

Periscope Capabilities Statement

Periscope and NIGP Consulting focus exclusively on public procurement, and have in-depth experience working with government purchasing departments. 100% of Periscope's over 1,000 customers fall under the government/public sector category. The NIGP Consulting program, being in existence since 1995 has conducted procurement analyses and reviews for over 100 public sector clients.

Periscope is a private company that manages the NIGP Consulting program to help entities comprehensively examine and enhance procurement practices.

Our Services

- Policy and Procedure Reviews
- Strategic Procurement Assessments
- Strategic Sourcing Analysis
- P-Card Program Reviews
- Performance Reviews
- Organizational Design
- Staff Augmentation

Company Data

- EIN: 74-2995705
- DUNS: 080066243
- Offices in Austin, TX and American Fork, UT
- Nationwide consulting team members covering all regions
- Experience in city, county, state, k-12, higher education, special districts, utilities, and healthcare
- Accepts Government P-Cards

Our Consultants

- Are certified public procurement professionals
- Have served as Manager, Director or Purchasing Agent of at least one public purchasing agency
- Provide an average of 25 years of experience
- Experienced in organizational dynamics and procurement transformation
- Hold a current Certified Public Purchasing Officer (CPPO) designation

Past Performance

Below are three sample projects outlining some of our organizational capabilities. Other contract references are available upon request.



Client Name	Project	Contact Information
Golden Gate Bridge, Highway and Transportation District, CA	Strategic Procurement Assessment to review procurement policies, procedures, organizational structure to make recommendations	Brian Garrity Director of Procurement 415-923-2208 bgarrity@goldengate.org
Alachua County, FL	Policy and Procedure Review to compare to best practices and make recommendations	Larry Sapp Director of Procurement Services 352-374-5262 lsapp@alachuacounty.us
City of Raleigh, NC	Procurement Charter development to develop an updated, consolidated charter based on best practices	Lanaee Gilmore Purchasing Director 919-996-4976 Lanaee.gilmore@raleighnc.gov

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Examples of Client Projects



The NIGP Consulting practice at Periscope Holdings has provided a wide variety of services for states, cities, counties and school districts across North America. Examples of our work include:

City of Palo Alto, CA



NIGP Consulting was engaged to perform a comprehensive procurement performance review to enhance operational efficiency of the Procurement function with a focus of transitioning to a strategic, high performance operation. Recommendations were made for modifications to the Municipal Code to enable greater flexibility for the delegation of authority, increased procurement thresholds, and enhanced contract administration oversight. Additionally, recommendations for performance metrics, effective term contracts, increased Pcard usage and the implementation of direct pay procedures were proposed to enhance service and reduce costs. The Pcard and Direct Payment Process recommendations identified potentially \$40,000 in combined administrative savings. Examination of the procurement organizational structure, staff resources, knowledge, skills and abilities was also conducted with proposed modifications.

Hillsborough County Aviation Authority, Tampa, FL



NIGP Consulting performed a comprehensive review of the procurement organization and processes to assist in movement towards industry best practices for public sector organizations. The engagement included a review of policies and procedures, procurement transaction analysis, spend analysis, workload metrics and procurement technology. Over 100 recommendations were made addressing delegation of procurement authority, Pcard program, staff resources, and contract administration. The Delegation of Authority recommendation potentially eliminated up to 87% of all transactions through purchasing for administrative savings.

State of Maryland



NIGP Consulting provided services to assess and enhance vendor engagement and outreach for eMaryland Marketplace and to provide a review of the State's contract administration program including sourcing strategies. A supplier survey and facilitated focus group meetings were conducted to provide insight into the current supplier environment. Development of a strategic outreach program, including vendor training was launched and additional vendor communication tools were developed. The current contract portfolio, contract usage, sourcing plans and strategies were analyzed to provide over 10 recommendations for enhanced competition, greater spend under management and to increase eMaryland Marketplace system adoption.

Manatee County, FL



NIGP Consulting was engaged by the County to review the established procurement processes, and procurement organization and provide a program analysis and for potential improvements. A review of the procurement policies and procedures was conducted to identify possible impediments to the procurement processes. A review of the procurement technology was conducted to assess the degree to which it was being maximized to support the existing purchasing program. Additionally, the cycle times for recent RFPs were examined to provide recommendations for improved processing time and benchmark time frames for each component of the RFP process based on industry standards and/or best practices and to serve as goals for future RFP procurements.

Additional Information about Periscope Holdings, Inc, its capabilities, and customers can be found on its website www.periscopeholdings.com and www.nigp.com