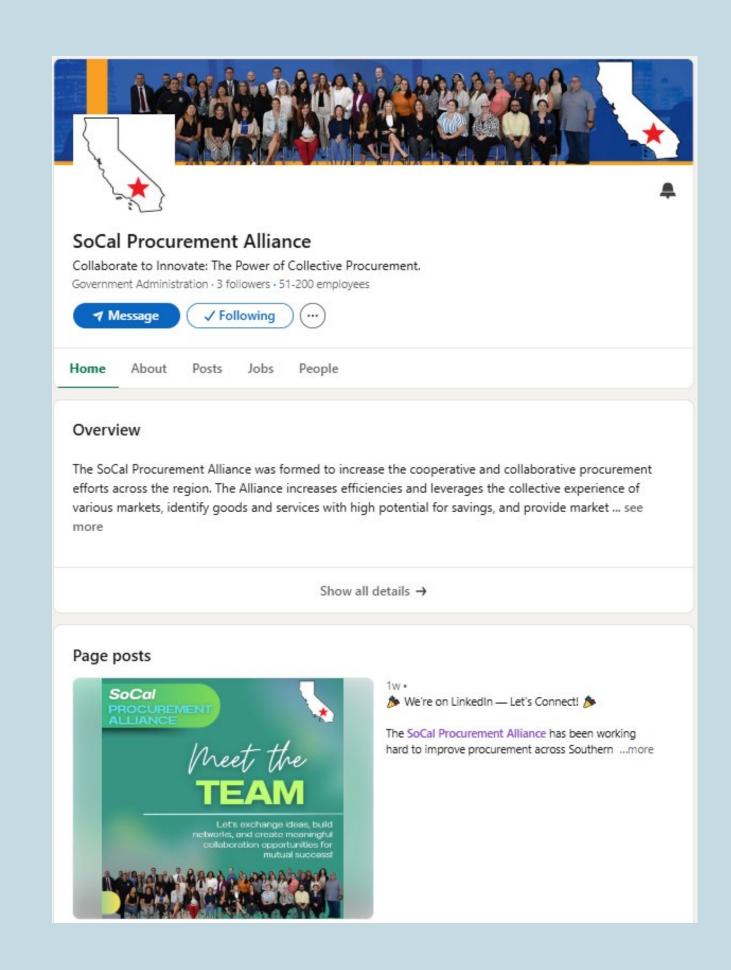
FOR MORE INFORMATION VISIT: CPO.OCGOV.COM/OC-PROCUREMENT-ALLIANCE

Follow SoCal Procurement Alliance on Linked in







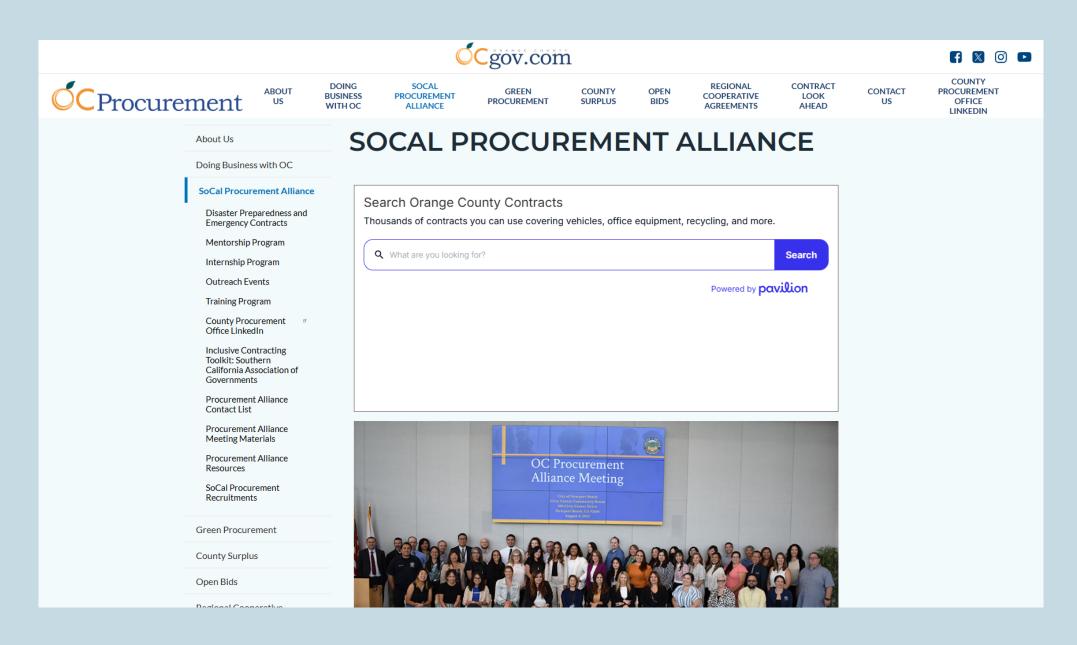




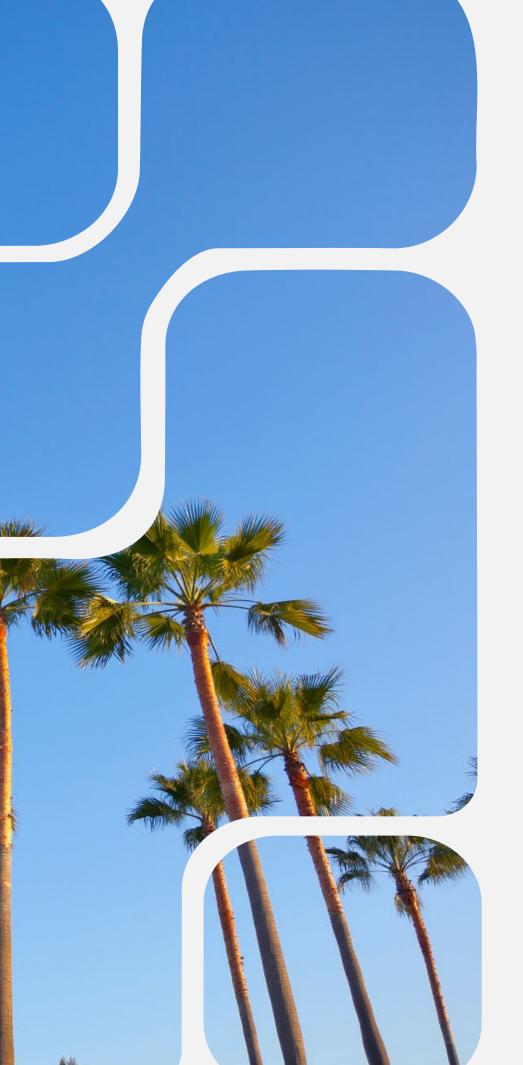
VISIT THE ALLIANCE WEBSITE



- Our Alliance Pavilion Search Capabilities
- Contracting Toolkit: Southern California Association of Governments (SCAG)
- Environmentally Preferable Purchasing Policy (EPP)
- 2024 Revised County Policy Manual
