



Special Joint General Laws Subcommittee Studying the Virginia Public Procurement Act

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VITA - Statutory Duties

“We enable the business of government”

- Infrastructure services
- Project oversight
- Information security
- • IT Procurement
- Standards and architecture
- Enterprise applications
- E-9.1.1., VGIN, eGOV, Contingent Labor



VITA's Role in IT Procurement

- VITA procures IT for state agencies, or delegates to them (§ 2.2-2012)
- VITA's oversight does not include
 - Independent agencies
 - Tier II and III higher education
 - Legislative or judicial branches
 - Local governments
- However, VITA does support all public bodies
 - 50% of spending on VITA's contracts is from localities, K-12, non-executive branch agencies & higher education
- VITA's IT procurements "shall be made in accordance with the VPPA" (§ 2.2-2012)



IT Presents Unique Procurement Challenges

- Government runs on IT
 - Must align business requirements with technical expertise
- Need to increase interoperability between agencies
 - Comply with state standards and architecture
- Protect state data from growing cyber security threats
 - Assess vulnerabilities and risks
- System integration and software licensing
 - Full lifecycle management of major IT projects
 - Complex T&Cs, constant evolution among vendors
 - Long-term cost and operational impacts
- Intellectual property rights
 - Restrictions on ownership & usage



VITA IT Procurement Outcomes

Leverage Commonwealth IT Buying Power

- Nearly 200 state contracts open to all public bodies
 - \$350 million spend in CY 2012
- Multi-award contracts for PCs, software, networking equipment, etc.
 - Localities, K-12 and higher education represent 70% of spend on commonly used contracts
- Enterprise contracts:
 - IT Contingent Labor (\$50+ million/year)
 - Telecommunications – voice, data, cellular, broadband
 - eGOV program



VITA IT Procurement Outcomes (cont.)

- Promote participation & relationships with small businesses
 - VITA awarded over 160 contracts in the last 4 years
 - More than 40% awarded to SWaM suppliers
- Support common executive branch architecture
 - Integrate procurement with IT Strategic Planning
- Assist public bodies
 - Developed standardized RFP & contract templates for IT



VPPA Supports IT Procurement in Many Ways

- Strong commitment to fair & open competition
- Best value solutions & open access to public business
- Not overly prescriptive – latitude for professional judgment
- Enables solutions “in the best interest of the Commonwealth”



VPPA Opportunities for Improvement

- Statutory clarifications could produce benefits
 - e.g. prequalification of vendors: pertains to all goods and services, or just to construction? (§2.2-4317)
- Put competitive negotiation on equal footing with competitive sealed bidding
 - Required to justify negotiation, but not sealed bidding
 - Required to publish RFP in newspaper, but not IFB
- Modify cooperative procurement language
 - Effectively creates a de facto “statewide” contract, which dilutes competition and leverage
- Provide explicit enforcement authority



Questions?

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