

# CITY OF NEW ORLEANS

ReqtoCheckSTAT

Reporting Period: June 30th, 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 meetings 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?

This 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

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Key Performance Indicators	2013 Target	2013 Actual as of Q2				
Average number of days to approve requisitions for the purchase of goods or services by the budget office.	2	1.2				
Percentage of bids/rfps with 3 or more proposals	70%	60%				
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%	88%				
Percent of General Fund invoices processed within 7 business days of being received by Accounts Payable	70%	55%				

#### **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)

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

# Procurement Process Overview.

#### Requisition

#### **Procurement** / DBE

#### Contract **Creation and Routing**

## **Contract Processing** and Approval

#### **Payment**

- Department identifies need, and creates a requisition
- Requisition to use budgeted funds is approved by different offices
- Approved requisition is reviewed by the Bureau of Purchasing
- Requisition is converted to Purchase Order (PO), Bid or Request for Proposal (RFP), depending upon scope of work and dollar amount
- Department routes contract materials through the system in order to obtain a contract
  - Contract is reviewed for form, legality by Law Department
    - CAO, City Attorney, Executive Counsel. Mayor/ Council review and approve contract
- Department reviews invoice and submits payment voucher to Accounts Payable (AP) to process payment
- Accounts Payable processes requests and makes payment

<sup>\*</sup>See a more detailed process map on slide 32

# **Procurement and Contracting Related IT Systems: Systems Availability**

(Days of Severity 1 Outages)

	Jan	uary	Fe	ebruary	N	⁄larch	A	pril		May	J	une
System	Server	Application										
BuySpeed ** &*** GF and Agency (Procurement/Bids/Payments)	0	8	0	0	0	0	0	0	0	0	0	0
ECMS * Contract Routing	0	8	0	0	0	0	0	0	0	0	0	0
AFIN Capital and Grants (Procurement/Payments)	0	0	0	0	0	0	0	0	0	0	0.25	0.25
Great Plains GF and Agency (Payments)	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 Parties	Area	Action Item	Status	Detailed Status
Allen Square	ІТІ	Update regarding check information that is currently not being exchanged between BuySpeed and Great Plains.	<u>Open</u>	Problem previously thought to be resolved, but is now recurring.
Allen Square	ITI	Email and system notifications not reaching individuals in a timely manner (ECMS and BuySpeed).	Completed	A large RFP had been clogging up the messaging system. Since it was cleared from the system, the issue has not resurfaced.

Source: ITI and Finance 6.24.2013

# Requisition Approval

Requisition

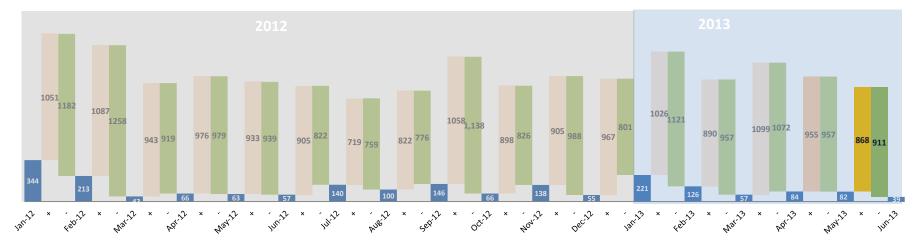
- Requisition Approved and Processed per Period
- Requisition Approval Queue by Approval Level
- Approval Time of Requisitions

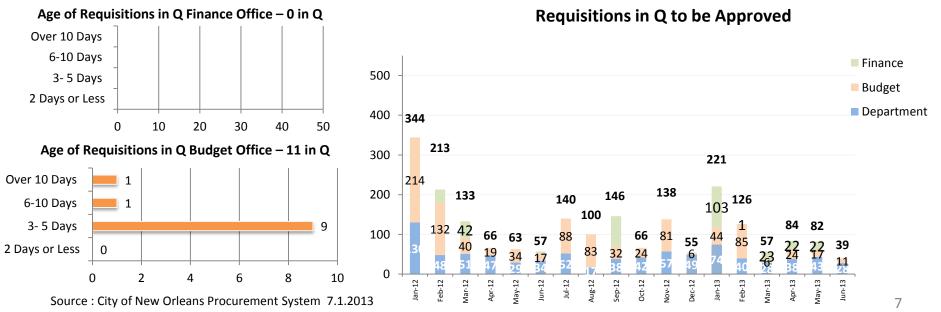
## Action Items \*

	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	In Process	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 39 Requisitions as of End of June

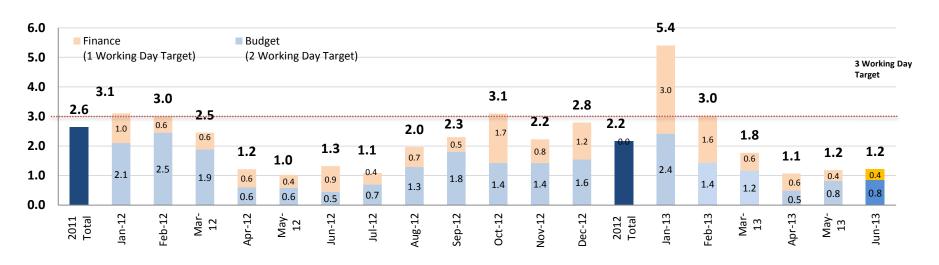
# Requisition Approval Queue General Fund for Period Ending 6.30.2013





