

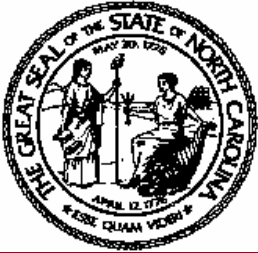
Doing Business with the State of North Carolina

March 10, 2008

Presentation by Tony Vinogradov

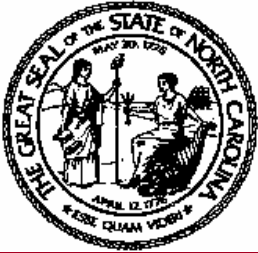
NC Division of Purchase & Contract

E-Procurement/Education Outreach Section



Agenda

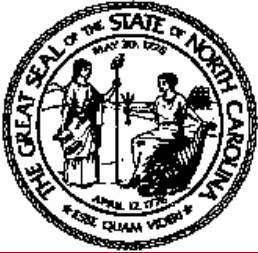
- **Overview of State Purchasing Program**
- **Registration Tools**
- **NC E-Procurement @ Your Service**
- **Vendor Registration**
- **Locating More Information**
- **Review & Questions**



NC Division of Purchase & Contract

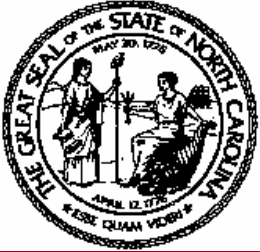
“P&C offers a wide array of services to purchasing agents and vendors throughout the State. We are committed to our customers and strive to provide quality services while saving State dollars for North Carolina taxpayers.”

<http://www.ncpandc.gov>



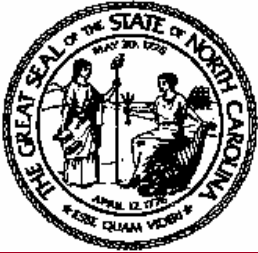
P&C Provided Services

- Statewide Term Contracts
- Open Market Solicitations
- Advertisement of Bids via the Internet
- E-Procurement Oversight & Support
- Vendor Training & Outreach
- Vendor Registration
- Qualified Products List
- Compliance & Purchasing Education
- Inspection & Customer Service
- Standard Specifications



Types of Solicitation Documents

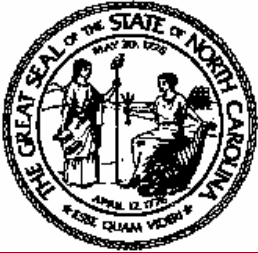
- Request For Quote (RFQ)
- Request For Proposals (RFP)
- Invitation For Bids (IFB)
- eQuote
- Request For Information (RFI)



Who are your potential customers?

- State Agencies, State Hospitals, and Institutions
- Community Colleges
- UNC System Universities
- Quasi-Government (Boards & Commissions)
- Public Schools & Local Government

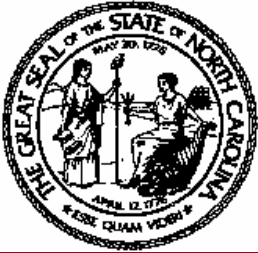
Note: Public Schools & Local Government not subject to State rules



Doing Business with the State

To expand your opportunities, register for:

- **Vendor Link NC**
to receive e-mail notification of formal solicitations (Invitations for Bids and Requests for Proposals) posted on the Interactive Purchasing System (IPS)
- **HUB certification**
to be listed as an Historically Underutilized Business, if applicable
- **NC E-Procurement @ Your Service**
to receive electronic purchase orders from government organizations in North Carolina
- **eQuote**
to participate in electronic quotations for informal solicitations (under sealed bidding thresholds)



IPS & Vendor Link

What is IPS & Vendor Link?

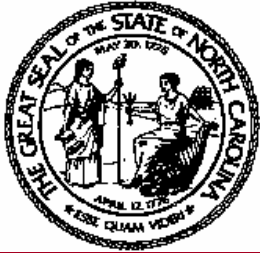
North Carolina's Interactive Purchasing System (IPS) allows Purchasers throughout the State to advertise formal solicitations via the Internet.

Vendors register through Vendor Link NC to receive notification of formal bid solicitations advertised through IPS.

Why register in Vendor Link?

- Internet access to bidding opportunities 24/7
- Free self registration
- Ability to receive email notifications of bidding opportunities statewide
- Access to government entities seeking products and services
- Includes HUB registration and certification





How do I register in Vendor Link NC?