- Alliance Infographic
- Training Calendar through end of the year
- Supplier Outreach Events Calendar
- Expansion of the Evaluation Panel Index



https://cpo.ocgov.com/socal-procurement-alliance



AVAILABLE SURPLUS

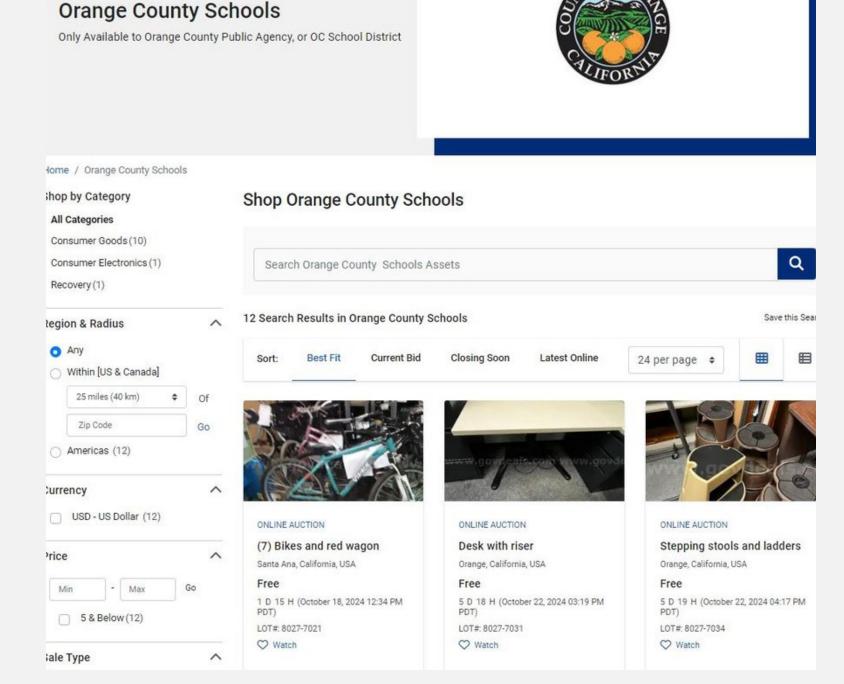


Gov Deals

REMINDER

County of Orange has
Surplus available to any of
your organizations or
contracted non-profits

Talk to Neil Jessen TODAY, or at Niel.Jessen@ocgov.com to register to access County surplus!