## **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 by Year**

		Budget	Approva	al				
Days to Approve	2011(*)	2012	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13
2 or less	71%	81%	64%	<b>75</b> %	82%	94%	86%	86%
3 Days	5%	6%	<b>7</b> %	10%	5%	3%	6%	4%
4-5 Days 6-10	8%	7%	9%	10%	7%	2%	7%	7%
Days	10%	5%	<b>17</b> %	3%	5%	1%	1%	2%
11-15 Days	4%	1%	3%	1%	1%			
Over 15 Days	2%			1%				

		Fin	ance App	roval				
Days to Approve	2011(*)	2012	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13
2 or less	98%	90%	66%	83%	89%	85%	94%	76%
3 Days	1%	5%	9%	3%	3%	9%	3%	10%
4-5 Days	1%	3%	2%	<b>7</b> %	7%	5%	3%	12%
6-10 Days 11-15		2%	13%	1%	1%	1%		2%
Days			10%	3%				
Over 15 Days				3%				

<sup>\* 2011</sup> information only available since May, 2011

- 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

Requisition

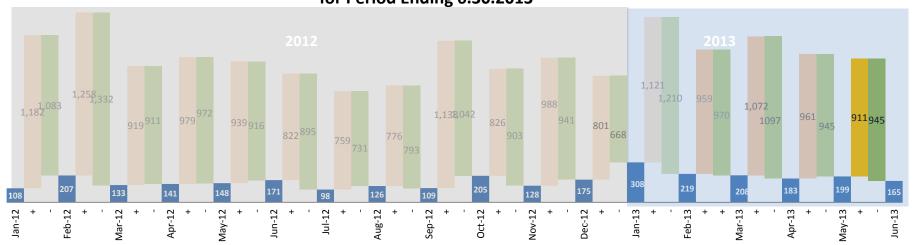
DBE Information

### Action Items \*

	Open Items							
Responsible 🔽	Area 🗗	Action Item	Status	~	Detailed Status			
Arkebia Matthews	PO/BID/RFP/	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>Open</u>		OPA and DBE have scheduled a meeting to discuss the target.			
Mary Kay Kleinpeter	PO/BID/KFP/	Share the report provided by the procurement consultants with the ReqtoCheck group. Schedule an external meeting with Andy to review the recommendations.			Report was shared with RqtoCheck group. Waiting to schedule follow up meeting.			

# The Bureau of Purchasing Continues to Process Requisitions Smoothly

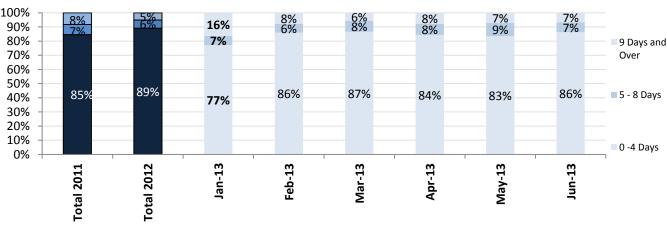
# Bureau of Purchasing Requisition Processing General Fund for Period Ending 6.30.2013



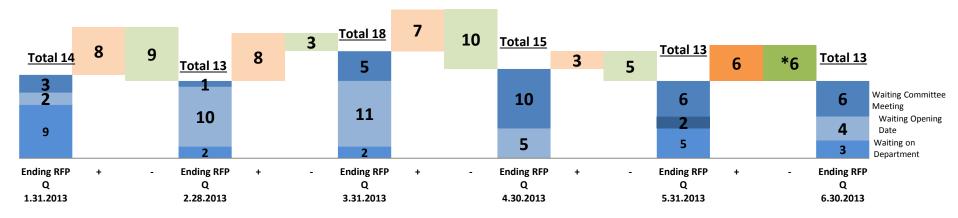
Buyer Processing Requisitions					
Status of Reqs Awaiting Buyer Processi	ng				
Status Count					
Completed 6.30.13	45				
Need Contract	43				
Processing Procurement	52				
Waiting for Support	24				
Cancelled	1				
Grand Total	165				

Waiting for Support	
Status	Count
Capital Projects	8
EMS	5
Council	3
Police	2
Parks and Parkways	2
Mosquito Control	1
OCD	1
Health	1
Fire	1
Grand Total	24

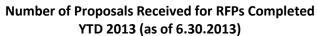
# The Bureau of Purchasing Processed 86% of Requisitions in Four Days or Less

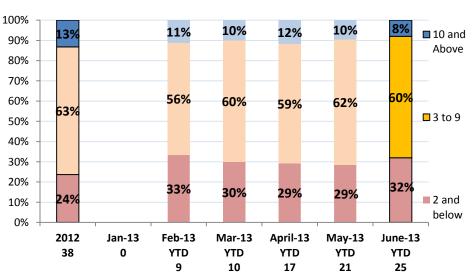


### The Number of RFPS in Process at 13 as of 6.30.2013



<sup>\*</sup> Includes closed and cancelled RFPs

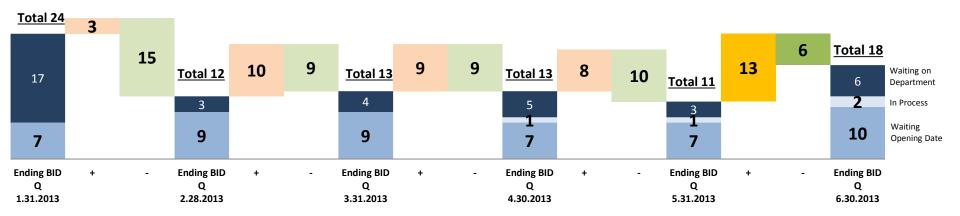




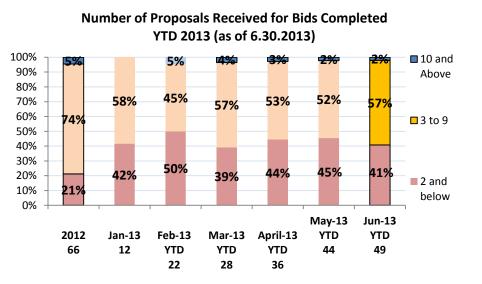
Awaiting Committee Meeting					
Department	Brief Description				
NOBC	Redevelopment of World Trade Center Site				
CAO Capital Projects	FEMA/DCDBG Timecard Management System				
Treasury	Ad Valorem Tax Sale and Related Legal Services				
Aviation	Material Testing Services				
Aviation	Airport Cargo Roads Rehabilitation Design Services				
Aviation	Airport Resident Inspection Services				

