



CITY OF NEW ORLEANS

ReqtoCheck**STAT**

***Reporting Period: July 31<sup>st</sup>, 2013***

## **Context**

In order to deliver critical services for its citizens—such as constructing roads, rehabilitating homes, or picking up trash—the City often engages with private companies with specialized expertise. Because these and other services are so critical, Mayor Landrieu has made it a priority for vendors to be selected fairly, for contracts to be negotiated expeditiously and in the best interests of New Orleanians, and for vendors to be paid in a timely manner.

## **What is ReqtoCheckStat?**

In order to improve the performance, accountability, and transparency of the City's contracting system, Mayor Landrieu asked the Office of Performance and Accountability to design a performance management program for the entire process of contracting out services—from the requisition of budgeted funds to the issuance of check for services rendered. The result is ReqtoCheckStat, a performance management system where key City officials review data to assess how the City is meeting its goals and to hold departments accountable for their results. ReqtoCheckStat, which takes place monthly, are working meetings, intended to provoke constructive dialogue on what is working, what is not, and what the City needs to do to improve.

## **Can I participate?**

These meetings are open to the public. Members of the public are invited to submit questions, which will be addressed by City officials.

# ReqtoCheck: 2013 Performance Plan

## Citywide Result Area: Open and Effective Government

**Goal:** Ensure sound fiscal management and transparency, promote effective, customer-driven services and foster active citizen engagement in City government.

**Objective:** Exercise effective management and accountability for the City's physical resources

**Strategy:** Manage vendor relationships and provide oversight of City contracts

**Key Outcome Measure:** Average number of respondents to bids and RFPs

<b>Key Performance Indicators</b>	<b>2013 Target</b>	<b>2013 Actual YTD</b>
Average number of days to approve requisitions for the purchase of goods or services by the budget office.	2	2.1
Percentage of bids/rfps with 3 or more proposals	70%	63%
Percent of contracts drafted and reviewed by the Law Department and signed by the City Attorney in 30 days or less	80%	93%
Percent of invoices paid within 30 days for bonds, 45 days for revolver funds, and 60 days for DCDBG funds by Capital Projects	80%	87%
Percent of Capital/Grants Fund invoices processed within 7 business days of being received by Accounts Payable	90%	89%
Percent of General Fund invoices processed within 7 business days of being received by Accounts Payable	70%	56%

## Citywide Result Area: Economic Development

**Goal:** Spur the growth of a diverse, inclusive economy that creates good-paying jobs and provides equal access to economic prosperity.

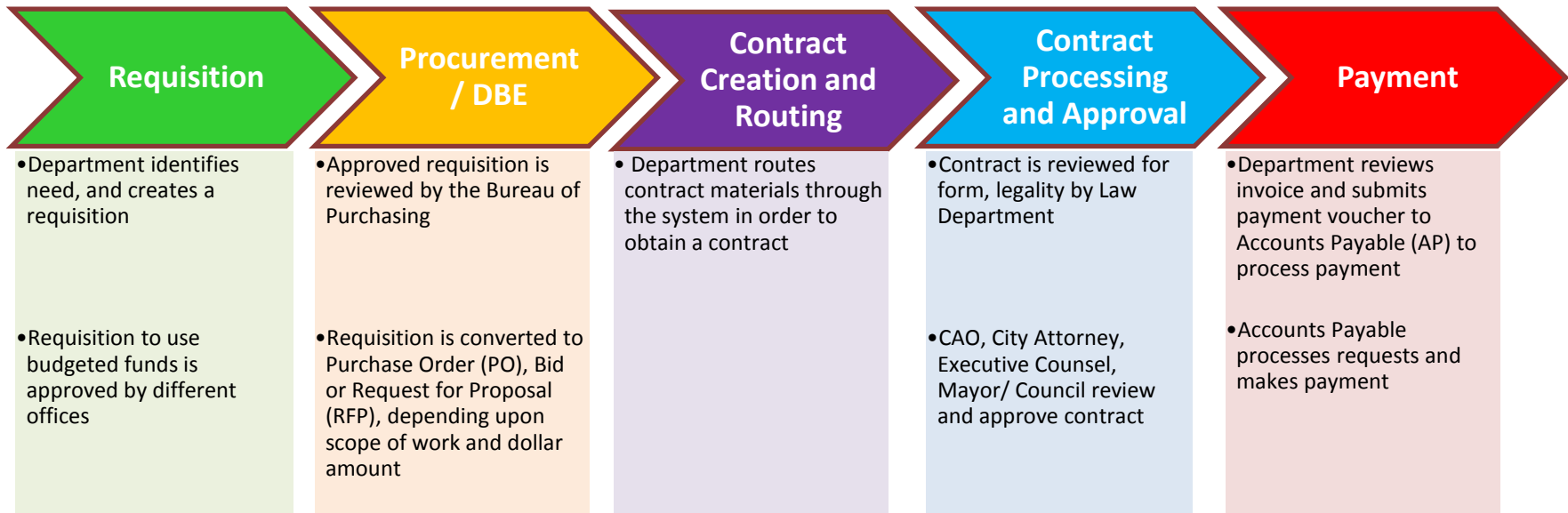
**Objective:** Promote business growth and job creation

**Strategy:** Promote an environment of equal opportunity for a diverse supplier pool

**Key Outcome Measure:** Job growth (metro)

<b>Key Performance Indicators</b>	<b>2013 Target</b>	<b>2013 Actual</b>
Percent of city contract value awarded to Disadvantaged Business Enterprises (Supplier Diversity)	35%	31%

# Procurement Process Overview\*



\*See a more detailed process map on slide 32

## Procurement and Contracting Related IT Systems : Systems Availability

(Days of Severity 1 Outages )

	January		February		March		April		May		June		July	
System	Server	Application	Server	Application	Server	Application	Server	Application	Server	Application	Server	Application	Server	Application
<b>BuySpeed ** &amp;***</b> GF and Agency (Procurement/Bids/Payments)	0	8	0	0	0	0	0	0	0	0	0	0	0	0
<b>ECMS *</b> Contract Routing	0	8	0	0	0	0	0	0	0	0	0	0	0	0
<b>AFIN</b> Capital and Grants (Procurement/Payments)	0	0	0	0	0	0	0	0	0	0	0.25	0.25	0	0
<b>Great Plains</b> GF and Agency (Payments)	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Note: Severity 1 outages refers to complete loss of a core organizational or business tool/infrastructure that does not allow work to reasonably continue

## Action Items \*

Responsible	Area	Action Item	Status	Detailed Status
Allen Square	ITI	Update regarding check information that is currently not being exchanged between BuySpeed and Great Plains.	<u>Completed</u>	Problem previously resolved, but recurred in late July. When ITI repaired the service that performs the check information exchange between BuySpeed and Great Plains earlier this year, ITI did not reset it as a service that automatically starts. As a result, when the server was most recently restarted, the service did not restart along with it. ITI simply restarted the service and set it to automatically start in the future.

Requisition

Procurement  
/ DBE

Contract  
Creation and  
Routing

Contract  
Processing  
and Approval

Payment

# Requisition Approval

- Requisition Approved and Processed per Period
- Requisition Approval Queue by Approval Level
- Approval Time of Requisitions

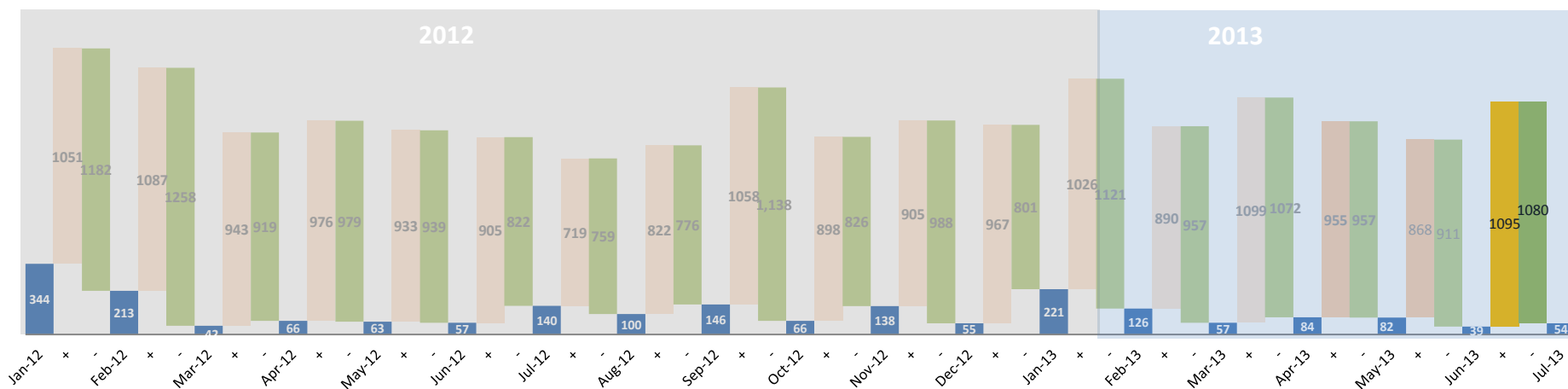
## Action Items \*

Open Items				
Responsible	Area	Action Item	Status	Detailed Status
Andrew Kopplin and Brian Firstley	Requisitions	Initialize review of services provided by the Budget Office to introduce service level agreements (SLAs) a. Type of services provided b. Expected time to complete or follow up with departments	<u>In Process</u>	SLAs objectives still outstanding. Meeting to be scheduled by the CAO.
Brain Firstley and James Husserl	Requisitions	Draft process / protocol to add org codes / users to systems (Brian + Task Force) a. What do departments need? b. Who do they need to reach out? c. What are the steps?	<u>In Process</u>	<u>Draft is ready to be reviewed by the CAO</u>

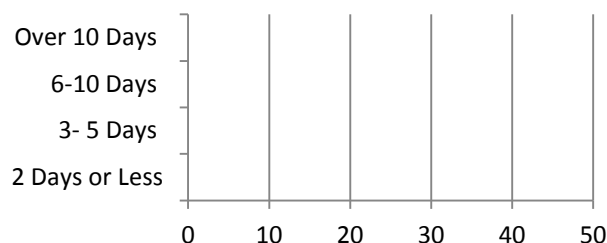
# Approval Queue at 54 Requisitions as of End of July

