

# PERSPECTIVE

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## Task Force Initiative to Look at State Procurement Processes

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It has been suggested that given there are a number of different state procurement practices in effect across the country, for example, certain states may be easier to bid to than others. This could be due to state mandated restrictions, procurement laws, reforms, budgets, and whether or not fair and competitive procurement practices are perceived to be in effect. Ultimately, the goal should be to provide a state with the best value product or service, within a fair and competitive environment so that businesses of all sizes have the opportunity to grow.

We would like to create a task force to address the state procurement process and provide a report to APMP membership next year. Our intent is to look at every state where

membership companies do business (we believe that would be a good first step at least) and identify those states that seem to have the best, most competitive procurement practices. As a professional organization, we could then share our analysis with any state that is interested in improving its procurement program.

We believe this is an important initiative that will truly serve both our membership and the states we do business with. Please contact Holly Andrews, Anteon Corporation, 619-881-8946 or Kelli Stephenson, Experian, 224-698-4490, and let us know that you're interested in participating in this interesting initiative. Looking forward to hearing from you! ■

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