



August 2024

**Government
Procurement
Services**

This newsletter informs government purchasing and contracting professionals about public procurement topics.

UPCOMING CLASSES:

Ethics & Fraud in Contracting

(Arlington, TX)

September 25, 2024

Specification Writing

(Arlington, TX)

September 26, 2024

Fundamentals of Public Purchasing

(Arlington, TX)

October 8-9, 2024

Procurement Management Academy



(Virtual)

[October 16, 2024](#)

[Writing Statements of Work](#)

(Arlington, TX)

[October 22, 2024](#)

[Negotiation Skills](#)

(Arlington, TX)

[October 23, 2024](#)



[More Info](#)

Bid Protests (Part 1)

How are we doing?

Training Schedule





The Government Accountability Office (GAO) is the federal agency responsible for resolving disputes in federal contracts.

Each year, they file a report that provides a summary of the overall protest filings. The most recent report indicates that the GAO received 1,957 protests in FY2023. The GAO sustained (agreed with) 188 of those cases. So that means that in those 188 cases, the government acted inappropriately or unfairly in some manner.

For comparison, in 2019, the number of protests filed was 2198, with only 77 cases sustained.

The most prevalent reasons that the GAO sustained protests are as follows:

1. Unreasonable technical evaluation
2. Flawed selection decision

Group Discounts Available

CONTRACT ADMINISTRATION

November 5, 2024

ESSENTIALS OF CONTRACT MANAGEMENT

December 4-5, 2024

ETHICS AND FRAUD IN CONTRACTING

September 25, 2024

November 19, 2024

FUNDAMENTALS OF PUBLIC PURCHASING

October 8-9, 2024

November 12-13, 2024

NEGOTIATION SKILLS

October 23, 2024

3. Unreasonable cost or price evaluation

"It is important to note that a significant number of protests filed do not reach a decision on the merits because agencies voluntarily take corrective action in response to a protest rather than defend the protest on merits."

In next month's newsletter, I will explore the three reasons listed above and offer guidance on how to avoid them in your solicitation and evaluation process.

You can see the full GAO report here

[GAO Annual Report](#)

QUESTION OF THE MONTH

Question:

"I just started a new position as a Buyer in my city. It is my first time working for the government, and I am surprised that there are very few written



PROCUREMENT MANAGEMENT ACADEMY

October 16, 2024

December 10-11,
2024

PURCHASING 101 FOR EVERYONE

December 4, 2024

SPECIFICATION WRITING

September 26, 2024

December 19, 2024

USING REQUEST FOR PROPOSALS

November 21, 2024

WRITING STATEMENTS OF WORK

instructions on purchasing. Do you know if this is normal? If so, how can I find out what I am supposed to do? The previous Buyer has left, and my boss (the Finance Director) is also relatively new. I saw a copy of your newsletter in the last Buyer's file, so I hope you can help me. Do all governments work the same? If so, I could find and use a procedure manual from another city. HELP!"

Answer: Well, first and foremost, I am sorry you are in this position. I wish your experience was unusual, but unfortunately, this happens more frequently than it should.

I can recommend several areas to start:

- You and your Finance Director should meet with the City Attorney to see if they can provide guidance on what currently exists for your city.
- Review the "[Texas Municipal Procurement Laws Made Easy](#)" published by the Texas Municipal League. It provides a wealth of information on municipal procurement.
- Become familiar with procurement statutes for local government. These are in the [Local Government Code, Chapter 252 - Purchasing and](#)

October 22, 2024

November 7, 2024

[Contracting Authority for Municipalities.](#)

- Join a public purchasing association in your area. Here, you will find a network of public procurement professionals who would love to help you. They have probably walked in your shoes and are eager to share their procedure manuals and words of advice. While all governments differ somewhat in their policies, a large portion are very similar, and you could benefit significantly from having a starting point.
- Last but not least, sign up for training! You will need it, and it is an excellent opportunity to meet new procurement friends. Take a look at the training schedule on my [website](#). Most classes are offered virtually and in person. I recommend you start with ***Purchasing 101 for Everyone*** or the ***Fundamentals of Public Purchasing***.

Government Procurement Services

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