VENDOR INFORMATION DAY

The county hosts an open house to educate vendors on how to register and do business with the County and other entities.



County Departments and Any Other Public Agency

Event is marketed on various websites and LinkedIn

Next Meeting: March 6



Questions? You can contact Helen at Helen.hernandez@ocgov.com





Supplier Outreach Events



Procus	rement	ABOUT US	DOING BUSINESS WITH OC	SOCAL PROCUREMENT ALLIANCE	GREEN PROCUREMENT	COUNTY SURPLUS	OPEN BIDS	OUT
each Events	About Us Doing Business with OC SoCal Procurement Alliance Green Procurement County Surplus Open Bids Outreach Events		OUTREACH EVENTS					
			Outreach Events Partners			Events Calendars		
			California Department of General Services (DGS) Procurement Division			DGS Procurement Division of		
			Small Business Diversity Network (SBDN)			SBDN ₪		
	Contact Us			usiness (VIB) Network y Inland Empire Small Business D	Development Center	VIB Network	allbusiness.org/event	ts
			(OCIESBDC) N	Network		ď		

Please share any events in your area and we will add to the Alliance calendar and would love to attend





SUPPLIER OUTREACH EVENT



Orange County in collaboration with the City of Anaheim and the SoCal Procurement Alliance 4th annual event!

Anaheim Convention Center

April 16, 2025 | 9:00 am - 1:00 pm

- 50 + Government Agencies
- 400 + Exhibitors
- 1,000 + Attendees
- Matchmaking
- Panel Discussion



FREE REGISTRATION



Special Thanks to our Sponsors!













Alliance Collaborative Contracting



New Alliance Collaborative Contracts



SOLICITATIONS IN PROGRESS

- Graffiti Removal Services
- Analysis & Transaction Services Real Estate
- Learning and Development Services/Organizational Development Services
- Paper Recycling (Revenue), Confidential Document and Media Destruction
 Services
- HVAC Maintenance and Equipment
- Cost Recovery and Reduction Services
- High-Security Guard Services
- Temporary Medical and Clinical Staffing Services

NEW CONTRACTS

- Software Solutions and Services
- Unarmed Security Guard Services
- Written Translation, Interpretation Services, Video Translation Services
- Online Marketplace for Cloud Services and Software
- IT Solutions, Products and Services



Upcoming Collaborative Contracts

UPCOMING SOLICITATIONS

- Bee Removal/Relocation Services
- Corrections Supplies
- Efficiency & Effectiveness Studies
- Janitorial Supplies Solutions
- JOC for System Implementation
- Maintenance and Repair Items
- Signs and Sign Installation
- Window Blinds and Accessories
- Retention Schedule Development &
 Consolidation Software Services



Pavilion OC Contracts

WHAT IS A COLLABORATIVE CONTRACT?



 The County establishes collaborative agreements for services and commodities commonly used across multiple County agencies or external agencies, to take advantage of the County's economies of scale and reduce the duplication of efforts across the County and other cities and special districts.

HOW DO I USE A COLLABORATIVE CONTRACT?

- Step 1: Search for our collaborative contracts through Pavillion (visit their resource booth to learn more)
- Step 2: Contact the Contractor and reference the RCA and obtain a quote for your services.
- Step 3: Create a subordinate Contract.
- Step 4: Reporting to Pavillion to ensure you receive your piggybacking administrative rebates.





HOW CAN WE ENHANCE OUR PROGRAM?

 We want to know what other collaboratives would benefit your organizations?

CONTACT US!

Ranique Beas, <u>ranique.beas@ocgov.com</u> Roy Aragon, <u>roy.aragon@ocgov.com</u>

- Does your organization have any issues or piggybacking policy limitations we should be aware of to make our agreements more usable for you??
 - Example: City of Newport Beach can only piggyback on cooperatives competitively bid in the last two years.







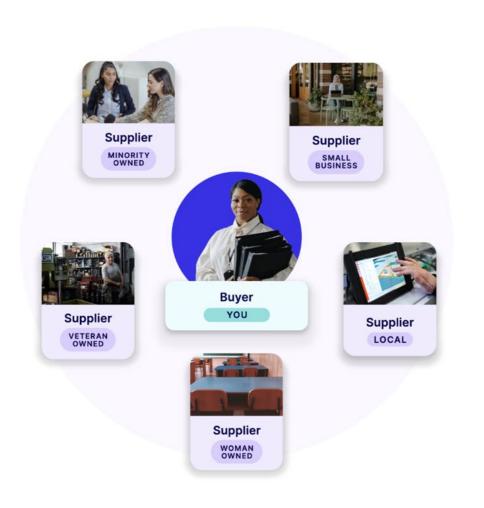




Pavilion puts contracts you can use all in one place

(Think: Google for shareable contracts)