## Requisition Approval Queue General Fund

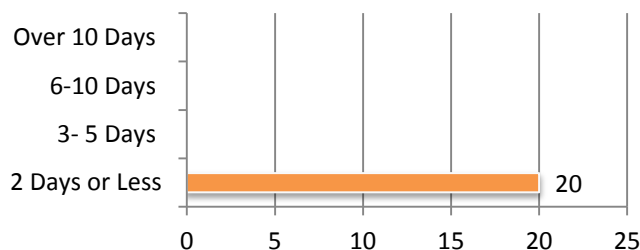
### for Period Ending 7.31.2013



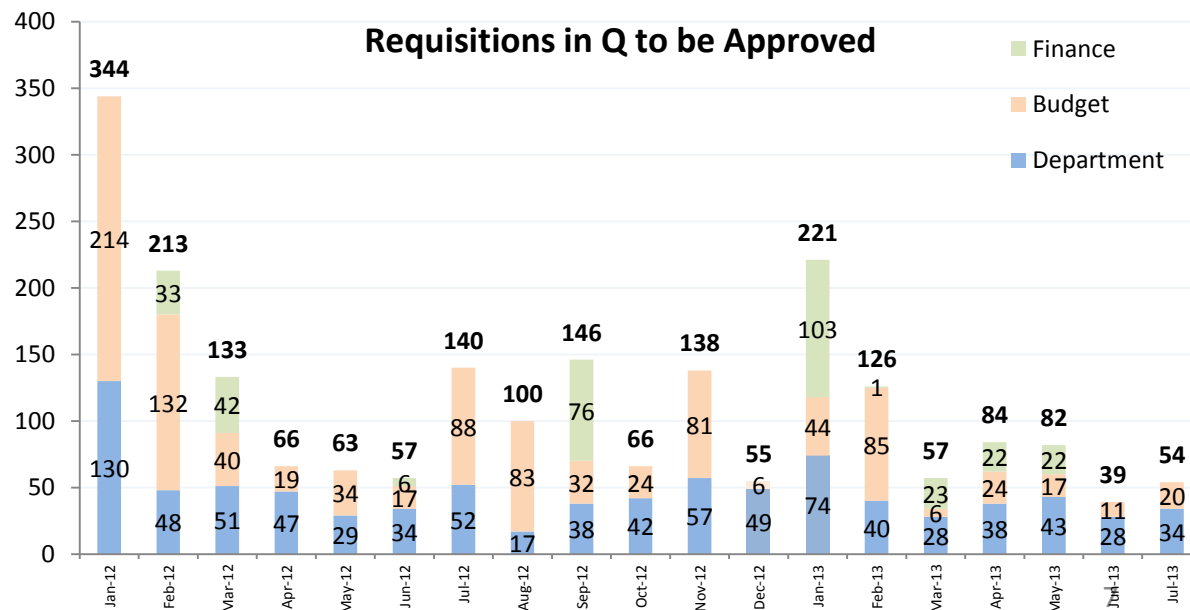
#### Age of Requisitions in Q Finance Office – 0 in Queue



#### Age of Requisitions in Q Budget Office - 20 in Queue

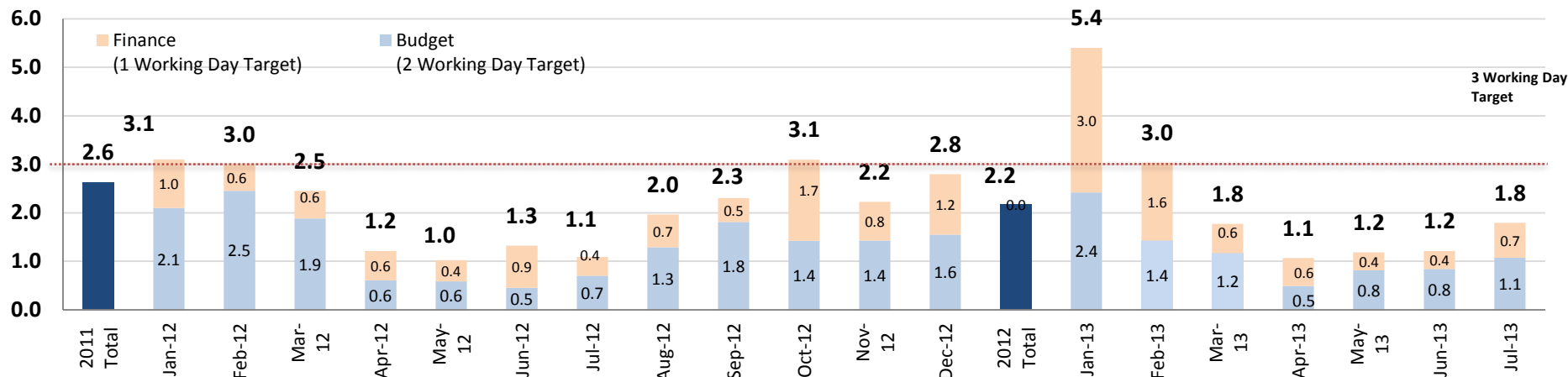


#### Requisitions in Q to be Approved



## Number of Days to Approve Requisitions on Target

### Average Number of Days to Approve Requisitions by Reporting Period (Budget Office and Department of Finance)



### Requisition Approval Distribution

Budget Approval										
Days to Approve	2011(*)	2012	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	
2 or less	71%	81%	64%	75%	82%	94%	86%	86%	84%	
3 Days	5%	6%	7%	10%	5%	3%	6%	4%	5%	
4-5 Days	8%	7%	9%	10%	7%	2%	7%	7%	6%	
6-10 Days	10%	5%	17%	3%	5%	1%	1%	2%	3%	
11-15 Days	4%	1%	3%	1%	1%				1%	
Over 15 Days	2%			1%						
Finance Approval										
Days to Approve	2011(*)	2012	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	
2 or less	98%	90%	66%	83%	89%	85%	94%	94%	81%	
3 Days	1%	5%	9%	3%	3%	9%	3%	2%	7%	
4-5 Days	1%	3%	2%	7%	7%	5%	3%	4%	11%	
6-10 Days		2%	13%	1%	1%	1%			2%	
11-15 Days			10%	3%						
Over 15 Days				3%						

\* 2011 information only available since May, 2011



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# Requisition to Procurement

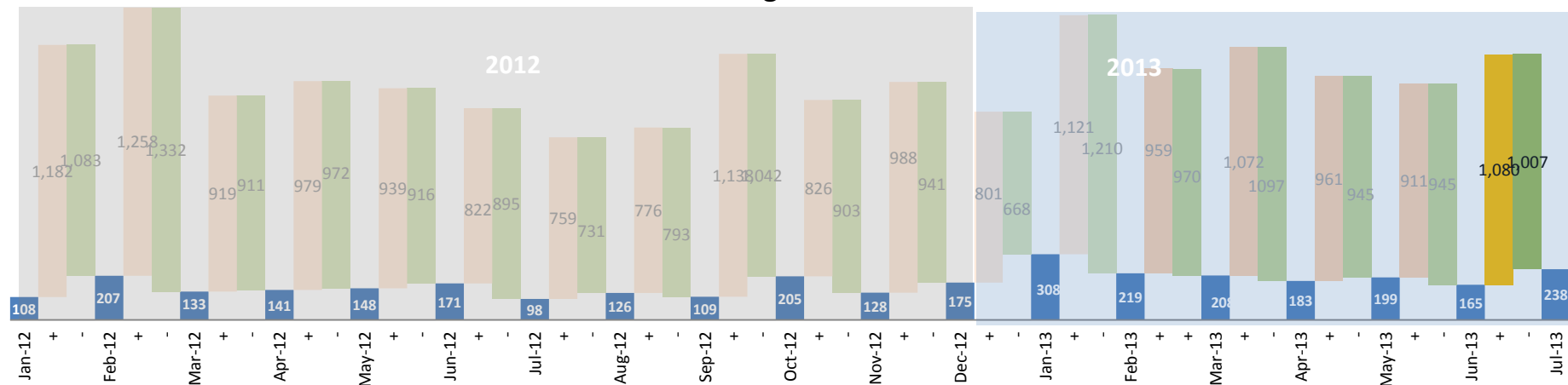
- Processing of Requisition by Bureau of Purchasing
- Status of Requisitions Awaiting Buyer Response
- Time to Convert Requisition to PO
- Status of Requests for Proposals
- Status of Bids
- DBE Information

## Action Items \*

Responsible	Area	Action Item	Status	Detailed Status
Arkebia Matthews; Vic Spencer	PO/BID/RFP/ DBE	It seems the current 3 day target to provide feedback by the Office of Supplier Diversity is too ambitious. DBE and OPA will go over the current target and evaluate if adjustments are needed.	<u>Completed</u>	OPA and DBE had meeting to discuss targets. Bids target will be kept at 3 days, while RFPs target will be raised to 10 days.
Mary Kay Kleinpeter	PO/BID/RFP/ DBE	Share the report provided by the procurement consultants with the ReqtoCheck group. Schedule an external meeting with Andy to review the recommendations.	<u>Open</u>	Report was shared with ReqtoCheck group. Waiting to schedule follow up meeting.