Source : Bureau of Purchasing 7.19.2013

## The Number of Bids in Process at 18 as of 6.30.2013



<sup>\*</sup> Includes closed and cancelled Bids

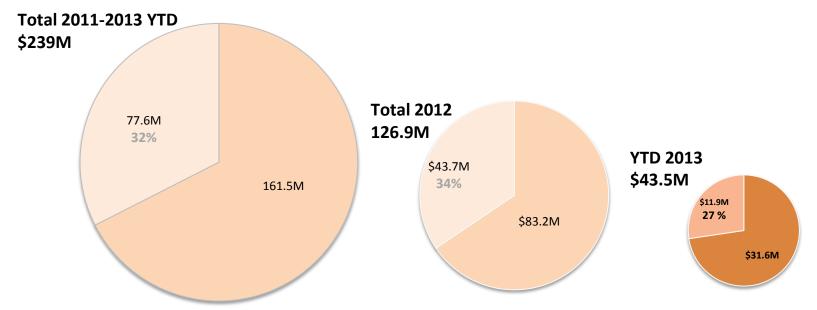


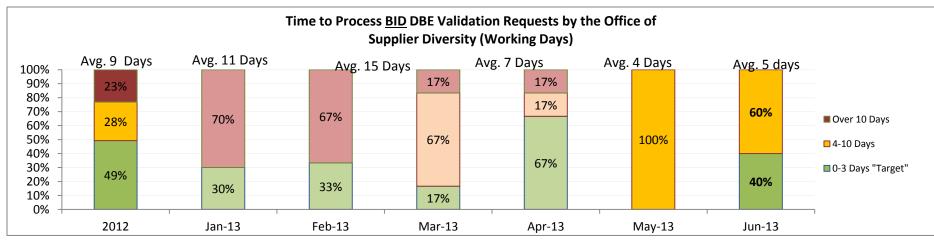
Needing Action From Departments					
Department	Brief Description				
NORDC	NORDC Vending Machine Services				
CAO CAPITAL PROJECTS	Joe Brown Park West Enhancements (D-CDBG)				
PURCHASING BUREAU	Emergency Heavy Equipment Rental				
MAYOR'S OFFICE	Saenger Theatre Renewal Project - N Rampart Street				
IVIATOR 3 OFFICE	and Basin Street Sidewalk Enhancements				
CAO CAPITAL PROJECTS	Gernon Brown Community Center				
FRENCH MARKET CORPORATION	FMC Landscape Maintenance Services				

Source: Bureau of Purchasing 7.19.2013

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

Data excludes bids for which DBE contracting requirements have been waived

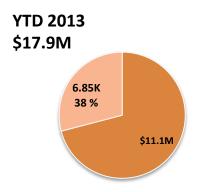


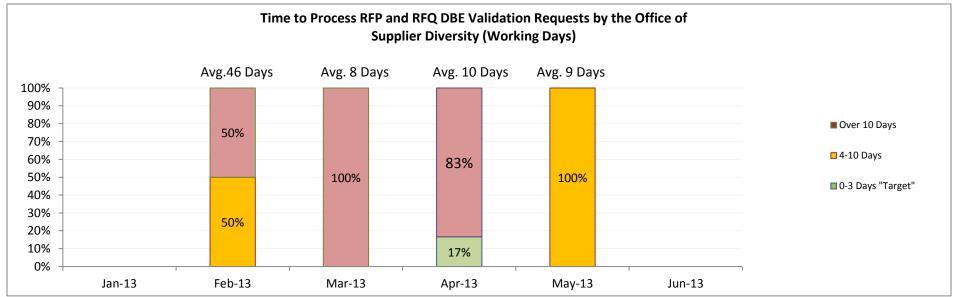


Source: Office of Supplier Diversity 7.22.2013

# RFP and RFQs: 2013 YTD Percentage of DBE Committed Award Value (Goal 35%)

Data excludes RFPs and RFQs for which DBE contracting requirements have been waived





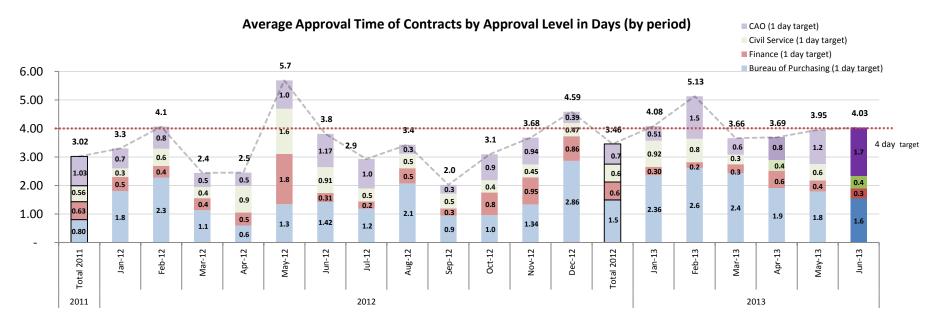
<sup>\*</sup> Validation information was not provided to the Office of Supplier Diversity for review in January or June 2013.