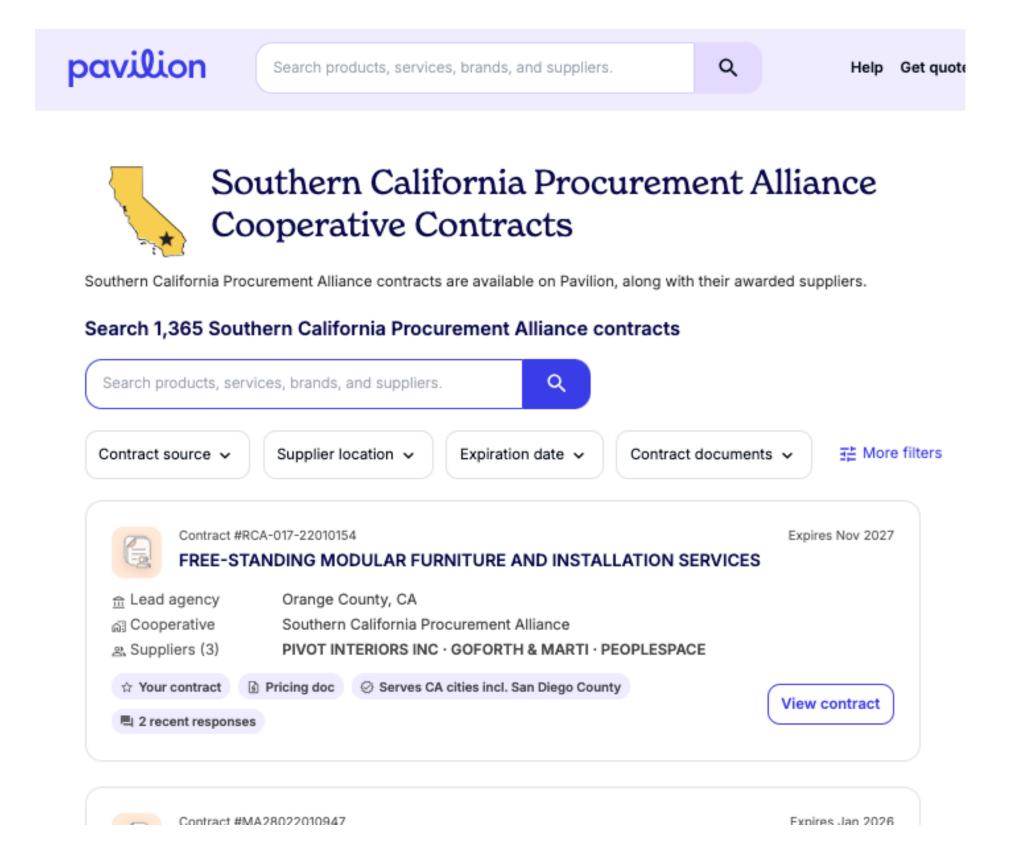
100,000+

shareable contracts National, state, local 50,000+

suppliers most comprehensive Free

for public entities always!

Easy way to find SoCal Procurement Alliance Contracts



1,300+

OC Cooperative Contracts

- 1 Discover contracts
- 2 Compare options
- 3 Get quotes fast

How can we help?



Train your team

Schedule a group training to get your team using Pavilion



Participate in Revenue Share Program

Report piggybacks on OC contracts and earn a rebate



Add your contracts

Share your contracts to help your entity, the Alliance members, and your suppliers







Anne Jordan anne@withpavilion.com



Gavin Crynes gavin@withpavilion.com





OpenGov



Procurement

Collaborative, Transparent End-to-End eProcurement





Manage Requests	Develop Solicitations	Engage Suppliers & Evaluate	Manage Contracts
Workflow Sequencing Rules & Policy Enforcement	RFx Assembly Automation Collaboration & Approvals Version & Format Control Template & Scope Library	Supplier Self- Service Guided Bidding Multi-Phased Evaluations Lowest Responsive	Spend Tracking Bi-Lateral Contract Approval Contract Development Records Retention

Headquartered in California

Featured OpenGov Procurement Customers

Orange County, CA City of Tustin, CA City of Lake Forest, CA City of La Palma, CA **West Basin Municipal Water** District, CA **Ontario Airport, CA** Palmdale Water District, CA City of Bell, CA City of San Marino, CA City of Thousand Oaks, CA City of Pasadena, CA **City of Redondo Beach** City of Manhattan Beach, CA City of Moreno Valley, CA City of Vista, CA City of Banning, CA City of Santa Monica, CA



























Procurement Resources





UPPCC



UPPCC (Universal Public Procurement Certification Council)







Two Certifications: CPPB & CPPO

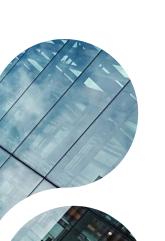
To date, the UPPCC has certified:

- 15,212 professionals
- 8 countries,
- 10 of the provinces & territories in Canada,
- 53 of the states & territories of the United States.