# The number of requisitions left in queue with the Bureau of Purchasing up to 238

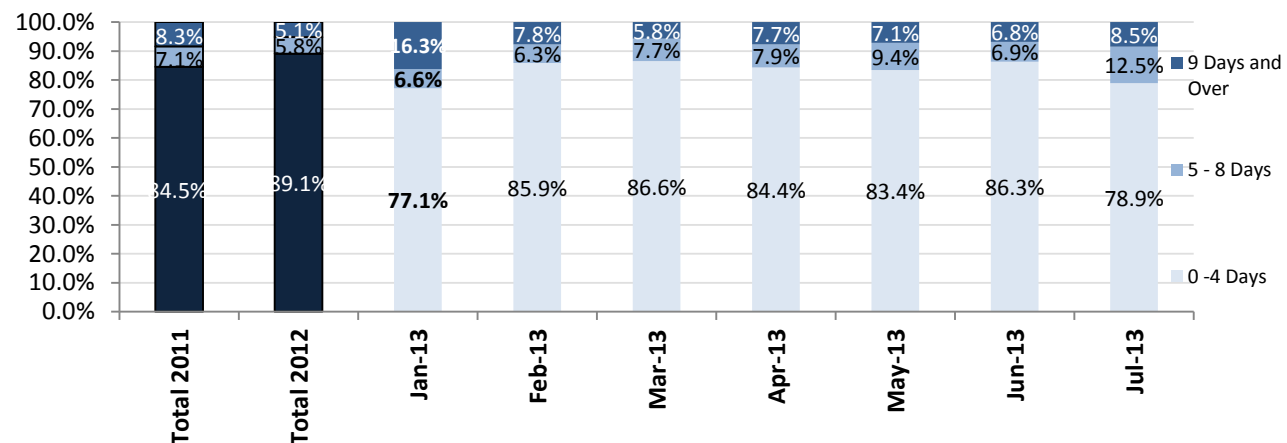
## Bureau of Purchasing Requisition Processing General Fund for Period Ending 7.31.2013



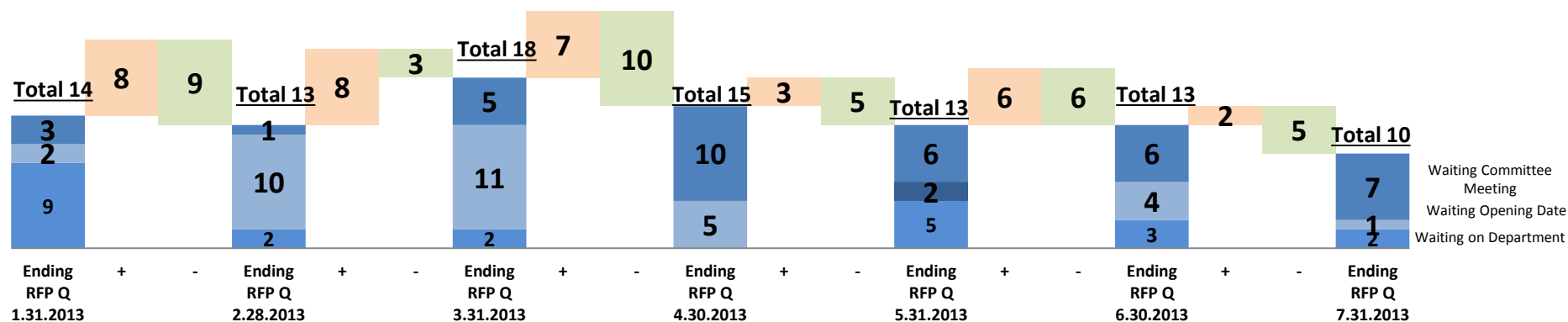
Buyer Processing Requisitions	
Status of Reqs Awaiting Buyer Processing	
Status	Count
Completed 7.31.13	93
Need Contract	62
Processing Procurement	56
Waiting for Support	27
Cancelled	0
<b>Grand Total</b>	<b>238</b>

Waiting for Support	
Status	Count
EMD	7
Capital Projects	5
NORDC	5
Police	4
Mosquito Control	3
Homeland Security	2
Public Works	1
<b>Grand Total</b>	<b>27</b>

## The Bureau of Purchasing Processed 79% of Requisitions in Four Days or Less

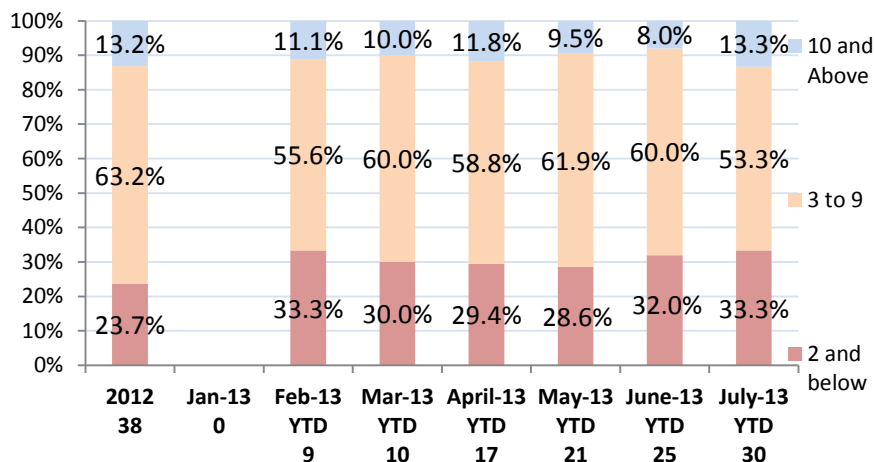


## The Number of RFPs in Process at 10 as of 7.31.2013



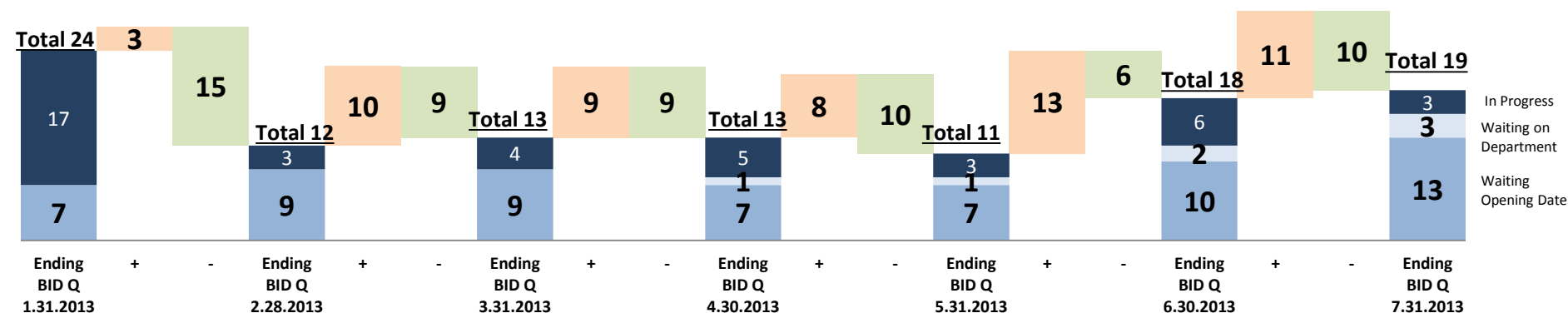
\* Includes closed and cancelled RFPs

### Number of Proposals Received for RFPs Completed YTD 2013 (as of 7.31.2013)



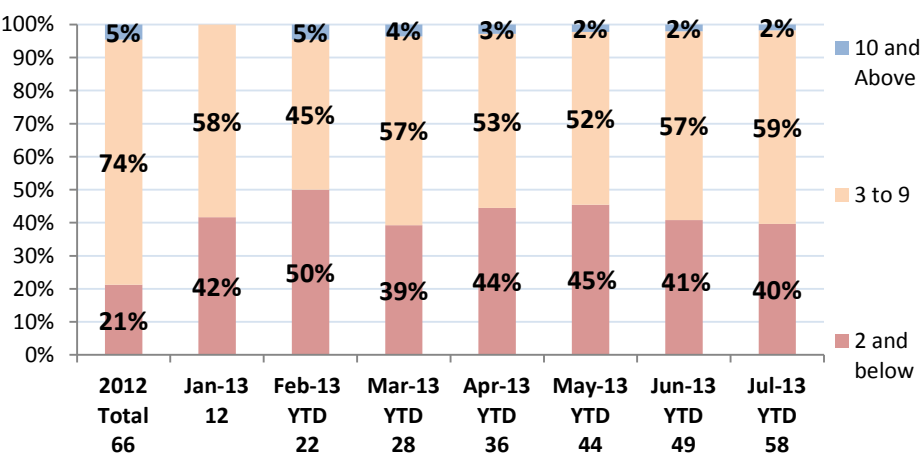
7.31.2013	
Awaiting Committee Meeting	
Department	Brief Description
NOBC	Redevelopment of World Trade Center Site
Supplier Diversity	Technical Assistance and Capacity Building Consulting Services
Treasury	Ad Valorem Tax Sale and Related Legal Services
NOPD	NOPD Body-Worn Cameras (BWCs)
Aviation	Airport Cargo Roads Rehabilitation Design Services
CAO HOSPITALIZATION	STOP LOSS INSURANCE

## The Number of Bids in Process at 19 as of 7.31.2013



\* Includes closed and cancelled Bids

Number of Proposals Received for Bids Completed  
YTD 2013 (as of 7.31.2013)



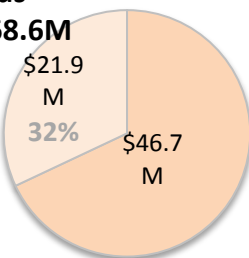
7.31.2013	
Needing Action from Departments	
Department	Brief Description
NORDC	NORDC Vending Machine Services
Sanitation	DISASTER STREET- CLEARING & DEBRIS COLLECTION REMOVAL, PROCESSING AND DISPOSAL ZONE 2
Sanitation	DISASTER ST. CLEARING & DEBRIS COLLECTION REMOVAL, PROCESSING, AND DISPOSAL ZONE 3

## DBE: YTD Percentage of DBE Committed Award Value (Goal 35%)

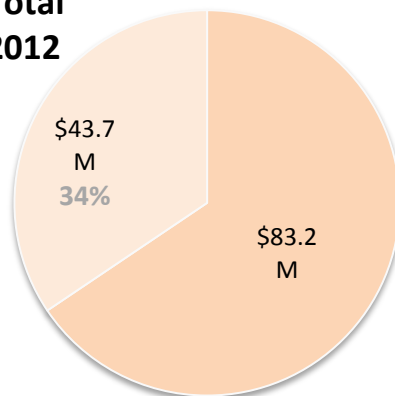
Data excludes bids for which DBE contracting requirements have been waived

