



# Breakthrough Ideas to Fix Broken Procurement Systems

ACEEE Intelligent Efficiency Conference  
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- ⌘ **Tight budgets—always needing to do more with less**
- ⌘ **Bureaucracy and regulation—what keeps procurement processes slow, inflexible and outdated?**
- ⌘ **The need to be more transparent—how can we deal with increasing public scrutiny**
- ⌘ **The push for sustainability—how can we ensure social responsibility and financial stability?**
- ⌘ **Lack of technology expertise—moving faster than our procurement processes**
- ⌘ **RFP's that focus on specific solutions instead of problem solving**
- ⌘ **Lack of trusting relationships between vendors & local government decision makers**

## **Top Procurement Challenges**

- ‡ **Circumvent the traditional RFP—consider Requests for Participation**
- ‡ **Adopt problem-solving based procurement (over solutions-based pitches)**
- ‡ **Leverage private sector expertise; find creative ways to build trust across siloes and among companies**
- ‡ **Implement performance-based procurement**

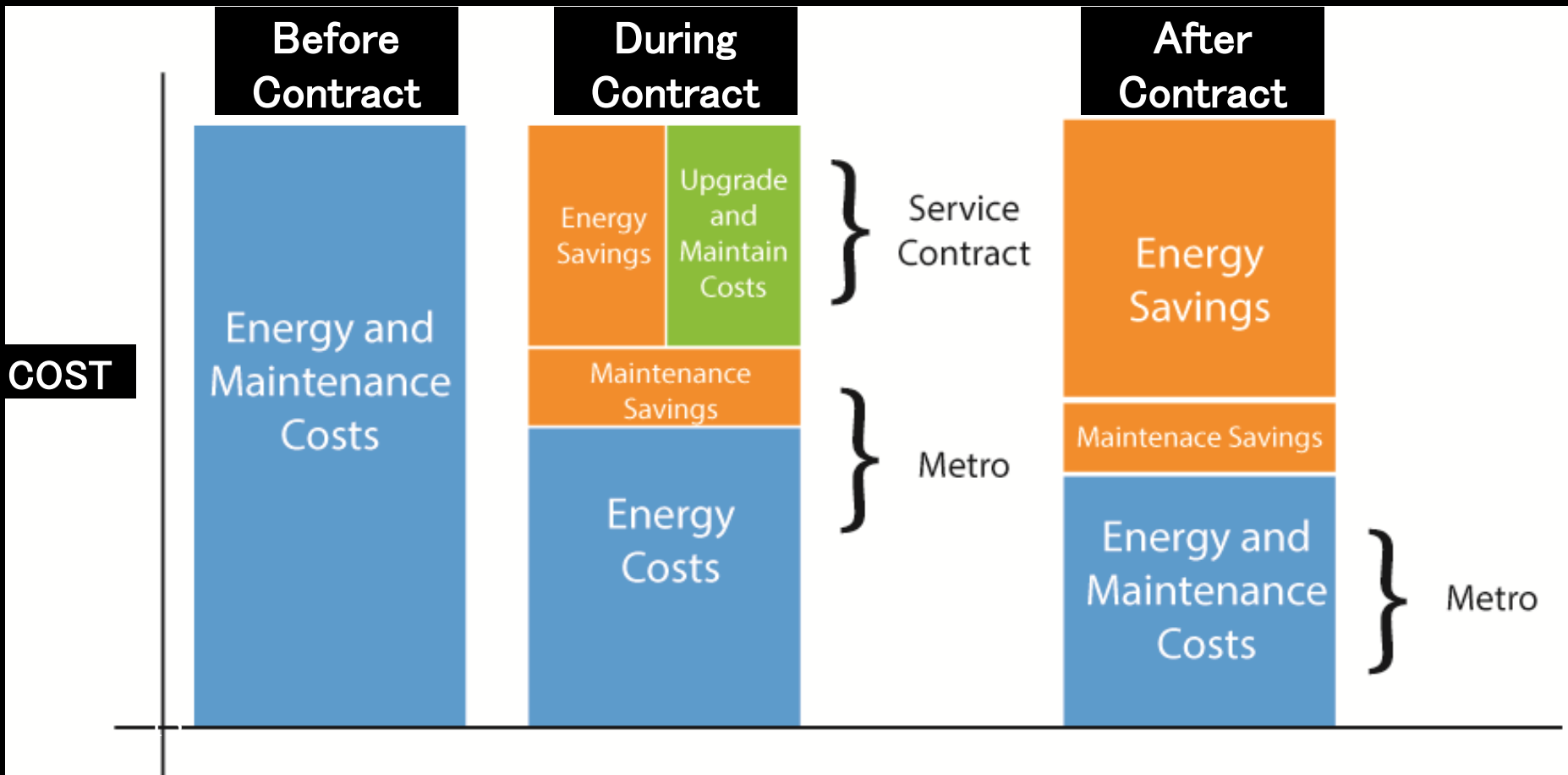
## **New Procurement Ideas**

## **To build public and private sector collaboration, WMATA**

- & Reached out to their community to gain authentic data, opinions, ideas for improvement**
- & Engaged their internal “Brain Trust” to identify 10 top problems; solicited ideas from multiple departments**
- & Shared the problems with 5-10 companies and invited them to a “problem solving session;” no sales pitches are allowed**
- & Gained valuable insights, built trust with several company experts, now continuing the conversations**

## **WMATA Creative Collaborations**

# WMATA Performance-based Contract



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↳ **Cruise control consumers**

↳ **Cashless society**

↳ **End of inefficiency**

↳ **Mobile first**

↳ **Locational living**

↳ **Real time interactions of the city with the citizen**

↳ **Serendipitous recommendations to travelers**

# **Future City Trends to Watch**