



Prairie Quest

Case Study

State of Indiana Strategic Sourcing

Prairie Quest Consulting is an award-winning professional services firm with an impressive track record of public and private sector contracts. Put our wealth of expertise and experience to work, and discover new ways to increase profitability, expand markets, invest in employees, and move toward success.

Service Offerings Include

- Acquisition Management
- Project Management
- Business Process Analysis
- Advisory and Administrative Services
- Technology Services



Above what the customer expected:

Because the state did not have a common procurement system, a large part of the analysis was done via paper invoices. To speed the process, PQC provided 3-4 data entry clerks working Friday-Sunday to do inputting. This allowed the team to utilize the inputted data on Monday morning and made better use of analysts' project time.

Business Situation

In 2005, the State of Indiana recognized that it must, in order to achieve a balanced budget, review, standardize and minimize the costs associated with services and goods purchased around the state. Up to that point, purchasing was done by a number of agencies and via a number of purchasing methods. Early findings noted products or services were acquired by state agencies while paying a variety of rates and standards. This did not allow the state to leverage that spending in larger contracts in order to reduce purchase order processing, reduce unit costs and ensure supplier quality across agencies/departments.

Solution

To support the customer's needs, the CGI/Prairie Quest team conducted a multi-year project that included the following phases:

Phase 1: State Spend Analysis

- Capture and analyze the state's total spend for goods and services.
- Identify and prioritize the state's best savings opportunities by acquisition category.

Phase 2: Execution of Strategic Sourcing Techniques for Savings Opportunities

- Realize cost savings through improved procurement processes and practices.
- Improve the state's supply chain management through improved speed-to-market, contract compliance and performance-based contracting.
- Implement a system where everyday procurement decisions would be based on the resultant "spend analysis."
- Transfer knowledge and train state staff in strategic sourcing to sustain efforts achieved.

Phase 3: Review of Procurement Statutes, Rules, Procedures, and Organization

- Review current procurement statutes, policies and procedures, including preferences currently called for in statute to determine their effectiveness and appropriateness in today's environment.
- Implement a program of best practices for the procurement process.

Benefits

The Project Team was recognized for finding over 220 million dollars in savings. The PQC staff played leading rolling in identifying and obtaining savings in categories associated with IT Services, IT Peripherals, Road Salt, Office Supplies, Hospital Products, Facility Leasing, Financial Services and more.

Testimonial -

"The PQC team have been quick to try and learn as quickly as possible. With resources like Kyle Pettijohn, Pat Carroll, Autumn Daly, JD Field and Rebecca Schall, we've made great progress. When we have great resources, it makes the project much faster."

-- Strategic Sourcing Program Manager