### Bids:

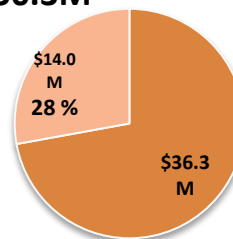
Total 2011  
Bids  
\$68.6M



Total  
2012

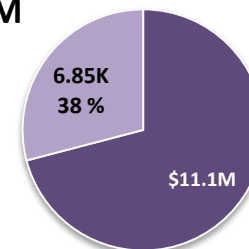


YTD 2013  
\$50.3M

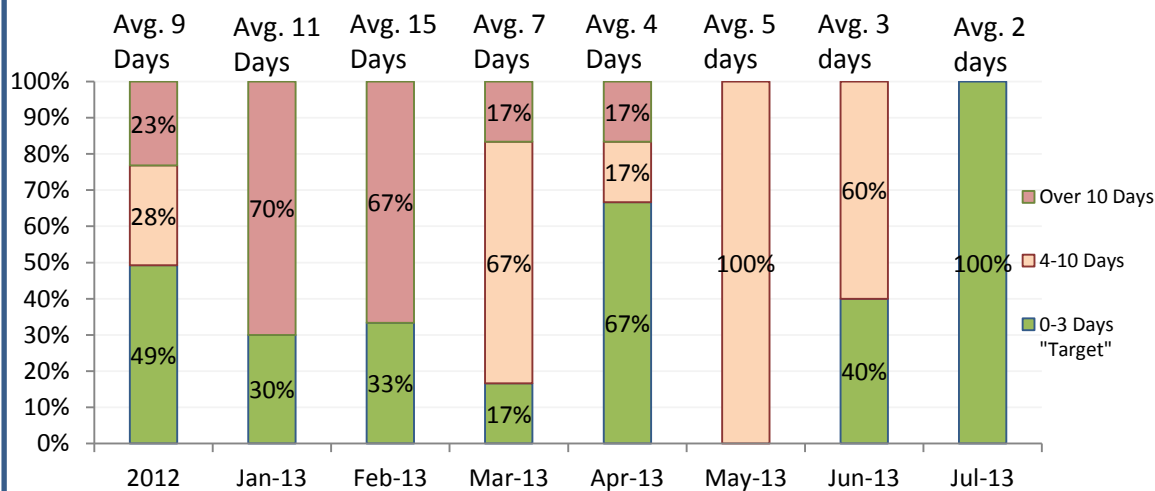


### RFP's:

YTD 2013  
\$17.9M



### Time to Process BID DBE Validation by the Office of Supplier Diversity Requests Completed (Working Days)



- RFP validation information was not provided to the OSD for review in January 2013. One waiver, no validations completed in July 2013.
- Note: RFP validation target raised to 10 days in July 2013

Source : Office of Supplier Diversity 8.29.2013



Requisition

Procurement /  
DBE

Contract Creation  
and Routing

Contract  
Processing and  
Approval

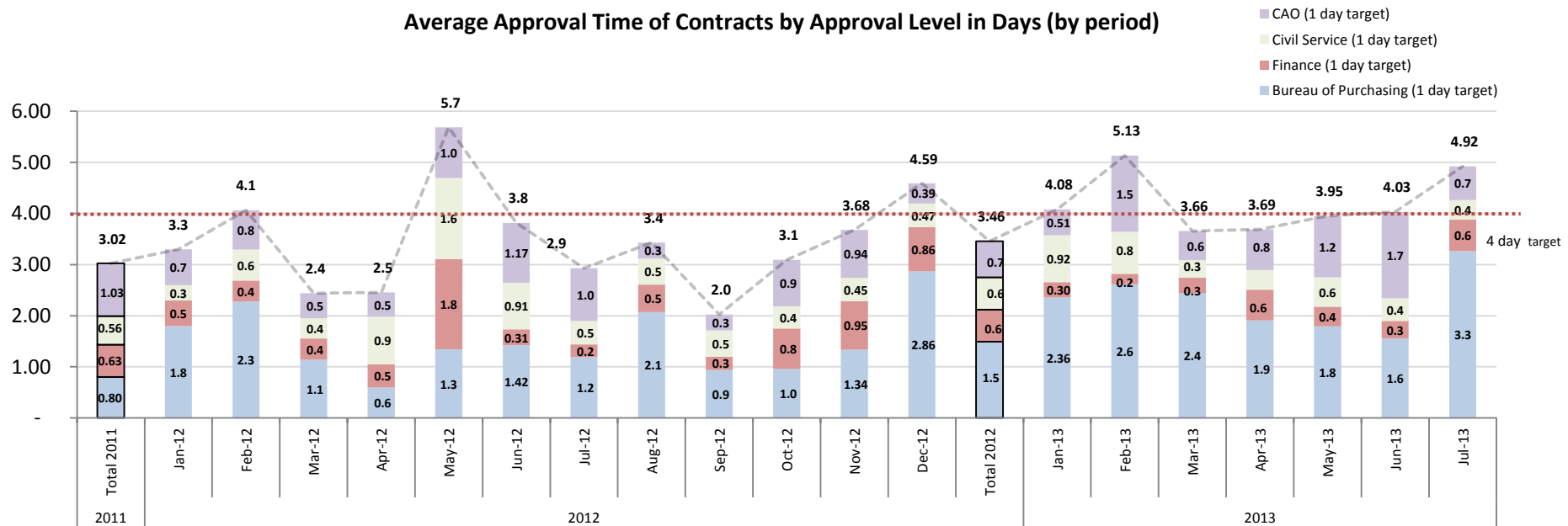
Payment

# Contract Package Routing

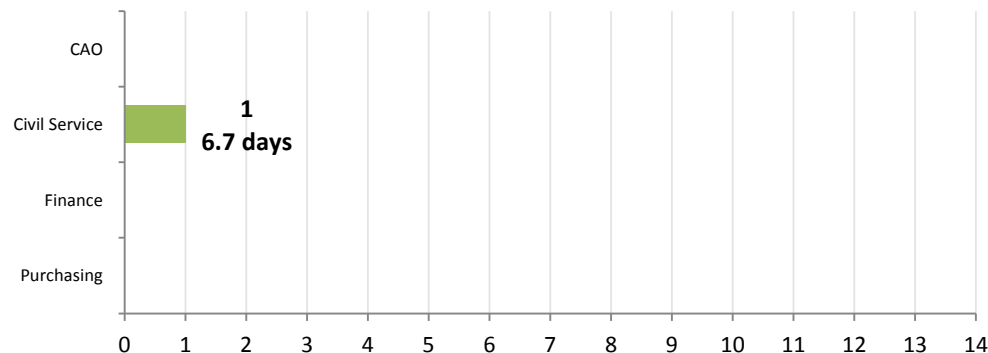
- Average Contract Routing Time

## Average Time to Approve Contracts Meeting Target

Average Approval Time of Contracts by Approval Level in Days (by period)



1 Contract Request in Q as of 7.31.2013



\* 2011 information only available since May, 2011

# Contract Approval Process

- Contract Processing and Approval

## Action Items \*

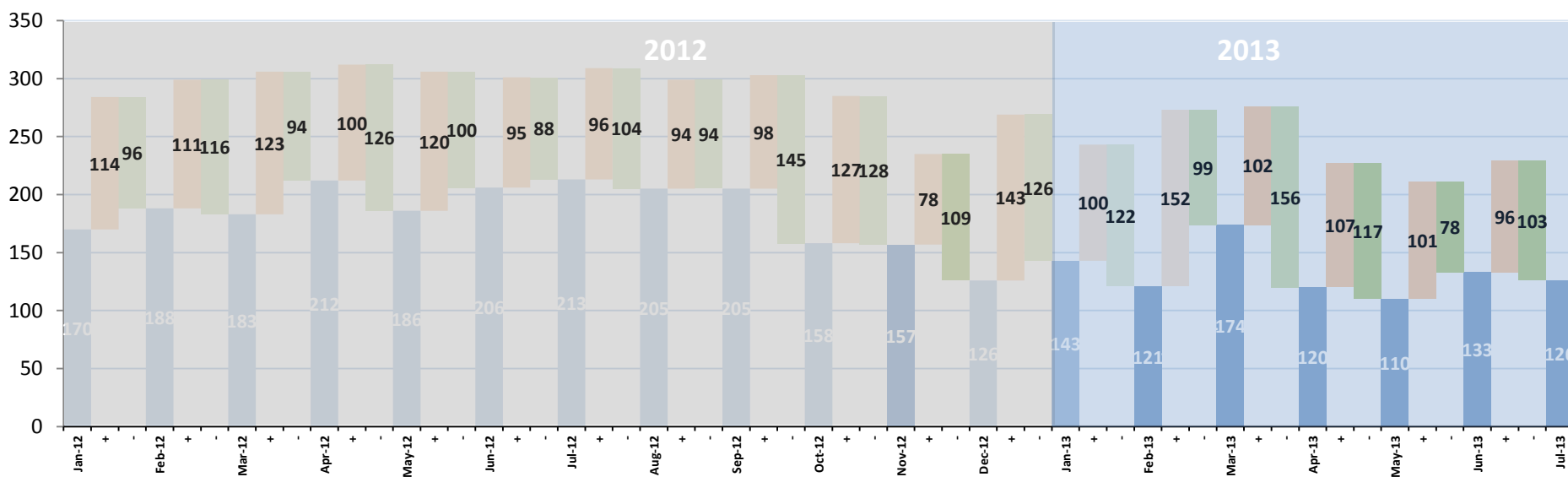
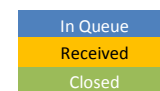
Responsible	Area	Action Item	Status	Detailed Status
Rebecca Dietz	Contracts	Risk management form update. a. What is the process ?	<u>In Process</u>	Risk management provided risk form and draft of insurance requirements to be included in bids and rfps. Insurance wording is currently being reviewed by Law. Search for new Risk Manager currently proceeding.
Mary Kay Kleinpeter	Contracts	Identify group of contracts that can use a PO or an expedite contract routing process (for a predetermined group of contracts).	<u>In Process</u>	A group of contracts has been identified. The ReqtoCheck task force is assessing the technical needs and the capabilities of the current system to potentially add an alternative routing process for a predetermined set of contracts
Rebecca Dietz	Contracts	Legal opinion on 8R and conversation with the City Council.	<u>In Process</u>	Executive Counsel feedback needed.
Julien Meyer and Vic Spencer	Contracts	OPA and the Law Department were asked to reach out directly to those departments that have contracts in the vendor signature stage for over 30 days.	<u>Ongoing</u>	Ongoing



## Contracts: All Contracts Processed, Received and in Queue January 2012 – May 2013

(Legal Review, CAO, Vendor Signature, City Attorney, Executive Council, Mayor/City Council)