Source: Office of Supplier Diversity 7.2.2013

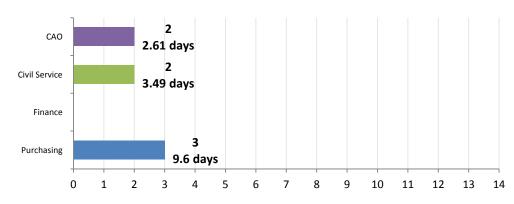
# **Contract Package Routing**

Average Contract Routing Time

## **Average Time to Approve Contracts Meeting Target**



7 Contract Requests in Queue as of 6.30.2013



<sup>\* 2011</sup> information only available since May, 2011 Source: ECMS 6.1.2013

Requisition

# **Contract Approval Process**

Contract Processing and Approval

### **Action Items \***

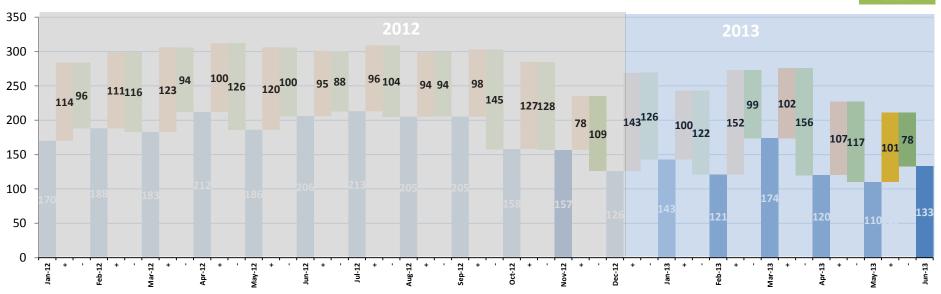
Responsible 💌	Area 🗗	Action Item	Status <b>v</b>	Detailed Status
Michael McKenna	Contracts	Risk management form update. a. What is the process?	In Process	Risk management provided risk form and draft of insurance requirements to be included in bids and rfps. Insurance wording is currently being reviewed by Law
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).	In Process	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	Present the list of contract draft templates currently available.	In Process	List has been presented. Open for the Law department to contact departments and notify them about the new templates
Rebecca Dietz	Contracts	Legal opinion on 8R and conversation with the City Council.	In Process	Executive team will discuss the issue separately
Rebecca Dietz 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>Done</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 June (in units)



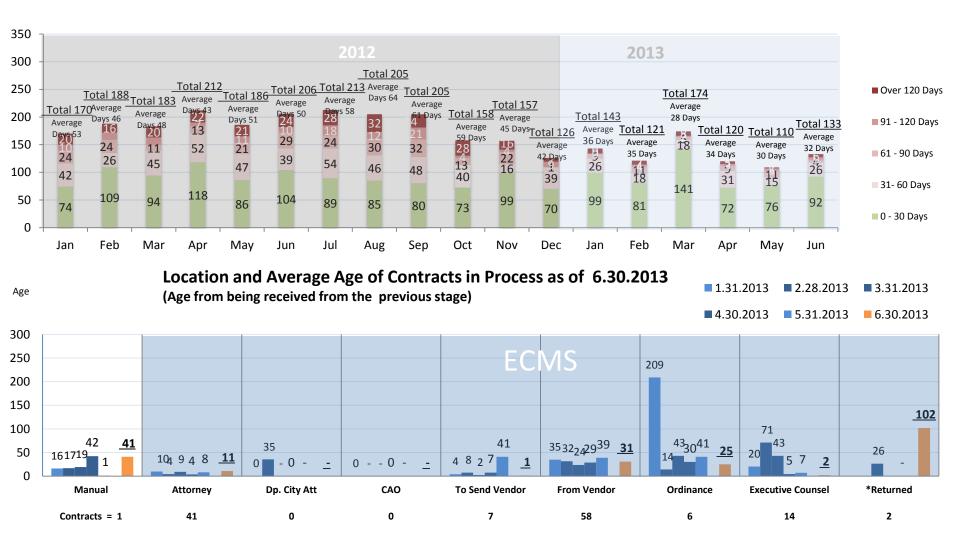


Source: Law Department and ECMS System 7.1.2013

18

# **Contracts : All Contracts in Process by Period**

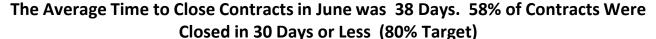
(Legal Review, CAO, City Attorney, Executive Counsel, Mayor/Council Approval)
The Average Age of Contracts Awaiting Processing at 30 Days

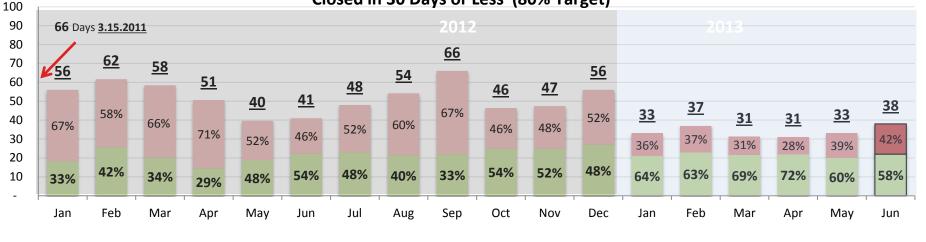


<sup>\*</sup>Two contracts returned, one needing to be re-routed to vendor, one pending litigation.

