

THE STATE PROCUREMENT PANDEMIC PLAYBOOK

The goal was urgent and clear: leverage the Ivalua platform for the State to quickly procure high-quality medical and personal protective equipment (PPE) from reputable suppliers to support the Covid-19 crisis. Responding quickly to these questions saved lives.



“How can we quickly procure medical and personal protective equipment?”

The State leveraged the Ivalua platform to reach out to suppliers to identify available inventory levels of required equipment (N-95 masks, ventilators, medical grade hospital beds, etc.). Nitor created the RFI template and sent communications, about the open RFI and links to the QRG, to the suppliers. Level 1 support was provided to assist suppliers in a prompt response. Nitor analyzed the supplier responses to identify the top contenders and rule out undesirable suppliers.



“How can we identify which Solicitations are Covid-19 relevant?”

Nitor created a Covid-19 tag in the Ivalua tool. The State identified and flagged the Covid-19 relevant Solicitations with an additional filter feature on the Public Bid Board. QRGs on how to use the tags were communicated to all State procurement buyers. This feature was then placed on the dashboard for ongoing internal and supplier use.



“Which suppliers are reliable and legitimate?”

Ensuring the equipment was medical-grade quality was a top priority. The State identified and vetted suppliers to confirm their ability to provide high-quality products quickly. Nitor worked with the State to develop and implement a robust pre-qualification questionnaire. A workflow was created to filter out illegitimate suppliers. The end result was an organized process for suppliers to inform the State of their capabilities.



To support their residents and vendor communities, in the months of March, April, and May 2020 the State:



- Issued 74 COVID-19 relevant solicitations
- Collected PPE supplies information from over 150 vendors
- Registered over 200 new vendors with the state for medical supplies and health relevant services