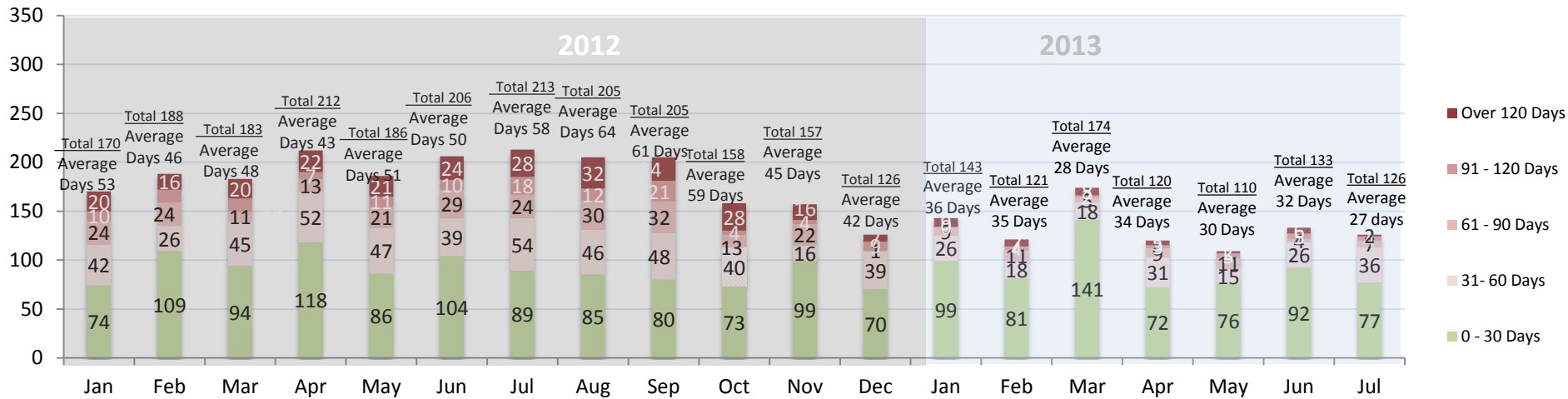
All Contracts Processed, Received and in Q at the End of the Reporting Period in July



## Contracts : All Contracts in Process by Period

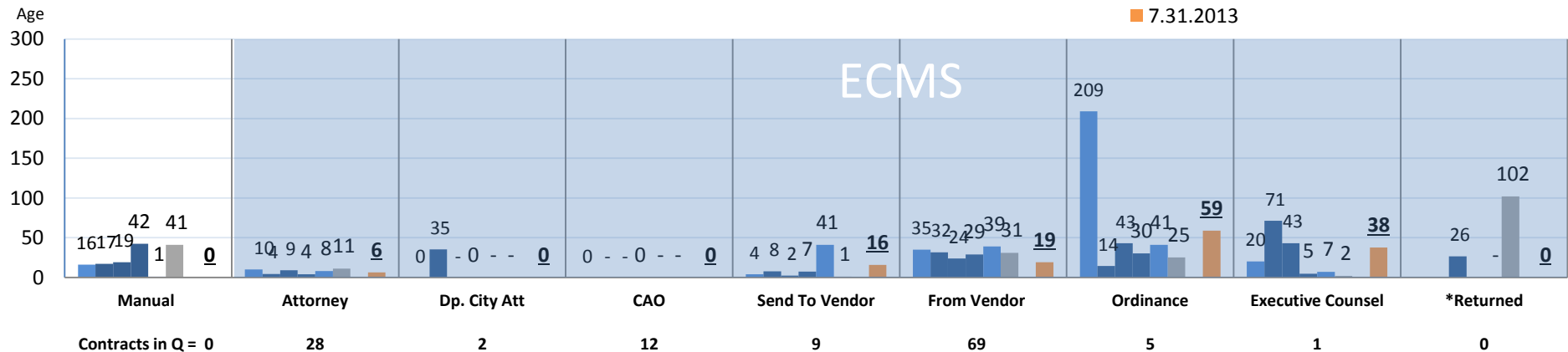
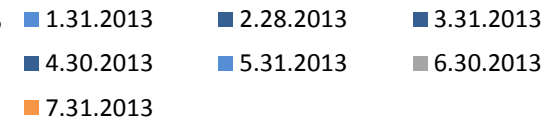
(Legal Review, CAO, City Attorney, Executive Counsel, Mayor/Council Approval)

### The Average Age of Contracts Awaiting Processing at 27 Days



### Location and Average Age of Contracts in Process as of 7.31.2013

(Age from being received from the previous stage)



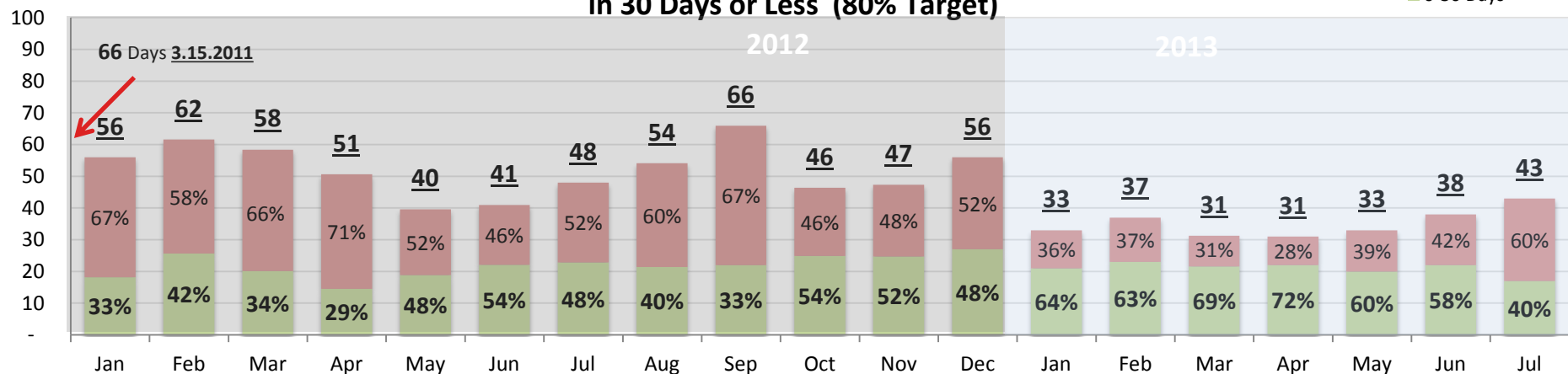
## Contracts : All Contracts Executed by Period

(Legal Review, CAO, City Attorney, Executive Counsel, Mayor/Council Approval)

**The Average Time to Close Contracts in July was 43 Days. 40% of Contracts Were Closed in 30 Days or Less (80% Target)**

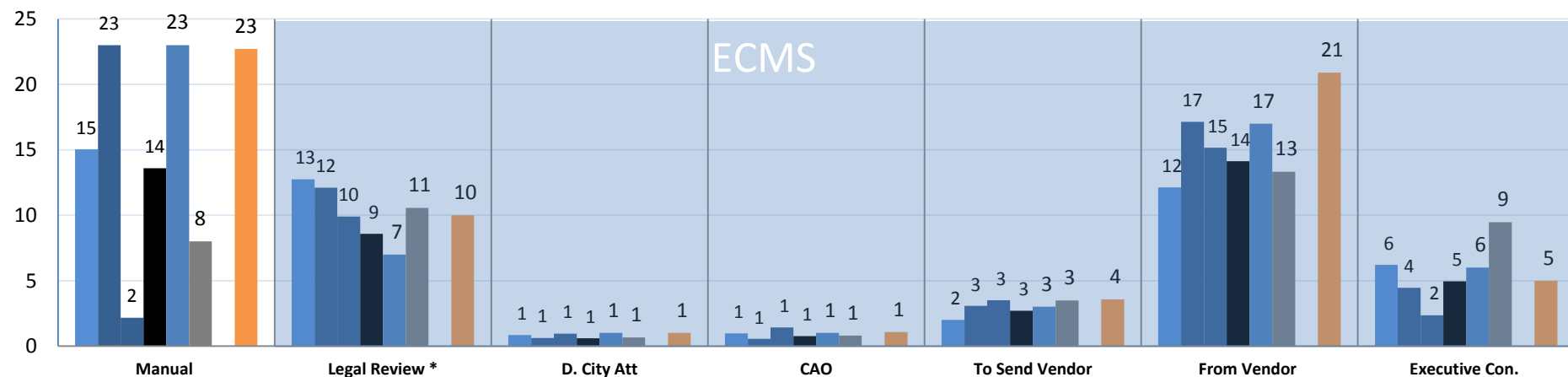
More Than 30 Days

0-30 Days



### Average Days to Process

1.31.2013 2.28.2013 3.31.2013 4.30.2013  
5.31.2013 6.30.2013 7.31.2013



\*Attorney time includes all the processing time for contracts that were returned at any stage of the process

## Contracts Awaiting Vendor Signature

(20 contracts awaiting signature longer than 30 days)

Department	Average Age	Number of Contracts
HUMAN SERVICES	73	1
CAO	68	1
NEIGHBORHOOD STABLIZATION	48	2
BLIGHT & REVITALIZATION	44	1
CIVIL SERVICE	36	1
POLICE DEPARTMENT	28	5
OFFICE OF TECHNOLOGY & INNOVATION	25	2
PROPERTY MANAGEMENT	25	4
PUBLIC WORKS	17	11
NORDC	16	4
NEW ORLEANS BUILDING CORPORATION	15	3
AVIATION	14	8
HEALTH DEPARTMENT	14	4
CAPITAL PROJECT	14	8
HOMELAND SECURITY	12	3
EMD	10	5
MAYOR	10	5
DEFENSE BASE CLOSURE AND REALIGNMENT COMMISSION (BRAC)	0	1
<b>Grand Total</b>	<b>19</b>	<b>69</b>

Notably, Blight & Revitalization contract previously waiting signature 411 days cancelled; NOBC, NOPD, and Aviation contracts previously waiting signature 129, 116, and 113 days executed, respectively.

Note: Per policy memorandum 122R, each department/agency is responsible for reaching out to the vendor to obtain their signature after the law department sends the initial notification.

