



A YEAR: VENDOR LIAISON

Presented by Delia Frosolono, Vendor Liaison

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5/6/2022

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HISTORY



HISTORY

- APRIL 2009 "BUY LOCAL" FORMED
- VARIOUS AGENCIES/BUSINESSES INVOLVED
- RESEARCH: BOLSTER THE ECONOMY
- SUSAN OLSEN, PROCUREMENT SERVICES DIRECTOR ORIGINAL CHAIRMAN
- RECOMMENDATION: LOCAL VENDOR PREFERENCE AND LOCAL VENDOR DIRECTORY

VENDOR LIAISON

- JUNE 2021 POSITION CREATED
- INTENT: DEDICATED INDIVIDUAL
- INCREASE COMPETITION
 - SAVE TAXPAYER DOLLARS
 - INCREASE TRANSPARENCY
- OPPORTUNITY
 - BUILD COUNTY AND CITIZEN RELATIONSHIPS
 - BUILD VENDOR AND STAFF RELATIONSHIPS
 - BUILD SURROUNDING AGENCY RELATIONSHIPS

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OBJECTIVES



- ENSURE FAIR AND EQUITABLE TREATMENT
- ENCOURAGE LOCAL BUSINESS GROWTH
- INCREASE PUBLIC CONFIDENCE



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GOALS



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- INCREASE LOCAL VENDOR PARTICIPATION
- TRAINING SESSIONS TARGETING LOCAL VENDORS
- REVIVE LOCAL AGENCY PURCHASING GROUP
- ATTEND REVERSE TRADE SHOWS
- REVAMP PUBLIC PROCUREMENT DEPARTMENT WEBSITE
- CREATE AN OUTREACH PROGRAM

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RESULTS



LOCAL VENDOR PARTICIPATION

- BASE POINT 2022

TRAINING SESSIONS

- **THREE (3)** VENDOR TRAINING SESSIONS THROUGH MAY

LOCAL PURCHASING GROUP

- BEGAN **AUGUST 2021**
- **EIGHT (8)** AGENCIES
- **QUARTERLY** MEETINGS

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RESULTS



REVERSE TRADE SHOW

- **ONE (1)** ATTENDED NOVEMBER 2021
- GENERAL VENDOR LIST CREATED

VENDOR OUTREACH

- WEEKLY OUTREACH
 - GENERAL VENDOR LIST
 - MARION COUNTY BUILDERS ASSOCIATION

VENDOR CONTACTS

- **NINETY-SIX (96)** INDIVIDUAL VENDORS

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OVERVIEW



- CONTINUE TO IMPROVE & DEVELOP BENCHMARKS
- INCREASE LOCAL AND NON-LOCAL VENDOR PARTICIPATION
- CONTINUE VENDOR OUTREACH AND TRAINING FOR VENDORS WHO DID NOT SUBMIT COMPLETE SOLICITATIONS
- IMPROVE DATA COLLECTION AT TRAINING SESSIONS
- CONTINUE TO BUILD RELATIONSHIPS WITH LOCAL BUSINESSES
- BECOME A TRUSTED RESOURCE REPRESENTING MARION COUNTY

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