AG Solutions

CONSULTING · PRODUCTIVITY APPS

WHITE PAPER · PUBLIC SECTOR PROCUREMENT

Compliance by Design

How cities and public agencies can run sealed bids, two-envelope proposals and public notice on Oracle Fusion Cloud

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The public sector problem

A city buys almost everything: road work, fire trucks, software, janitorial services. Every purchase has to satisfy local ordinance, state law and, when grants pay for it, federal rules. And all of it has to stand up to an audit or a bid protest.

Most agencies manage this with policy manuals and training. We take a different approach: build the rules into the system, so each step is guided by policy.



Three layers of rules

Local, state and federal, all at the same time.



Everything in public

Notices, openings and awards on the record.



Lean teams

A few buyers running many kinds of solicitation.

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IDEA 1

A rulebook and a pre-filled form

Each kind of solicitation gets two things: a rulebook that limits what a buyer can do, and a pre-filled form to start from.

THE RULEBOOK

Negotiation style

Switches features on or off for each solicitation type.

→

THE PRE-FILLED FORM

Template

Approved requirements, terms and scoring, ready to use.

→

THE RESULT

Solicitation

Starts from approved policy.

Sealed bid

Price decides among qualified bidders.

Sealed responses	on
Two-stage evaluation	off
Committee scoring	off
Priced lines	on

Award → **Purchase order**

Two-stage proposal

Quality is scored first, then price.

Sealed responses	on
Two-stage evaluation	on
Committee scoring	on
Priced lines	off

Award → **Master agreement**

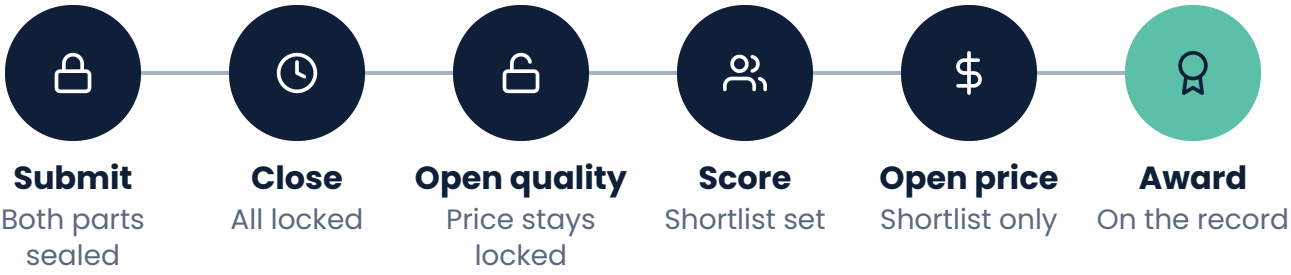
✓ **A buyer running a sealed bid cannot switch on committee scoring. The option is not there.**

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IDEA 2

Two envelopes, enforced by the system

Evaluators score quality before anyone sees a price. Nobody has to remember the rule, because the system holds the lock.



Prices from firms that do not make the shortlist stay sealed.

IDEA 3

One record, two front doors

Suppliers find bids on a public portal. The official record lives in one place. The two stay in step.

THE OFFICIAL RECORD

Oracle Fusion

Authoring, approvals, responses, award and audit trail.

→ **Approved, then posted**

THE PUBLIC DOOR

Public bid portal

Discovery, notices and supplier outreach.

- ✓ Create every solicitation once, in the record.
- ✓ Nothing goes public until it is approved.
- ✓ Never edit the public copy on its own.
- ✓ Answers go on the record, then out as an addendum.

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IDEA 4

Match the contract to the purchase

The award should create the right kind of document. Budget is then committed as orders are released, not all up front.

FIRM QUANTITY

Purchase order

Vehicles, equipment, materials.

FIXED RATES

Blanket agreement

Fuel, supplies, uniforms.

SCOPE VARIES

Contract agreement

Facility and professional services.

What the agency gets

- Logged audit trail
- Approved starting point
- Funds checked first
- Diversity built in

Who this is for

- Cities and counties
- State agencies
- School districts
- Utilities and authorities
- Transit and airports
- Higher education

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Modernizing public procurement?

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