# The Check: Accounts Payable

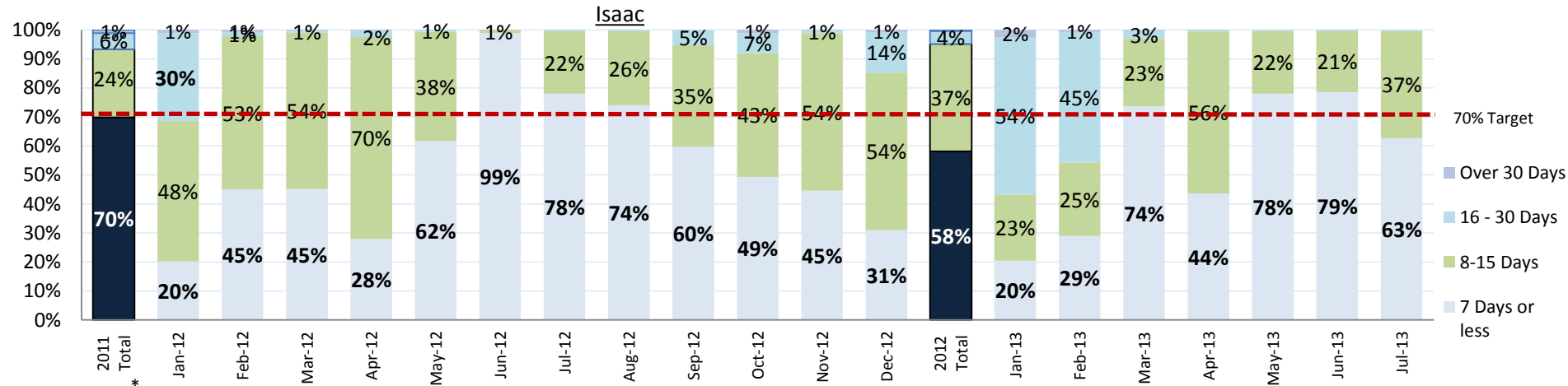
- PO Date and Invoice Date Analysis
- General Fund Payments
  - Processing by Accounts Payable
  - Payment from Invoice Date
- Capital and Grants Expenditure Payments
  - Processing by Accounts Payable
  - Payment from Invoice Date
  - Detail Review (invoices in the pipeline)
    - CDBG Invoice Payments
    - DPW Payments
    - DPW Revolver Payments
    - Capital Projects Payments
    - Capital Projects Revolver Payments

## Action Items \*

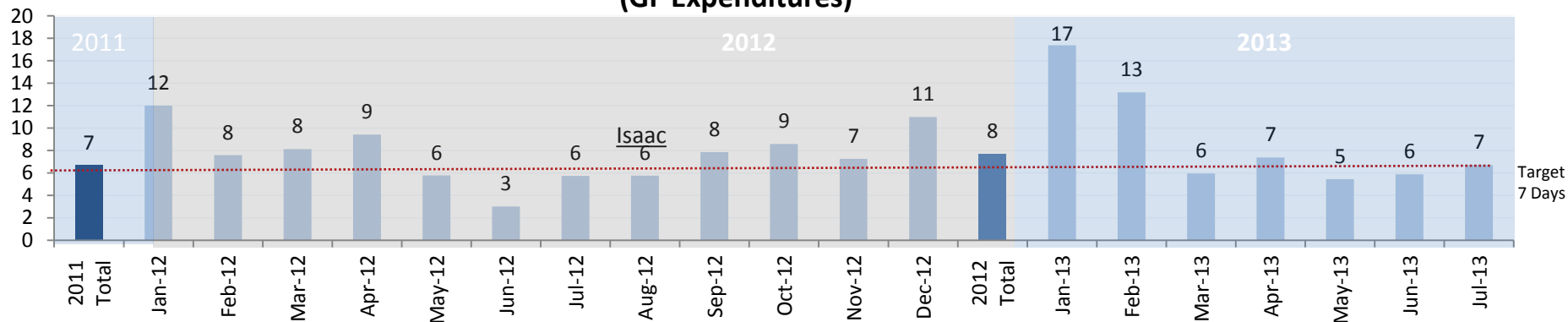
Responsible ▼	Area ▼	Action Item ▼	Status ▼	Detailed Status ▼
Norman Foster	Payment	Look into the potential system integration needs of using pcards to buy goods.	<u>Open</u>	
Norman Foster	Payment	Should vendors send invoices to departments or Accounts Payable. PO information notes to send invoices to A/P, but invoices are being send to departments.	<u>Open</u>	

# The Percentage of General Fund (and Agency) Payments Processed in 7 Days was Below Target at 63%

## Number of Days to Process GF Payment Requests by AP

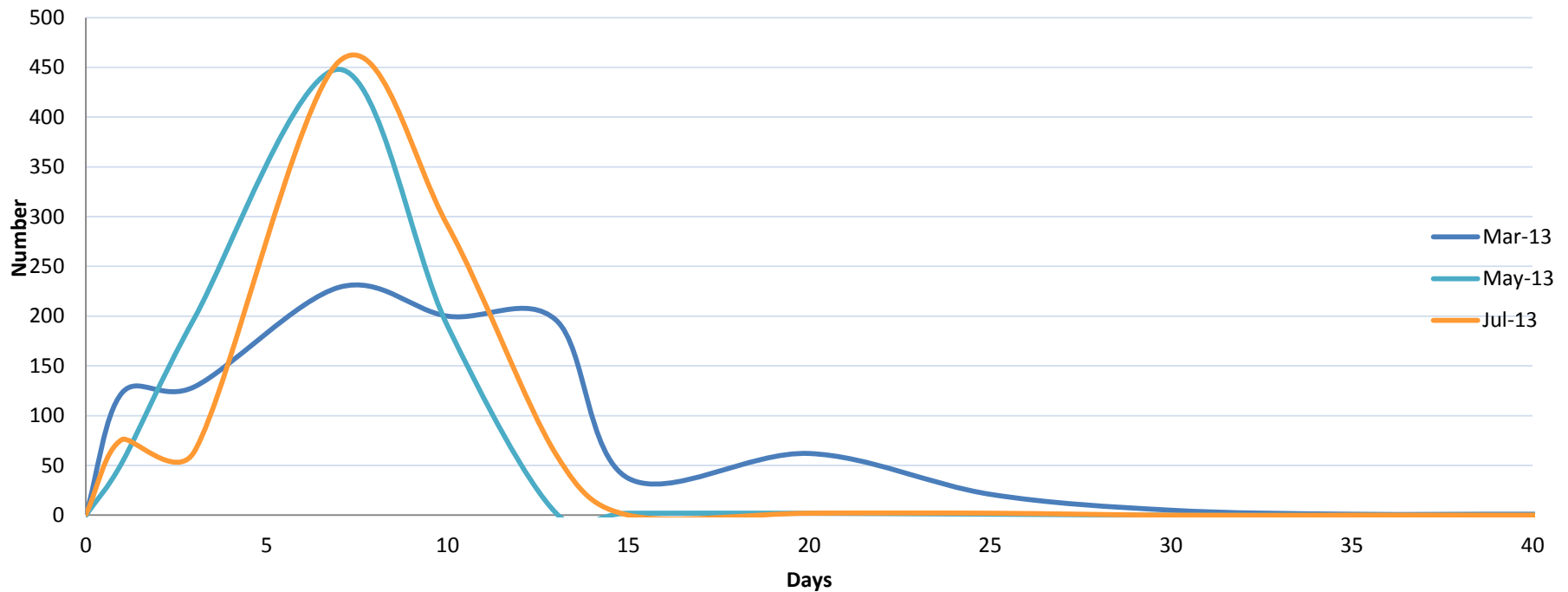


## Average Number of Days to Process Invoices by A/P Department (GF Expenditures)



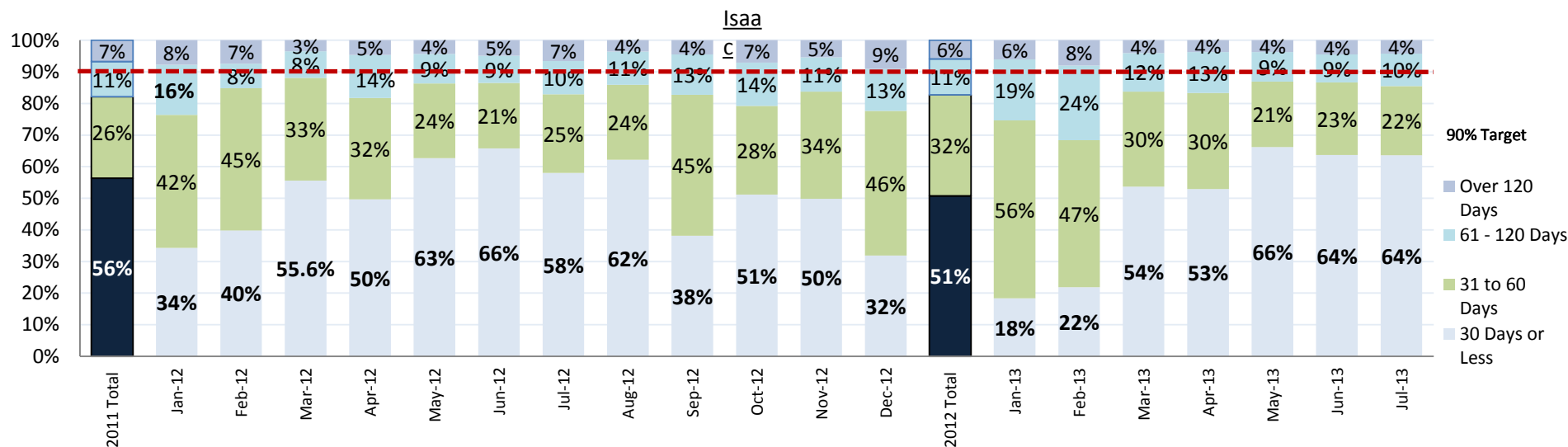
\* 2011 information only available since May, 2011