## **Contracts : All Contracts Executed by Period**

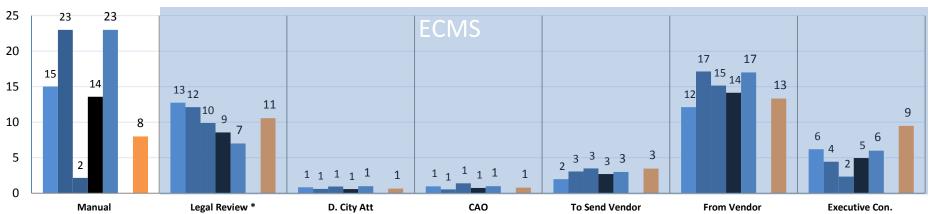
(Legal Review, CAO, City Attorney, Executive Counsel, Mayor/Council Approval)





Average Days to Process
Contracts Completed (by Stage)





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

■ More Than 30 Days

0-30 Days

# **Contracts Awaiting Vendor Signature**

Department	Average Age	Count
BLIGHT & REVITALIZATION	212	2
NEW ORLEANS BUILDING CORPORATION	66	2
NEIGHBORHOOD ENGAGEMENT OFFICE	51	1
AVIATION	46	7
SANITATION DEPARTMENT	42	2
HUMAN SERVICES	41	1
POLICE DEPARTMENT	38	4
FINANCE	36	1
CAPITAL PROJECT	32	5
City Council	30	2
MAYOR	25	1
HOMELAND SECURITY	23	4
NEIGHBORHOOD STABLIZATION	12	3
PUBLIC WORKS	12	10
PROPERTY MANAGEMENT	11	3
MUNICIPAL YACHT HARBOR MANAGEMENT CORPORATION(MYHMC)	10	1
REGISTER OF VOTERS	9	1
PARKS & PARKWAYS	9	1
HEALTH DEPARTMENT	7	2
LAW	6	2
FIRE DEPARTMENT	4	1
CAO	4	1
CIVIL SERVICE	4	1
Grand Total	31	58

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.

- PO Date and Invoice Date Analysis
- General Fund Payments

Requisition

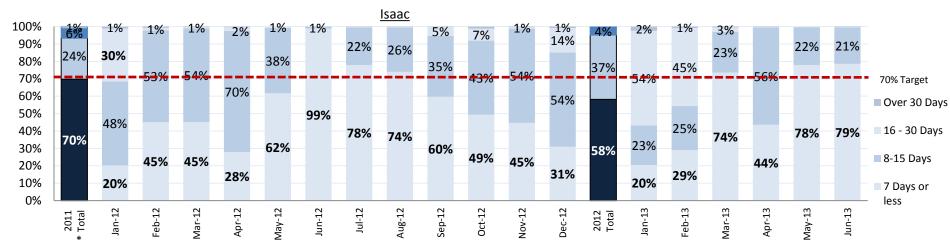
- Processing by Accounts Payable
- Payment from Invoice Date
- Capital and Grants Expenditure Payments
  - Processing by Accounts Payable
  - Payment from Invoice Date
  - Detail Review (invoices in the pipeline)
    - CDBG Invoice Payments
    - DPW Payments
    - DPW Revolver Payments
    - Capital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

### **Action Items \***

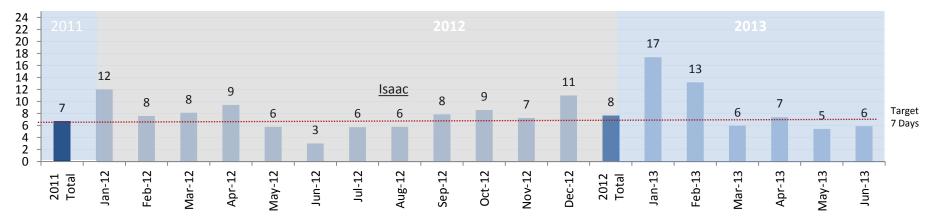
	Open Items								
Responsible 💌	Area 💵	Action Item	Status	Detailed Status					
Norman Foster	Payment	Look into the potential system integration needs of using pcards to buy goods.	<u>Open</u>						
Andrew Kopplin and Norman Foster		Discussion about the use of credit cards. Possibility of issuing an additional credit card for unique purchases. If issued, what would be the process departments need to follow to use the card?	Completed	New card has been issued					
Norman Foster	Payment	Should vendors send invoices to departments or accounts payables. 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 Above Target at 79%