The Fall 2024 Class of New CPPBs and CPPOs



Leaders By Location					
State/ Province	New Certificants				
Florida	35				
Ontario, Canada	23				
Texas	20				
California	17				
Maryland	14				
Virginia	13				







Center for Contract Compliance

Center For Contract Compliance (CCC)







The Center for Contract Compliance ("CCC") works with local, state, and federal agencies to combat the underground economy. In this collaborative effort, the CCC provides information and resources to ensure law-abiding contractors can bid on a level playing field for public works contracts.



The CCC focuses on issues related to prevailing wage, meal and rest periods, travel and subsistence, safety, apprenticeship, contractor licensing, and workers compensation premium fraud.



The CCC is committed to outreach and education, and provides information to workers, employers, and public agencies without cost.







Harvard Kennedy School Procurement Excellence Network



Level Up with the Procurement Excellence Network



The **Procurement Excellence Network (PEN)** is a community for government procurement professionals with **FREE** resources to help take your procurement practice to the next level.

Trainings and Roundtables on trending procurement topics



Growing library of best practice publications and templates



Coaching opportunities to workshop procurement challenges with our team



Directory and Discussion

Board to facilitate

connections with 2,400+

peers



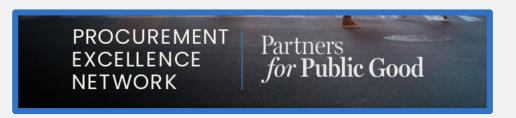


New Webpage Launch on March 1



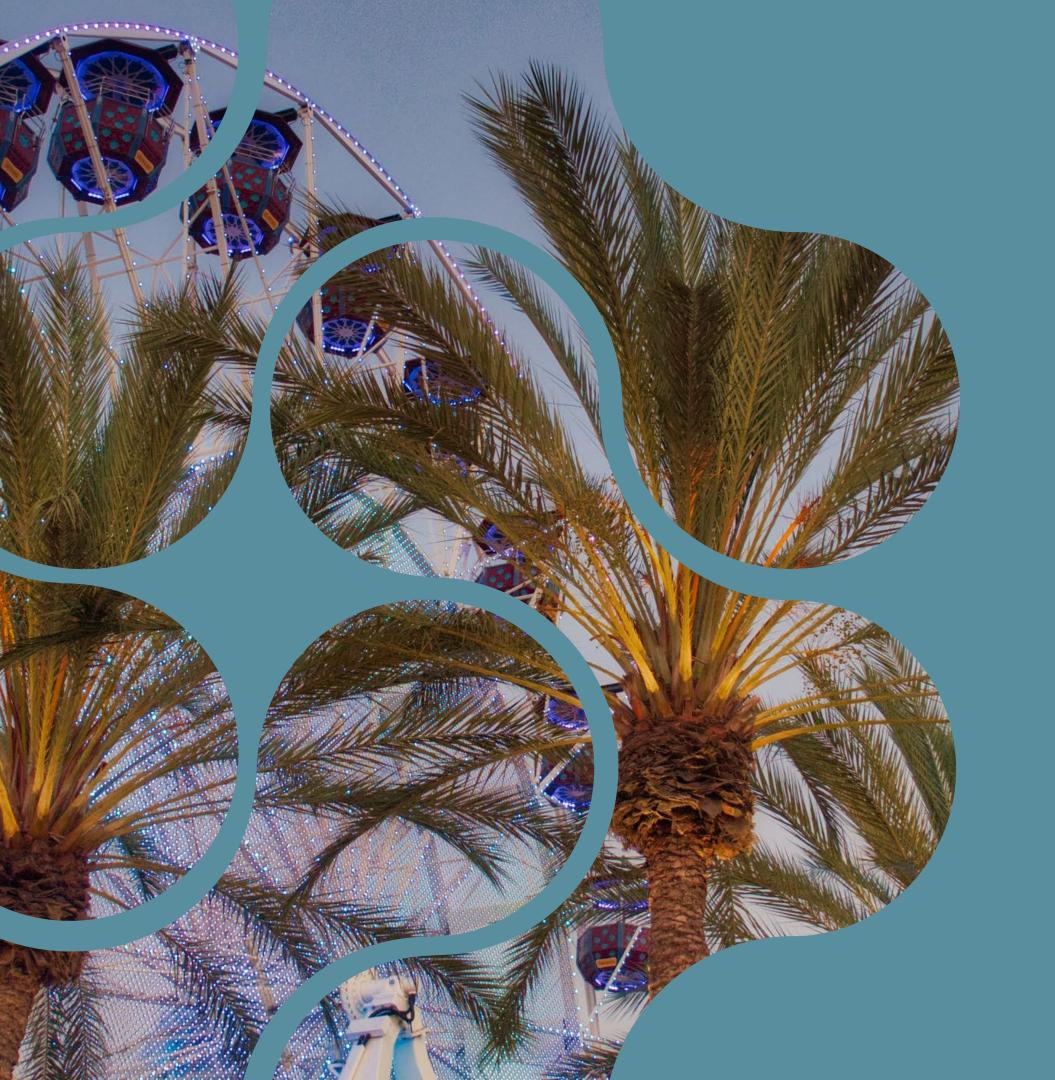
Procurement Excellence Network





gplpen.hks.harvard.edu

procurementexcellencenetwork.org





NIGP California Chapter



NIGP - California Chapter Join The Local Chapter Today!

MEMBER BENEFITS

- NIGP-CPP Certification Support
- Trainings/Webinars
- Professional Networking
 Opportunities
- Document Library
- Mentorship
- Regional Collaboration
