

## Company Overview

Civic Initiatives was founded in 2010 by Dustin Lanier, CPPO, and has performed over 100 projects related to procurement transformation in 35+ states. Civic Initiatives senior staff have all held leadership roles inside of state government, which ensures that clients have access to highly relevant expertise and staff that is directly familiar with the issues confronting public sector on a daily basis. As the leading unique contract holder of NASPO Valuepoint Procurement Assistance and Support Services, Civic Initiatives is focused on excellence in public sector and higher education procurement.

## Company Focus

Our company focus is helping procurement organizations to address capacity gaps through *acquisition support services*, to drive *strategic procurement transformation*, and to plan for and deliver *procurement automation success*.

CORE COMPETENCIES



Acquisition Support Services



Strategic Procurement Transformation



Procurement Automation Success

## Acquisition Support Services

Civic Initiatives supports procurement offices in providing acquisition support services – direct support of buy-side acquisition events. Work examples include “instant-on” staff extension, backlog analysis, mentoring of staff, market research, and full PMO services for sourcing events with certified purchasing agents.

## Strategic Procurement Transformation

Civic Initiatives has a clear understanding of the difference between procurement and purchasing, and the needs of the organization to increase program capacity to be a strategic asset. Work examples include program assessments and benchmarking, contract portfolio reviews and spend analysis, policy/process redesign, training and certification models, and contract management program design.

## Procurement Automation Success

Civic Initiatives has a proven track record of success in helping procurement organizations assess their options and implement procurement automation in a way that emphasizes the business value and the opportunity for transformation. Work examples include automation readiness assessments, solution definition and platform selection, implementation planning and execution, catalog creation and maintenance, and change management and onboarding experience.

## Representative Client Portfolio



### Cook County, Office of the Chief Procurement Officer

Led assessment of current practices and development of ongoing transformation plan. Engaged in support of both portfolio RFP execution, contract compliance activities and policy documentation.



### State of Virginia, Office of the Governor

Providing on-demand analytics resources dedicated to produce actionable business intelligence to inform on procurement strategy, category management, cost savings, goals and data-driven negotiations.



### State of North Carolina, DIT

Engaged to support a wide variety of Acquisition Support Services to in support of the Statewide IT Procurement Office, Central procurement and the State Broadband initiatives.



### University of Las Vegas

Optimizing and documenting the usage of Jaggaer Contracts+ for the University as well as supporting clean-up of legacy contracts and providing ongoing support and maintenance resources.



### State of New York

Supporting the State Office of General Services (OGS) Procurement Services (PS) in its transformation from paper-based procurement processes to an end-to-end eProcurement system by first assessing the existing processes and various State systems, and second providing recommendations on designing a future end-to-end e-Procurement system.



### State of Missouri, Office of Administration

Developed a comprehensive assessment of internal processes and preparedness for eProcurement. Managed development of a state of the art eProcurement solicitation that was successfully awarded. Provider of extensive support in Independent Validation and Verification and business processes reengineering practices.