Number of Days to Process GF Payment Requests by AP

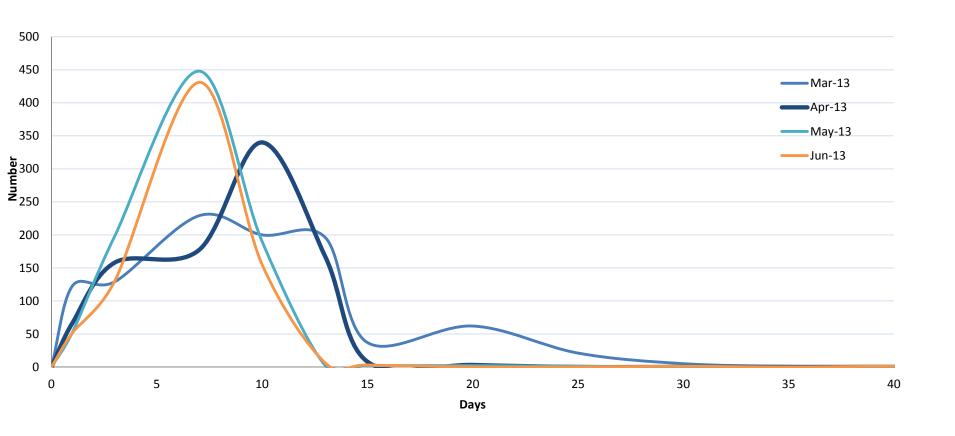


# Average Number of Days to Process Invoices by A/P Department (GF Expenditures)



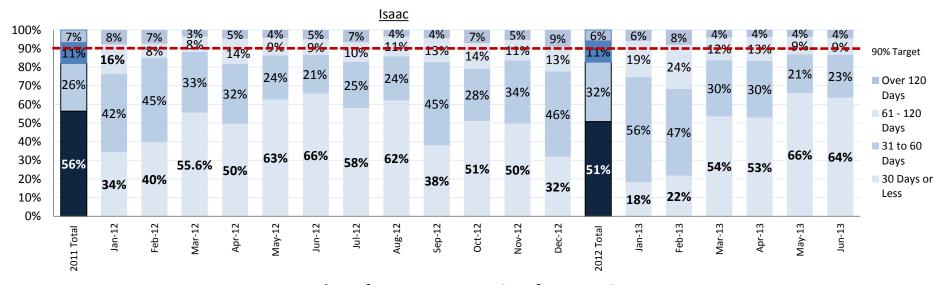
<sup>\* 2011</sup> information only available since May, 2011

### **Distribution of Accounts Payable Processing GF Payments**

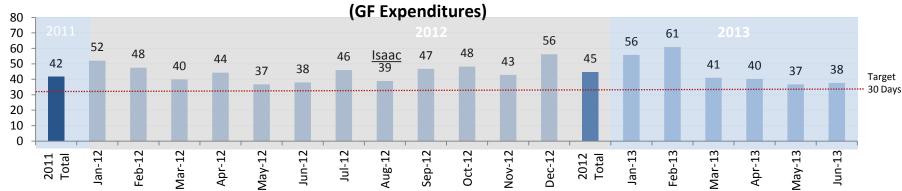


# The Percentage of General Fund (and Agency) Payments in 30 Days or Less was 64% at End of June

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

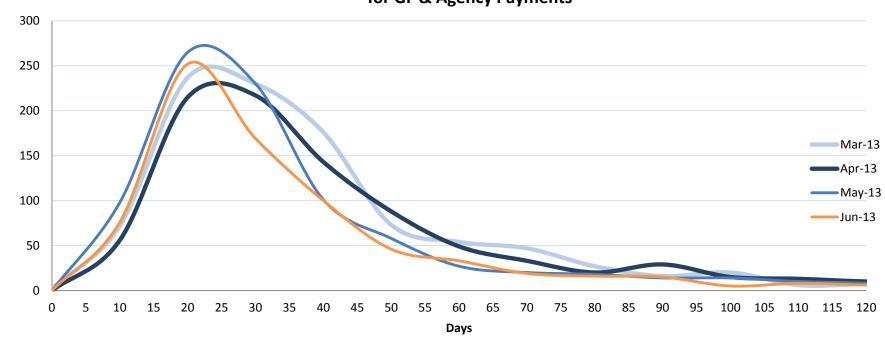


## **Average Number of Days to Pay Invoices from Invoice Date**



<sup>\* 2011</sup> information only available since May, 2011

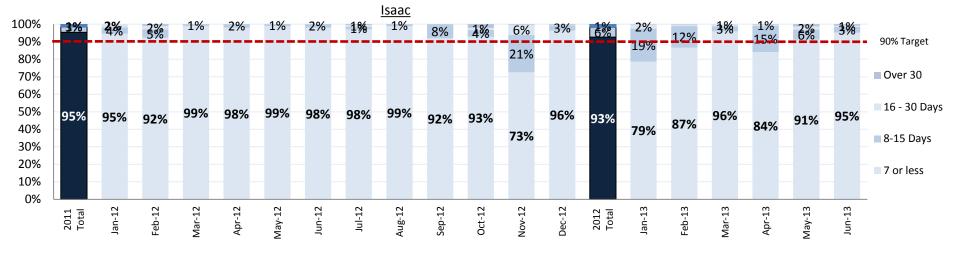
# Invoice Date to Check Date Distribution for GF & Agency Payments