- Latest and Greatest National Best Practices Shared



Visit us at our Resource table for 1:1 sign-up support!







CAPPO Updates



CAPPO Business



Chapter Health

As of Tuesday 2/25, the OC Chapter has over \$3,100 in the bank

Chapter Updates

- The Chapter welcomes Johan DeWaal as it's new Treasurer!
- Co-Chair, Maritza Fajardo, and Pro-D, Susana Vega, will remain in their current roles, so the OC Chapter is now fully staffed!





CAPPO Resources

Topic	Description
Uniting for Success: Filling the "Gap" with Community Cooperatives	This session is designed to equip procurement teams of all sizes with the tools to form their own "Community Groups." This cooperative approach provides backend organizing and technology support, bringing procurement professionals together without increasing their workload. It also boosts the inclusion of local suppliers, ensures compliance with regulations, and fosters community growth through innovative funding models and strategic procurement practices.
CARB Regulations for State and Local Government Agency Fleets	To protect the public health and environment, the California Air Resources Board's (CARB) regulations and innovative programs help propel the state in meeting its health-based air quality goals and reduce tailpipe emissions from medium- and heavyduty vehicles. The Advanced Clean Fleets (ACF) regulation and Clean Truck Check program are just a few examples of CARB's approach to meet the governor's goal of one hundred percent zero-emission transportation, where feasible, by 2045.
2026 Annual CAPPO Conference	February 1st – February 4th 2026 San Diego Town & Country Resort and Conference Center





BLAZEforward Mentorship & Internship Programs



BLAZEforward Mentorship Program in partnership with NIGP





Prize for Alliance Member who can get the

For any questions, visit the Mentorship
Resource Table during the event or contact
Nicole.Swain@ocgov.com

Over 30 successful Alliance mentorships to date!!



