



Florida Association of
Public Purchasing Officers

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**CCNA REFORM:
WHAT PURCHASING
PROFESSIONALS CAN DO TO
GAIN LEVERAGE AND SAVE
THEIR AGENCIES MONE**

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PURPOSE OF THE LAW

To prescribe a “qualifications based method”
for procuring professional services which include..

- Architectural
- Engineering
- Landscape Architecture
- Surveying
- Mapping

BRIEF HISTORY OF THE LAW

- Adopted by the Legislature in **1973**
- Written by Roy Young
- Amended in 1988 to add D/B process
- Amended in 2005 to clarify language regarding “negotiations”

SUMMARY OF THE LAW

3 PHASE PROCUREMENT PROCESS

- UNIFORM PUBLIC ANNOUNCEMENT
- COMPETITIVE SELECTION
- COMPETITIVE NEGOTIATION

SELECTION PROCESS IS “QUALIFICATIONS BASED”

SELECT MOST QUALIFIED FIRM AT AN ACCEPTABLE PRICE

NOT ALLOWED TO CONSIDER PRICE IN SELECTION PHASE

1973

- Richard Nixon re-inaugurated as President following landslide re-election victory
- Watergate “break in” comes under investigation
- U.S. Supreme Court issues Roe v. Wade decision striking down state bans on abortion
- George Steinbrenner buys the New York Yankees from CBS for \$10 Million
- World Trade Center(s) and the Sears Tower officially open

PROBLEMS WITH THE LAW

- Arbitrarily ordains one acquisition method (excludes all others)
- Facilities “blind” decision making
- Promotes “subjective” procurement decisions
- Denies the public the opportunity to compare price/costs
- *Diminishes leverage for public agencies*

PROPOSED REFORM

Optional and alternative 2 step selection process

1. Score all proposals based on qualifications only.
2. Solicit, receive + score top proposals from step 1 based on qualifications and pricing criteria

Pricing criterion would not exceed 50% of the total evaluation criteria

SAMPLE EVALUATION CRITERIA EXISTING SINGLE STEP PROCESS

Adequacy of personnel	30 points
Capabilities	30 points
Past record and experience	30 points
Minority business enterprise	10 points

SAMPLE EVALUATION CRITERIA 2ND STEP OF BEST VALUE PROCESS

Adequacy of personnel	25 points
Fees	25 points
Capabilities	20 points
Past record and experience	20 points
Minority Business Enterprise	10 points

SAMPLE EVALUATION CRITERIA 2ND STEP OF BEST VALUE PROCESS

QUALIFICATIONS/EXPERIENCE OF FIRM	30 points
QUALS/EXP OF PROPOSED TEAM	30 points
UNDERSTANDING OF PROJECT	20 points
FEE PROPOSAL	20 points

WHAT THE PROPOSED REFORM DOES NOT DO...

- Eliminate or alter the current “QBS” process
- Allow unqualified firms to submit price offers
- Make price the “majority” factor in the award process
- Condone or constitute “sealed bidding”

STATUS OF THE LEGISLATION

BROAD BASE OF SUPPORT FOR THE LEGISLATION:

- FAC
- FAPPO
- NIGP
- NIGP SE FLORIDA CHAPTER
- FGFOA
- SEVERAL CITY AND COUNTY GOVERNMENTS

LETTERS OF SUPPORT FROM PUBLIC ENGINEERS

*INTRODUCED INTO “BILL DRAFTING” IN BOTH HOUSES
IN CURRENT SESSION*

WHAT YOU CAN DO TO HELP YOUR AGENCY AND OUR CAUSE

- Have your Board or Council adopt a resolution of support for our reform
- Sample resolutions are available

WHAT YOU CAN DO TO HELP YOUR AGENCY AND OUR CAUSE

- Contact members of your legislative delegation;
- Or...
- Give us names of your delegation members

WHAT YOU CAN DO TO HELP YOUR AGENCY AND OUR CAUSE

SHARE YOUR *STORIES* WITH US (examples of)...

- ❑ Where you may have paid too much
- ❑ Protracted or terminated negotiations
- ❑ Public inquiries or criticisms
- ❑ Creating leverage and savings

WHAT YOU CAN DO TO HELP YOUR AGENCY AND OUR CAUSE

“BEST VALUE” SOLICITATIONS AMONG FIRMS
ALREADY UNDER CONTRACT

- CONTINUING CONTRACTS (ST JOHNS COUNTY)
- “FIXED TERM” CONTRACTS (COLLIER COUNTY)
- OTHER?

WHAT YOU CAN DO TO HELP... SUMMARY

- ADOPT A RESOLUTION OF SUPPORT
- CONTACT YOUR LEGISLATOR(S)
- SHARE YOUR CCNA STORIES WITH US
- “BEST VALUE” SOLICITATIONS AMONG CURRENT CONTRACT HOLDERS

QUESTIONS AND COMMENTS

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