Register online @ <http://www.ncpandc.gov>
click on Vendor Link

State of North Carolina - Department of Administration - Microsoft Internet Explorer provided by NC Department of Administration

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites

Address <http://www.doa.state.nc.us/PandC/> Go Links

NORTH CAROLINA
Department of Administration


DIVISION OF PURCHASE & CONTRACT

NCDOA Home | Agencies and Commissions | NC.Gov | NCRx | Homeland Security | Privacy Policy

NCDOA Home
P&C Home
IPS & Other Solicitations
Vendor Link NC
NC E-Procurement @Your Service
E-Procurement / Education Outreach
Term Contracts
P&C Information
Notices and Directives
Sustainability
Quick Reference Links
Contact Us

NCDOA : Agencies and Commissions : Purchase & Contract

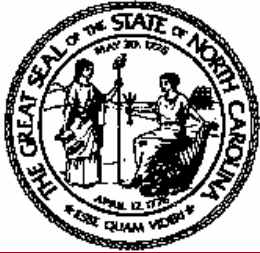
Welcome to Purchase & Contract



The State of North Carolina purchases a wide variety of products and services with a total value of over four billion dollars annually. The Division of Purchase & Contract is the central purchasing authority for all state departments, institutions, agencies, universities, and community colleges. It also makes certain services available to local governments, public school systems, private colleges and universities, and other non-state entities.

Purchase and Contract establishes term contracts and disseminates information on these via the Internet and through searchable electronic catalogs. By combining statewide demand for commonly used items into one contract, the division helps users save money and eliminates the need for each agency to solicit separate bids.

The Division also provides training to procurement professionals and vendors, technical assistance on specifications and qualified products, compliance reviews, and inspections.



How do I find open market Bids, Go online @ <http://www.ncpandc.gov> Click on IPS Bids

State of North Carolina - Department of Administration - Microsoft Internet Explorer provided by NC Department of Administratio

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites

Address <http://www.doa.state.nc.us/PandC/> Go Links

NORTH CAROLINA
Department of Administration

DIVISION OF PURCHASE & CONTRACT

NCDOA Home | Agencies and Commissions | NC.Gov | NCRx | Homeland Security | Privacy Policy

NCDOA Home
P&C Home
IPS & Other Solicitations
Vendor Link NC
NC E-Procurement @Your Service
E-Procurement / Education Outreach
Term Contracts
P&C Information
Notices and Directives
Sustainability
Quick Reference Links
Contact Us

NCDOA : Agencies and Commissions : Purchase & Contract

Welcome to Purchase & Contract

The State of North Carolina purchases a wide variety of products and services with a total value of over four billion dollars annually. The Division of Purchase & Contract is the central purchasing authority for all state departments, institutions, agencies, universities, and community colleges. It also makes certain services available to local governments, public school systems, private colleges and universities, and other non-state entities.

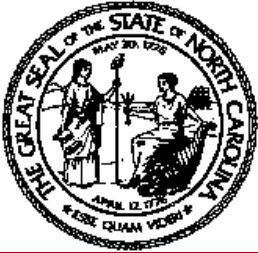
Purchase and Contract establishes term contracts and disseminates information on these via the Internet and through searchable electronic catalogs. By combining statewide demand for commonly used items into one contract, the division helps users save money and eliminates the need for each agency to solicit separate bids.

The Division also provides training to procurement professionals and vendors, technical assistance on specifications and qualified products, compliance reviews, and inspections.



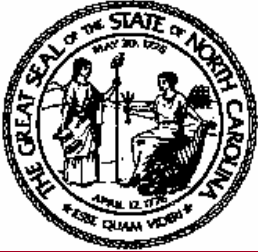
What is NC E-Procurement?

- User friendly, Internet-based purchasing system
- Allows buyers to shop online Statewide Term Contract catalogs
- Issue purchase orders electronically
- Enables suppliers to do business with statewide public sector buyers.
- Continued statewide rollout to local government and Universities



Benefits of E-Procurement

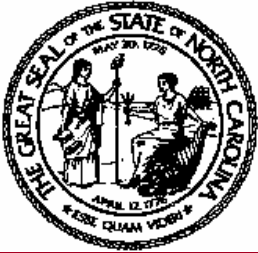
- Increased access to markets without additional marketing efforts
- Single point of access to North Carolina government organizations
- Increased order accuracy and reduced cycle times
- Standardization across organizations/agencies
- Electronic solicitations - more efficient and accurate quoting
- Better access to information and purchasing entities
- HUB vendors noted in Term Contract catalog
- Improved compliance with contracts and purchasing rules



E-Procurement in NC

Who is using NC E-Procurement @ Your Service?