TRAILBLAZER INTERNSHIP PROGRAM

ME it)	(First, Middle)	HOME PHONE	EMAIL	NOTIFICATION PREFERENCE	APP SUBMITTED DATE	APP RECEIVED by CPO DATE	INTERVIEW DATE	DATE CONTACTED DEPARTMENT	LIVE SCAN DATE	START DATE		NOTES GREY BACKGROUND: OUT/WITHDREW/ENDED GREEN BACKGROUND: IN ACTION BLACK BOLD TEXT: WAITING ON THEM/SHOULD FOLLOW UP RED BOLD TEXT: FINAL RESULT
arez	Luis	310-835-2083	alvarez.luis1238@yahoo.com	Email/Phone		10/11/2023	10/13/2024		3/26/2024	4/22/2024	8/27/2024	8/27/2024 Internship concluded with a total of 141.35 hours. 3/28/24 Contacted Nick M. & Christina R. @ CPO to coordinate a start date (p-2/29/24 Contacted candidate again to see if still interested.
	Thang Long	213-453-1922	pho.le3043@gmail.com	Email/Phone		10/19/2023	11/7/2023	1/25/2024	1/25/2024			Available anytime. In school remotely. *** Candidate no longer replied to e
in	Bowie	949-310-2193	tevinbowie13@yahoo.com	Email/Phone	3/18/2024	3/21/2024	4/2/2024					4/2/24 Interview completed on this day; Bowie is available from 8:00-2:00PN 3/29/24 Intership Screening interview scheduled with CPO at 2:00PM on 4/2/
ioeur	gRandy	951-396-9462	andychhoeung2003@gmail.con	Email/Phone	3/27/2024	3/28/2024						4/16/24 Interview completed on this day; Randy is available from 8:00-5:00Pl 4/9/24 Intership Screening interview scheduled with CPO at 2:30PM on 4/16/
is	Andrew	714-510-5653	S olace@yahoo.com	Email/Phone	3/22/2024	3/28/2024						4/16/24 Interview completed on this day; Andrew is available from 9:00-5:00 4/9/24 Intership Screening interview scheduled with CPO at 3:00PM on 4/16/
ez	Alberto	714-499-6712	al3849al@gmail.com	Email/Phone	3/21/2024	3/28/2024						4/16/24 Received Email requesting to be withdrawn from Consideration. 4/9/24 Intership Screening interview scheduled with CPO at 3:30PM on 4/16/
ers	Belyn	909-374-3759	belynpeters2000@gmail.com	Email/Phone	9/5/2024	9/17/2024	TBD					
era	Martin	562-266-8581	rivera.martin1009@gmail.com	Email/Phone	8/29/2024	9/17/2024	TBD					
0	Hannah	714-737-1692	woohj1@uci.edu	Email/Phone	9/13/2024	9/17/2024	TBD					

- Collaboration with local Universities/Colleges
- Marketing the Opportunity (LinkedIn, Govjobs, College postings)
- Maintaining Internship Candidate Index with pre-interviewed and readily available Interns
- On-Boarding Support, we can help

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



2025 TRAINING CALENDAR

<u>Date/Time</u>	<u>Training Topic</u>	<u>Location</u>
March 13 12:00pm – 1:00pm	Uniting for Success: Filling the "Gap" with Community Cooperatives Presented by: Glenn Aguon - Asst. Director San Joaquin Delta Community College Jennifer Sulentic - Bespoke Community Cooperates	CAPPO Webinar
March 13 2:00pm – 3:00pm	Nonprofit Organizations Presented by: James Harman - Chief Assistant County Counsel, County of Orange	County of Orange MS Teams
March 20 10:00am – 11:00am	Ask the RFP Dr trainings by Center 4 Procurement: Using the Request for Solutions (RFS)	CPE Zoom
March 20 10:00am - 11:00am	A New Era of Contract Management: Click, Compile, Sign-Done.	NIGP Webinar

List of additional trainings can be found at https://cpo.ocgov.com/socal-procurement-alliance









- Now engaging local Government (previously only States)
 - Events / Conferences
 - RFx is new Collaborative Contracting utilizing local Governments as leads
- Procurement U has a library of several free courses
 - Foundations of Public Procurement
 - Negotiation Strategies
 - AI & Legal Implications for Public Procurement
 - Managing Open Records Requests
 - The Future of Procurement



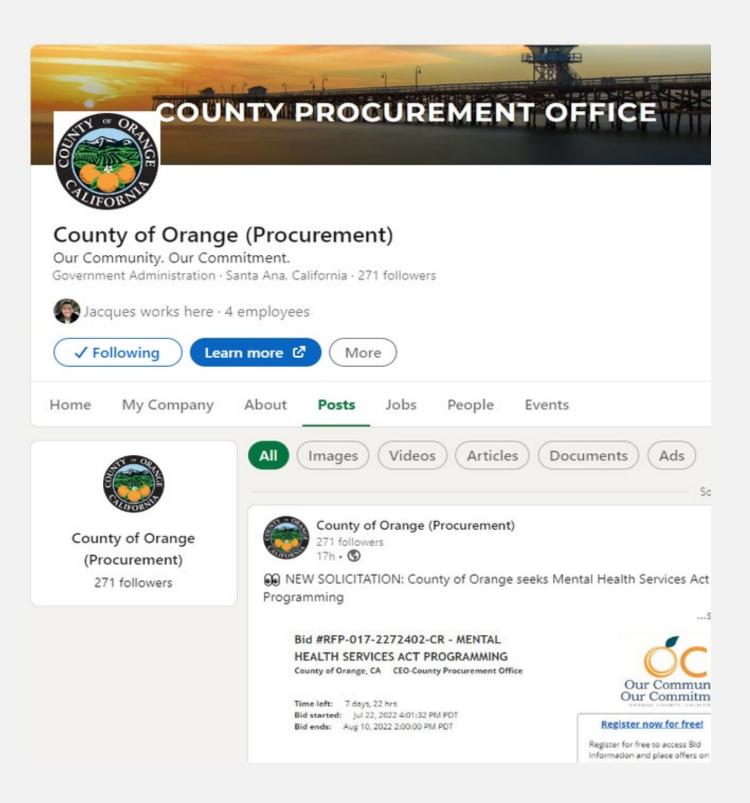




NEXT MEETING

May 15, 2025

Don't forget to follow the County's LinkedIn page for event updates, solicitations, employment opportunities, etc.

