

Tier 3 – IT/High -Risk (\$10 million or more initial contract value)

To support agencies that need to procure services or commodities in excess of \$10,000,000 per annum, procurement specialists that routinely develop complex procurements, including IT, will need even more advanced procurement training. These procurements will include PCS, TGS and IT procurements. There will be a few commodity procurements that are high risk and high dollar (example: insurance or advertising). However, more than half of these contracts are IT related contracts, so advanced training specific to this category (IT) will have to be a significant component of Tier 3 training. This will be the smallest group of procurement specialists, but also those that conduct the highest risk solicitations.

The desired outcome is to develop an expert level of competency in order to conduct successful procurements. These procurements will require a partnership between the agency and OSP. The agencies with procurements at this level will be prioritized for review by a team of assessment specialists (the STAR team), who will assess the procurement health of each agency. The STAR team will work in coordination with training development staff to provide targeted training and strategic assistance to help the reviewed agencies meet and exceed benchmarks during the next scheduled review. The STAR team will help ensure agency alignment around the strategic vision of the State and its procurement standards.

The buyer group for this level will be much smaller (approximately 8 to 10 buyers). Their skill levels must be the highest in the buyer community. A few of the training areas for this group follows:

- Advanced Contract Law

- Risk mitigation

- Project management

- Advanced negotiations

- Developing statements of work

- Requirements gathering

- Advanced Technical writing

- Contract management