

WHY COMPLIANCE MATTERS IN PUBLIC PROCUREMENT

A Core Value of Cooperative Procurement

SPEAKERS



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Agenda

- 1 What compliance really means
- 2 Why it matters in public procurement
- 3 Common risk areas agencies face
- 4 How cooperative purchasing supports compliance
- 5 Key takeaways & questions

Defining Compliance & Why it Matters

Compliance in public procurement means:

Following applicable laws and policies

Using the correct procurement methods

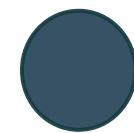
Ensuring fair and open competition

Documenting decisions and due diligence

Compliance is the foundation of public procurement

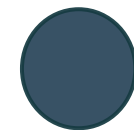
**Why is this
critical in
public
procurement?**

Public Dollars



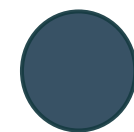
Public dollars require public accountability

Highly Visible



Procurement decisions are highly visible

Protection



Compliance protects agencies, staff, and decision makers

Before Compliance

- ✘ Purchase made quickly
- ✘ Minimal documentation
- ✘ Rationale scattered in emails
- ✘ FOIA or audit = scramble
- ✘ Stress for staff

After Compliance

- ✔ Process followed intentionally
- ✔ Clear solicitation and evaluation
- ✔ Decision documented and defensible
- ✔ FOIA or audit = file ready
- ✔ Confidence for staff and leadership

Why compliance is challenging



- Limited procurement staff
- Increasing workload and complexity
- Pressure to “just get it done”
- Competing priorities across departments
- Budget and system constraints

Understanding the Risk

Where agencies unintentionally get exposed to risk



Skipping
competitive
processes

Inadequate
documentation

Emergency or
“sole source”
misuse

Contract
expirations or
scope creep

Inconsistent
purchasing
practices

What's at stake if compliance is overlooked



- Loss of confidence in procurement decisions
- Audit findings or corrective action
- Project delays or rebids
- Increased scrutiny on staff and leadership
- Harder conversations with boards, auditors, and the public

Compliance in Practice

Strong compliance includes:

Clear procurement
methods

Documented
evaluations and
awards

Consistent
purchasing
practices

Accessible
records



Cooperative Purchasing & Compliance

Cooperative procurement supports compliance

- Cooperative contracts are competitively bid by public agencies.
- Due diligence and documentation are already in place.
- They reduce duplication and staff burden.
- They provide a compliant, defensible purchasing option.

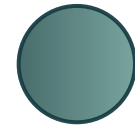
Key Takeaways

Key reasons compliance matters

- 1 Compliance is about protection and confidence.
- 2 Most risk comes from capacity, not intent.
- 3 Documentation matters as much as the decision.
- 4 Cooperative procurement supports compliant purchasing.
- 5 Understanding why makes the how easier.

Resources

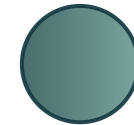
Compliance Checklist



A practical procurement decision tool

- Supports compliant purchasing
- Ensures documentation and consistency
- Reduces risk and builds confidence

Board Cooperative Checklist



Evaluating Cooperative Contracts

- Questions to assess cooperative contracts
- Promotes transparency and defensibility
- Supports board and audit oversight

Discussion/Q & A

What's Next in the Webinar Series

Why it Matters Webinar Series

Coming Soon in the Series

- **Efficiency:** Balancing Time, Budget, and Operational Demands (May)
- **Transparency:** Trust and accountability (July)
- **Partnerships:** Collaboration and Trust (September)
- **Strategic Planning:** Proactive Procurement Planning (November)
- **Emerging Priorities:** An Audience Driven Session (Dec/Jan)

Thank You

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