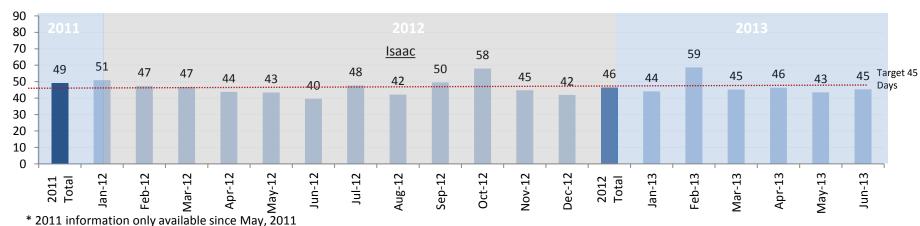
Number

# The Percentage of Capital and Grant Payments Processed in 7 Days was 95% at End of June

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

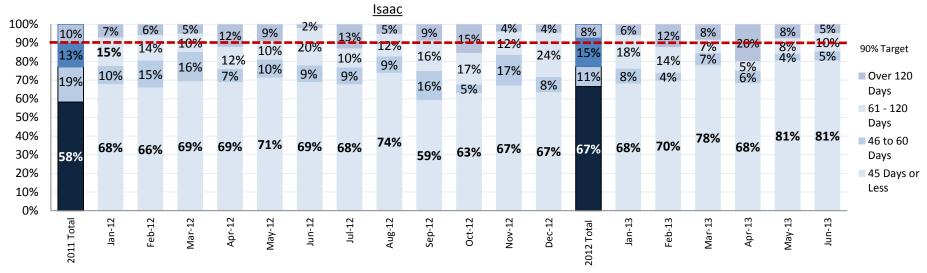


#### Average Number of Days to Pay Invoices From Invoice Date (Capital and Grants)

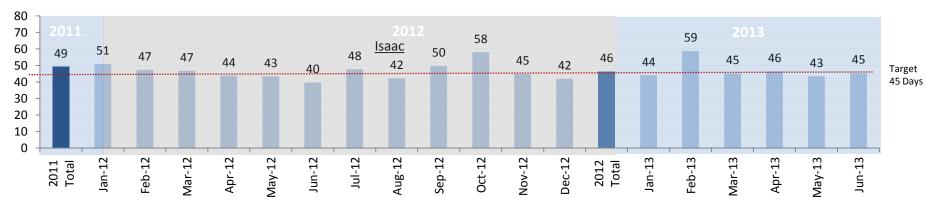


# The Percentage of Capital and Grant Payments Made in 45 Days or Less from Invoice Date was 81% at End of June

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



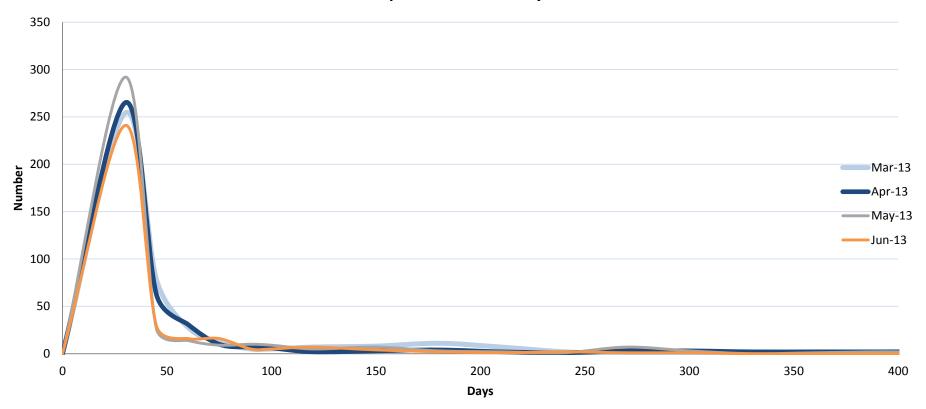
#### Average Number of Days to Pay Invoices From Invoice Date (Capital and Grants)



<sup>• 2011</sup> information only available since May, 2011

April 2013 previously adjusted for on-hold invoices.

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



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

				2013				
	June				May-13	Apr-13		
Department	<=60	>60	June Total	%>60 Days	%> 60 Days	%> 60 Days		%> 60 Days
ROPERTY MANAGEMENT	3	3	6	50%	27%	0%		
REASURY	2	1	3	33%	33%	50%		
EMD	27	9	36	25%	19%	46%		
CIVIL SERVICE	6	2	8	25%	43%	25%	50%	33%
POLICE	29	9	38	24%	10%	16%	12%	30%
TOURISM, ARTS, & ENTERTAINMENT	10	3	13	23%	0%	43%	67%	18%
ANITATION	14	4	18	22%	36%	20%	13%	20%
NORDC	18	5	23	22%	17%	24%	24%	26%
IBRARY	49	11	60	18%	13%	11%	16%	26%
HOMELAND SECURITY	14	3	17	18%	13%	13%	14%	38%
AW	16	3	19	16%	3%	19%	16%	22%
π	11	2	13	15%	17%	24%	43%	40%
REGISTRAR OF VOTERS	11	2	13	15%	13%	9%	25%	55%
AO	12	2	14	14%	33%	28%	37%	58%
CODE ENFORCE REVOLVING FUND	12	2	14	14%	0%	0%	0%	0%
VIATION	77	12	89	13%	14%	22%	17%	42%
HEALTH	21	3	24	13%	28%	19%	18%	27%
AFETY AND PERMITS	7	1	8	13%	17%	0%	15%	25%
ITY PLANNING	7	1	8	13%	0%	15%	50%	0%
EVENUE	9	1	10	10%	0%	10%	0%	29%
UBLIC WORKS	31	3	34	9%	17%	7%	5%	24%
ARKS & PARKWAY	45	4	49	8%	11%	3%	9%	39%
APITAL PROJECTS	12	1	13	8%	13%	0%	7%	30%
IRE	13	1	14	7%	10%	18%	36%	22%
OUNCIL	42	3	45	7%	14%	14%	12%	29%
OFFICE OF INSPECTOR GENERAL	18	1	19	5%	3%	5%	0%	7%
MAYOR'S OFFICE	20	1	21	5%	14%	17%	23%	48%
MOSQUITO CONTROL	47	2	49	4%	8%	14%	7%	44%
IUMAN SERVICES	27	1	28	4%	5%	0%	38%	32%
MS	8		8	0%	12%	7%	10%	42%
ORONER	10		10	0%	21%	0%	6%	0%
CCOUNTING	3		3	0%	0%	20%	100%	20%
INANCE	4		4	0%	0%	0%	0%	0%
DCD			0		0%	14%	33%	60%
Other (Less than 24 payments in six months)		40	9	49 18%	5%	29%	14%	18%
Grand Total	67	75 10	05 7	80 13%	13%	15%	23%	27%

<sup>35%</sup> 25% 33% 16% 29% 23% 14% 18% 21% 12%

2012

12% 19%

Aug-Dec

<sup>\*</sup> Small number of payments were vouched for this department during the period Source :Accounts Payable Collected 7.1.2013-7.9.2013