### Distribution of Accounts Payable Processing GF Payments

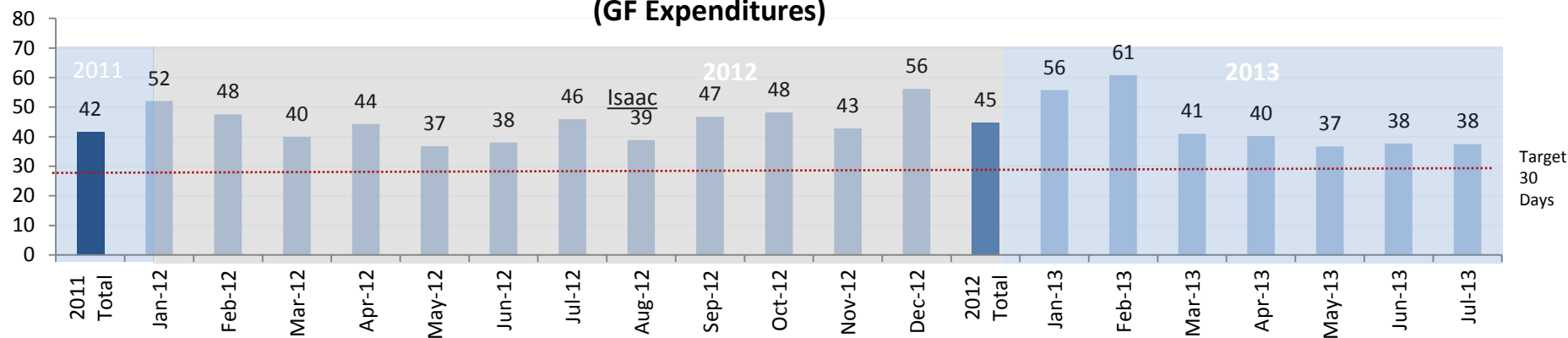


# The Percentage of General Fund (and Agency) Payments in 30 Days or Less was 64% at End of July

## Number of Days to Pay General Fund and Agency invoices from Invoice Date



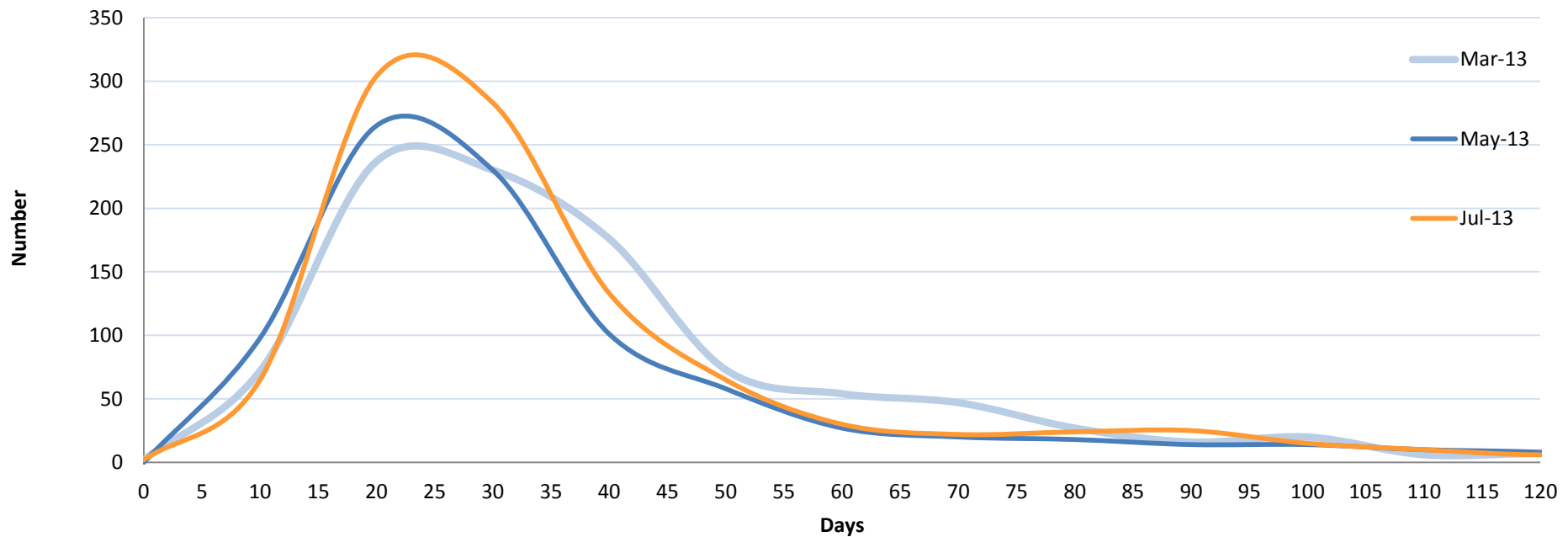
## Average Number of Days to Pay Invoices from Invoice Date (GF Expenditures)



\* 2011 information only available since May, 2011

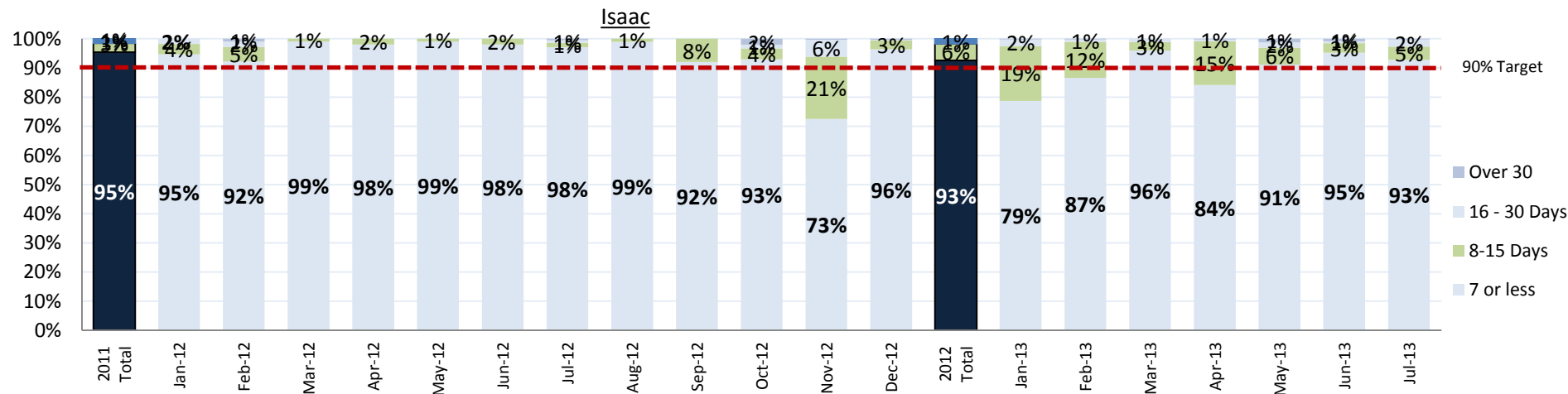


### Invoice Date to Check Date Distribution for GF & Agency Payments

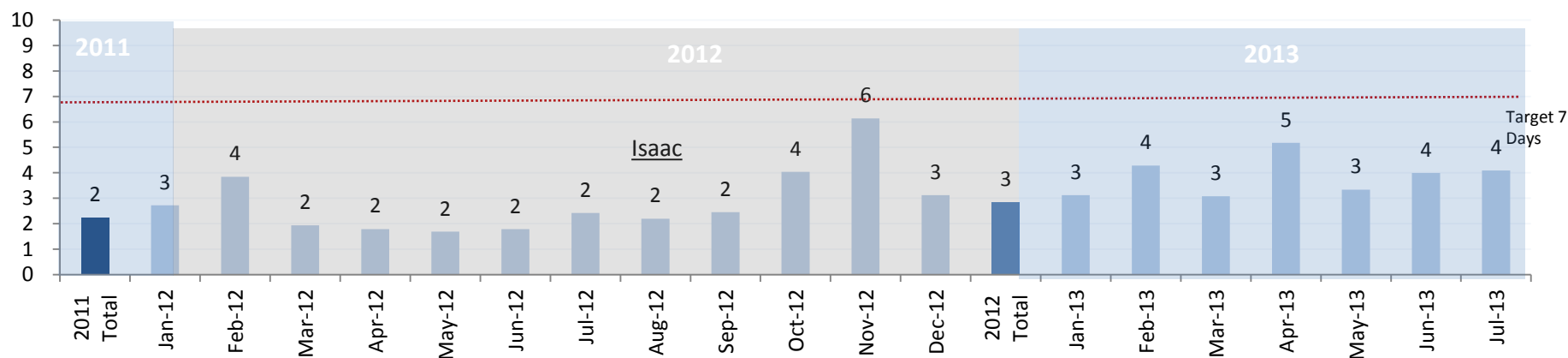


# The Percentage of Capital and Grant Payments Processed in 7 Days was 93% at End of July

## Number of Days to Process Capital Payment Requests by Accounts Payable



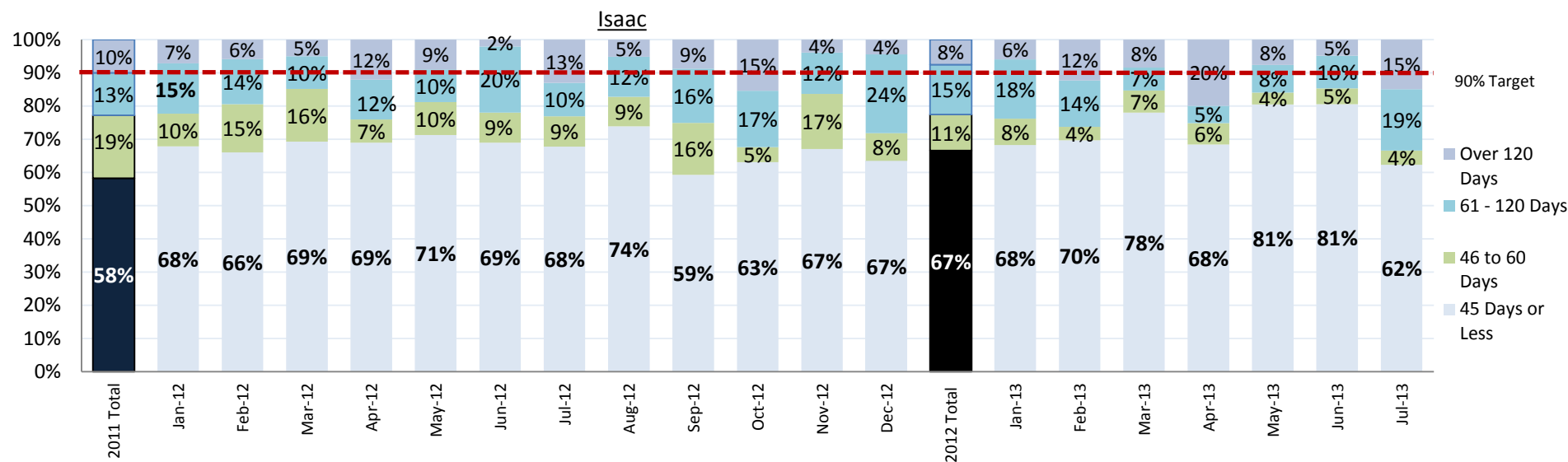
## Average Number of Days to Process Invoices by A/P Department (Capital and Grants)