- **All State Agencies – 30**
- **Institutions and Hospitals – 15**
- **K-12 Public Schools – 115**
- **Community Colleges – 58**
- **Local Governments - 22**



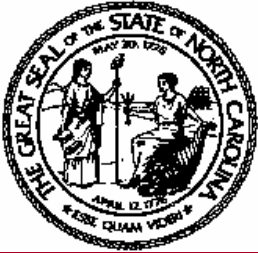
Changes in Business Processes

What's Different?

- Electronic purchase orders with a consistent format
- Electronic quotes (informal solicitations under \$10,000)
- Electronic catalogs for Statewide Term Contracts
- Ability to track contract compliance more effectively
- Quicker purchasing lifecycle through process efficiencies
- Online vendor registration
- Ability to maintain/update company information

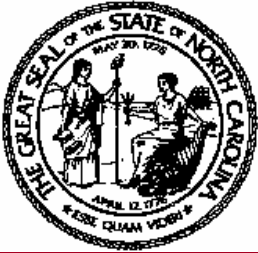
What's the Same?

- Your relationship with your customers
- Use of term contracts and open market purchases
- State purchasing rules
- VendorLink & Interactive Purchasing System (IPS)



eQuote is an electronic tool for informal solicitations

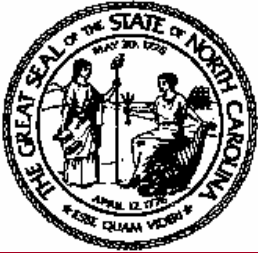
- Receive and respond to informal quotes electronically
- Entities can solicit quotes under \$10,000. Public Schools and local governments up to \$90,000
- Replaces manual quoting processes (phone, fax, paper catalogs)
- Suppliers receive invitation to quote on goods & services
- Increased access to business opportunities



E-Procurement Registration

Vendor registration is an Internet application. As a registered vendor, you will be able to receive purchase orders from entities across North Carolina using the E-Procurement System.

- Online registration via http://www.ncgov.com/eprocurement/asp/section/ep_index.asp
- Suppliers specify method of delivery for electronic POs & billing information
- Suppliers have the option to register for eQuote
- Suppliers must register to receive electronic Purchase Orders and eQuotes.



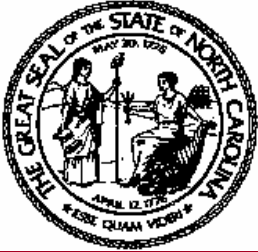
- Additional vendor information and registration online at
- http://www2.eprocurement.ncgov.com/eprocurement/asp/section/ep_index.asp

The screenshot shows the NC E-Procurement website interface. At the top, there is a navigation bar with links for Help Desk, General Information, NCGov.com, Home, Glossary, Implementation Schedule, and Operating Schedule. A dropdown menu for 'Select User Type' is visible. The main content area is divided into several sections:

- NC E-Procurement @ Your Service:** Includes links for Buyer Log In and Vendor Log In.
- Registered Vendor Look Up:** Includes an E-P Spotlight Tip.
- Sites of Interest:** Lists links for Purchase and Contract (P&C), IT Procurement (ITS), and Office for Historically Underutilized Businesses.
- Benefits Overview:** A central column of buttons for different entity types: Community Colleges, Public Schools, Local Governments, State Agencies, Universities, Vendors (circled in red), and General Information.
- E-Procurement Statistics:** A table showing data as of April 25, 2005.
- User Quotes:** A testimonial from Craven County Purchasing Office.

Purchase Orders (PO) Issued	618,927
Total PO Value	\$3,746,051,377
Total Vendors	38,341
Total Purchasing Users	11,646
Purchasing Entities Using System	207

User Quotes
The county had been buying ink cartridges locally for around \$11 each. When trying equote, the lowest exact item quote was \$731 per 100 for a savings of over 30%. Another vendor quoted an equal quality item that was a different brand for \$595 per 100, a savings of well over 40%!
- Craven County Purchasing Office



More Information

**To learn more about E-Procurement & State Purchasing,
go to:**

- Purchase and Contract Website: <http://www.ncpandc.gov>
- NC E-Procurement Website: <http://eprocurement.ncgov.com>
- E-Procurement Supplier Help Desk 888-211-7440 Option # 2