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

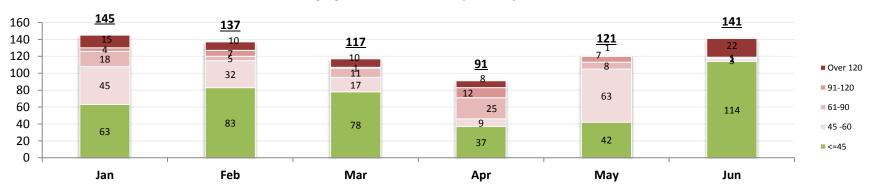
			2	013
	Jun-13			
Department	<= 60 > 60	Total	%	5 > 60
PROPERTY MANAGEMENT		5	5	100%
PUBLIC WORKS	10	6	16	38%
HOMELAND SECURITY	13	3	16	19%
OCD	97	15	112	13%
MAYOR	20	3	23	13%
CAPITAL PROJECTS	73	9	82	11%
HEALTH	71	8	79	10%
CRIMINALJUSTICE	1		1	0%
NSPECTOR GENERAL	1		1	0%
SANITATION				
Other (Less than 18 in 6 months)			0	0%
Grand Total	286	49	335	15%

<sup>\*</sup> Small number of payments were vouched for this department in 2012 Source :Accounts Payable Collected 7.1.2013-7.9.2013

# **OCD Invoices in the Pipeline**

		Age									
Status	<=45	46-60	61-90	91-120	Over 120	Total					
Regular Processing	1	14	3			117					
Dispute with Vendor				1	21	22					
Other					1	1					
With the State					1	1					
Grand Total	1	14	3	1	1 22	141					

#### **OCD** Aging of Invoices in the Pipeline by Period



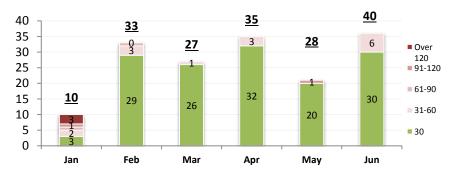
Information obtained from OCD 7.22.2013

# **Capital Projects Invoices in the Pipeline**

### **Revolver**

		Age			
Status	<=30	31-60		Total	
Regular Processing		30	6		36
Grand Total		30	6		36

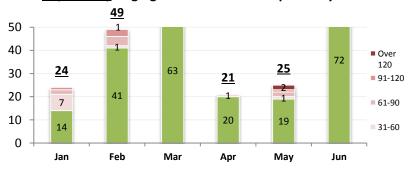
#### **Capital Revolver:** Aging of Invoices in the Pipeline by



### <u>City</u>

		Age						
Row Labels	<=30	31-60	0	ver 120	Total			
Regular Processing		72	1		73			
Other				3	3			
Grand Total		72	1	3	76			

#### **Capital City**: Aging of Invoices in the Pipeline by Period

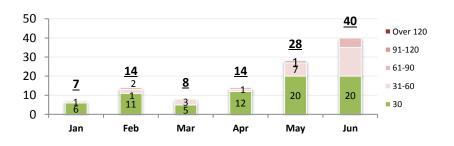


# **DPW Invoices in the Pipeline**

### **Revolver**

	Age						
Status	<=30	31-60	61-90		Total		
Regular Processing		20	11	3	34		
Other				1	1		
Contract/Amendment			4	1	5		
<b>Grand Total</b>		20	15	5	40		

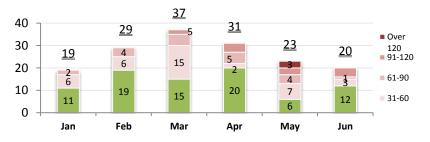
#### <u>DPW Revolver</u>: Aging of Invoices in the Pipeline by Period



### <u>City</u>

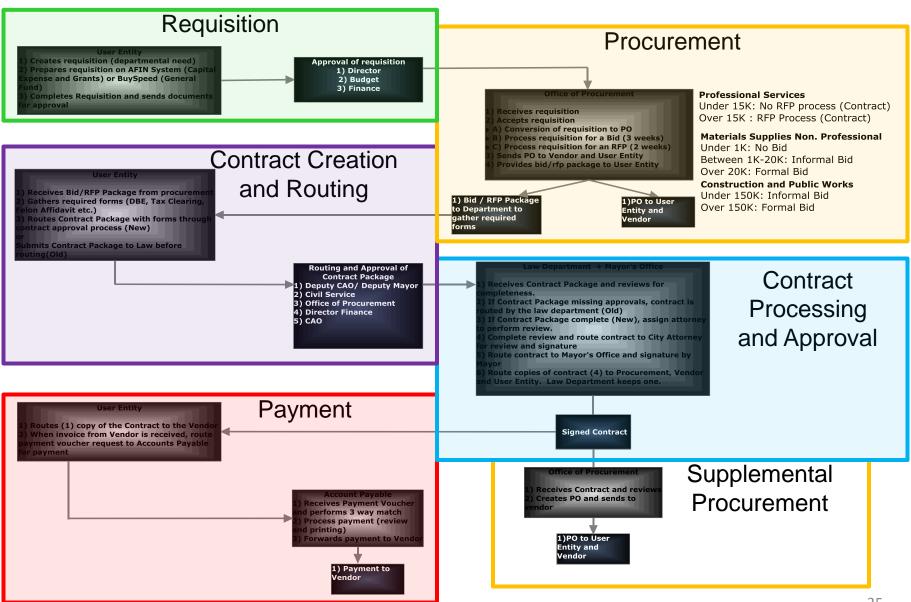
		Age							
Status	<=30	31-60	61-90	O۱	ver 120	Total			
Regular Processing		12				12			
State			2	1	1	4			
Isaac					2	2			
Not Processed Timely	,		1		1	2			
<b>Grand Total</b>		12	3	1	4	20			

#### **DPW City**: Aging of Invoices in the Pipeline by Period



# **Procurement Process Map/City of New Orleans**

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



# **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?