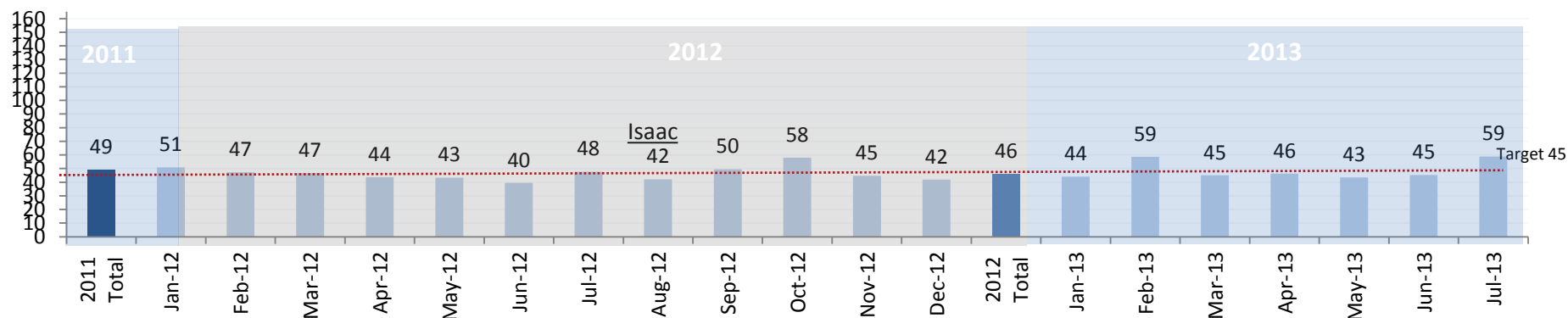
\* 2011 information only available since May, 2011

# The Percentage of Capital and Grant Payments Made in 45 Days or Less from Invoice Date was 62% at End of July

## Number of Days to Pay Capital and Grants invoices from Invoice Date



## Average Number of Days to Pay Invoices From Invoice Date (Capital and Grants)

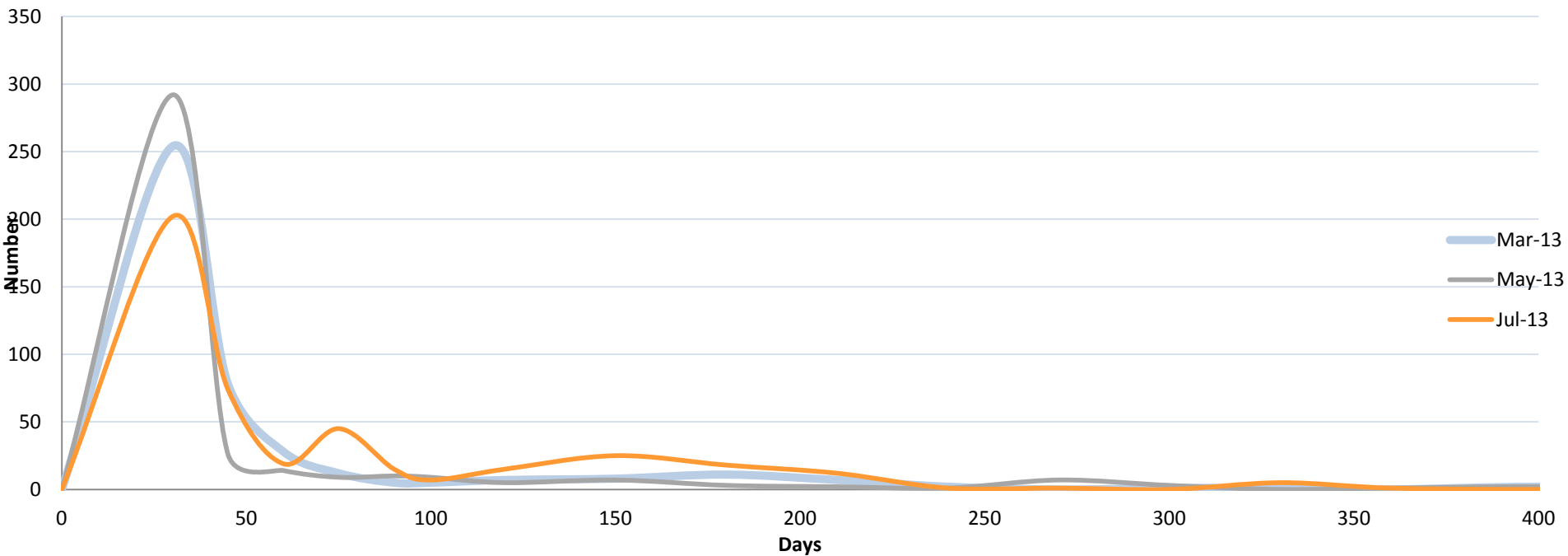


- 2011 information only available since May, 2011
- April 2013 previously adjusted for on-hold invoices.



















































































































Source :Accounts Payable and Office of Performance and Accountability.

Collected 8.1.2013-8.19.2013

### Invoice Date to Check Date Distribution for Capital and Grants Payments































## Results for General Fund (and Agencies) Payments Vouched for the Month of July 2013

Department	2013					Jan-June %>60 Days	2012 Aug-Dec %>60 Days
	July < = 60	> 60	July Total	%> 60 Days			
CAO	8	5	13		38%		
CODE ENFORCE REVOLVING FUND	8	5	13		38%		
OCD	9	5	14		36%		
EMD	28	11	39		28%		
SAFETY AND PERMITS	3	1	4		25%		
REVENUE	13	4	17		24%		
CIVIL SERVICE	7	2	9		22%		
LIBRARY	60	17	77		22%		
ITI	34	9	43		21%		
SANITATION	8	2	10		20%		
COUNCIL	44	10	54		19%		
POLICE	45	10	55		18%		
MAYOR'S OFFICE	35	7	42		17%		
Cultural Economy	10	2	12		17%		
LAW	21	4	25		16%		
AVIATION	144	24	169		14%		
HEALTH	16	2	18		11%		
EMS	25	3	28		11%		
FIRE	18	2	20		10%		
MOSQUITO CONTROL	45	4	49		8%		
NORDC	71	6	77		8%		
PARKS & PARKWAY	48	4	52		8%		
CORONER	12	1	13		8%		
HOMELAND SECURITY	12	1	13		8%		
PUBLIC WORKS	30	2	32		6%		
PROPERTY MANAGEMENT	15	1	16		6%		
NORDC	0	0	0		0%		
HUMAN SERVICES	27		27		0%		
OFFICE OF INSPECTOR GENERAL	16	0	16		0%		
REGISTRAR OF VOTERS	10	0	10		0%		
CAPITAL PROJECTS	11	0	11		0%		
CITY PLANNING	5	0	5		0%		
TREASURY	5	0	5		0%		
FINANCE	9	0	9		0%		
ACCOUNTING	5	0	5		0%		
Risk Management	7	0	7		0%		
Other Departments	9	3	18		17%		
Grand Total	873	147	1027		14%		

\* Small number of payments were vouched for this department during the period; "Other Departments" denotes departments with an average of less than 4 payments per month.

Source :Accounts Payable Collected 8.1.2013-8.19.2013

## Results for Capital and Grants Payments Vouched for the Month of July 2013

Department	2013				Jan-June %>60 Days	2012 Aug-Dec %>60 Days
	July ≤60 Days	>60 Days	Total	%>60 Days		
NORDC	6	21	27	 78%	*	*
OCD	50	64	114	 56%	 16%	 19%
PROPERTY MANAGEMENT	1	1	2	 50%	 95%	0%
PUBLIC WORKS	17	13	30	 43%	 31%	 49%
CAPITAL PROJECTS	76	26	102	 25%	 19%	 22%
HEALTH	67	14	81	 17%	 8%	 20%
HOMELAND SECURITY	38	6	44	 14%	 29%	 12%
MAYOR	23	3	26	 12%	 11%	 4%
CRIMINAL JUSTICE	5		5	0%	 6%	0%
SANITATION				0%	 96%	*
Other Departments	12	0	12	0%	 35%	 23%
<b>Total</b>	<b>295</b>	<b>148</b>	<b>443</b>	 33%	 35%	 17%

\* Small number of payments were vouched for this department during the period; "Other Departments" denotes those with less than 3 payments per month.

Source :Accounts Payable Collected 8.1.2013-8.19.2013

# Procurement Process Map/City of New Orleans

\* Note map is not all inclusive. It provides guidance of the general process

## Requisition

**User Entity**  
 1) Creates requisition (departmental need)  
 2) Prepares requisition on AFIN System (Capital Expense and Grants) or BuySpeed (General Fund)  
 3) Completes Requisition and sends documents for approval

**Approval of requisition**  
 1) Director  
 2) Budget  
 3) Finance

## Procurement

**Office of Procurement**  
 1) Receives requisition  
 2) Accepts requisition  
 A) Conversion of requisition to PO  
 B) Process requisition for a Bid (3 weeks)  
 C) Process requisition for an RFP (2 weeks)  
 3) Sends PO to Vendor and User Entity  
 4) Provides bid/rfp package to User Entity

**Professional Services**  
 Under 15K: No RFP process (Contract)  
 Over 15K : RFP Process (Contract)

**Materials Supplies Non. Professional**  
 Under 1K: No Bid  
 Between 1K-20K: Informal Bid  
 Over 20K: Formal Bid  
**Construction and Public Works**  
 Under 150K: Informal Bid  
 Over 150K: Formal Bid

1) Bid / RFP Package to Department to gather required forms

1) PO to User Entity and Vendor

## Contract Creation and Routing

**User Entity**  
 1) Receives Bid/RFP Package from procurement  
 2) Gathers required forms (DBE, Tax Clearing, Felon Affidavit etc.)  
 3) Routes Contract Package with forms through contract approval process (New) or Submits Contract Package to Law before routing (Old)

**Routing and Approval of Contract Package**  
 1) Deputy CAO/ Deputy Mayor  
 2) Civil Service  
 3) Office of Procurement  
 4) Director Finance  
 5) CAO

## Contract Processing and Approval

**Law Department + Mayor's Office**  
 1) Receives Contract Package and reviews for completeness.  
 2) If Contract Package missing approvals, contract is routed by the law department (Old)  
 3) If Contract Package complete (New), assign attorney to perform review.  
 4) Complete review and route contract to City Attorney for review and signature  
 5) Route contract to Mayor's Office and signature by Mayor  
 6) Route copies of contract (4) to Procurement, Vendor and User Entity. Law Department keeps one.

**Signed Contract**

## Payment

**User Entity**  
 1) Routes (1) copy of the Contract to the Vendor  
 2) When invoice from Vendor is received, route payment voucher request to Accounts Payable for payment

**Account Payable**  
 1) Receives Payment Voucher and performs 3 way match  
 2) Process payment (review and printing)  
 3) Forwards payment to Vendor

1) Payment to Vendor

## Supplemental Procurement

**Office of Procurement**  
 1) Receives Contract and reviews  
 2) Creates PO and sends to vendor

1) PO to User Entity and Vendor

## Evaluation Form

Are you a city employee or a member of the public?

On a scale 1-5, how useful was this meeting to you (1= least useful and 5= most useful)?

What's working?

What's not working?