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GOVERNOR

KRISTY H. NICHOLS
COMMISSIONER OF ADMINISTRATION

State of Louisiana
Division of Administration
Office of State Procurement

OSP V14-05

MEMORANDUM

DATE: October 15, 2014
TO: All Registered Vendors
FROM: Jan B. Cassidy, Assistant Commissioner 
RE: Statewide Procurement Initiatives-Strategic Sourcing Methodology Update

The State of Louisiana remains focused on simplifying, clarifying, and modernizing statewide procurement processes. As you have previously been informed, we have begun implementing a strategic sourcing methodology that centers our focus on working with all of our vendors in a more strategic way, taking into consideration not only the price of a product or service sold, but the total cost of ownership. It is our hope that together we will develop a more effective and efficient process for all involved.

With the implementation of strategic sourcing, the procurement of all commodities and services will be a more effective process for vendors. All vendors are invited to be involved in the initiative; however, our current effort is focused on the following categories:

- Utilities
- Water, Gas, Sewer
- Heavy Equipment
- Lawn Care Equipment
- Chemicals (Water Treatment)
- MRO (Maintenance, Repair, and Operating) Supplies
- Tires
- Auto Parts
- Pharmaceutical
- Ballistic Vests
- Vehicle Maintenance
- Temporary Labor
- Call Centers
- Payment Processing
- Aggregate
- Road Paint
- Uniforms
- Shredding Services
- Food
- Professional Services
- Pest Control
- Lab Supplies
- Vehicles
- Herbicides

Next Steps

Over the next few weeks, the state will be requesting spend and usage data for each of the categories listed above. If you provide any of these commodities to the State of Louisiana, you, or our State of Louisiana

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account representative, may be contacted by a State Purchasing Officer (SPO) on our staff to facilitate this request. The person contacted will be provided additional information and data collection templates supporting this process. Should you have any immediate questions related to this initiative, please feel free to contact your State Purchasing Officer (SPO), Sandra Gillen, State Project Director, or myself by calling our main number at (225) 342-8062.

Thank you in advance for your cooperation and assistance as we strive to improve the procurement experience for all parties involved with the State of Louisiana.

C Sandra G. Gillen, CPPB-Project Director