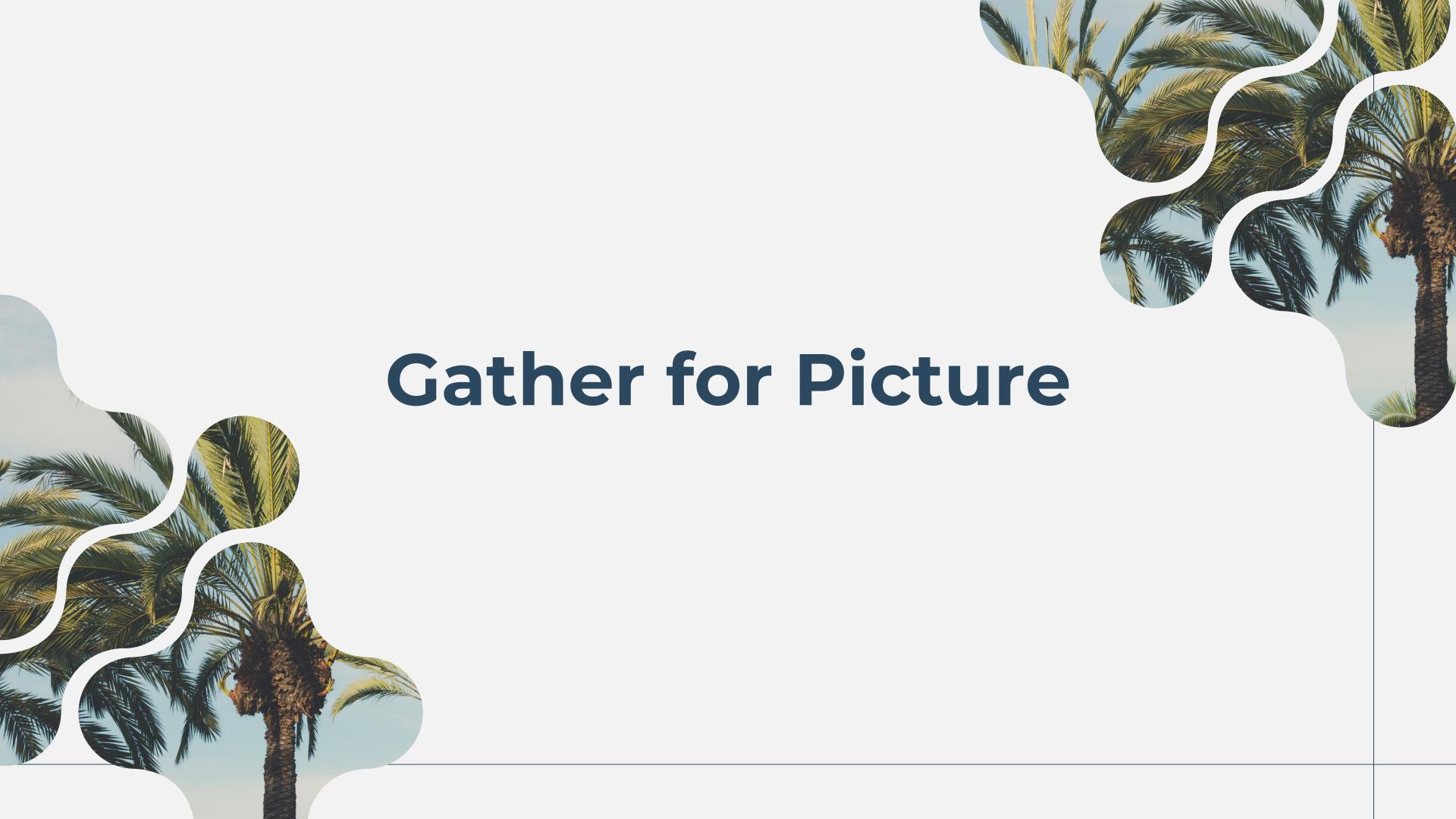




Ice Breaker – Procurement Resources

- Build your procurement contacts by expertise
- Find procurement professionals to fill your square
- Win 1 raffle ticket for completed row/ 3 tickets for sheet
- Keep sheet with you next time you need an expert in specific field









Thank you all so much for your support and Collaboration of the Alliance over the Last 3 years!



Please take a moment to take our quick 5 question survey!