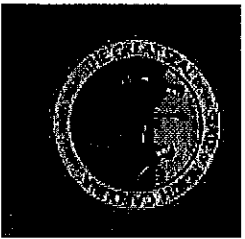


**Doing Business
with the
State of North Carolina**

**NC Division of Purchase & Contract
E-Procurement/Education Outreach**

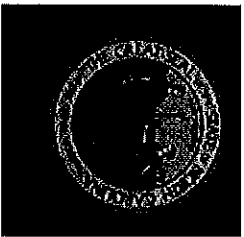
Government Contracting 2012

*Presented by
Tony Vinogradov*



Agenda

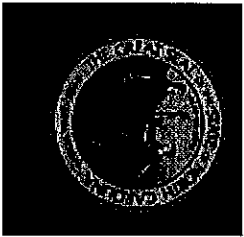
- **Overview of State Purchasing Program**
- **Executive Order 50**
- **NC E-Procurement @ Your Service**
- **Vendor Registration**
- **Locating More Information**
- **Review & Questions**



NC Division of Purchase & Contract

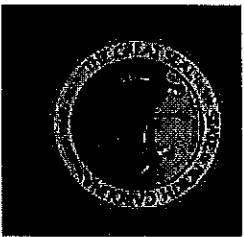
“Purchase & Contract (P&C) offers a wide array of services to purchasing agents and vendors throughout the State. We are committed to our customers and strive to provide quality services while saving State dollars for North Carolina taxpayers.”

<http://www.ncpandc.gov>



P&C Provided Services

- Statewide Term Contracts
- Open Market Solicitations
- Advertisement of Bids via the Internet
- E-Procurement Oversight & Support
- Training & Outreach
- Vendor Registration
- Qualified Products List
- Compliance & Purchasing Education
- Inspection & Customer Service
- Standard Specifications



Who Are Your Potential Customers?

- State Agencies, State Hospitals and Institutions
- Community Colleges
- UNC System Universities
- Public Schools and Local Government

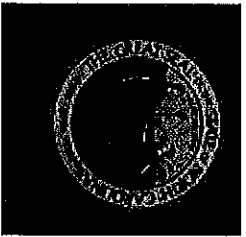
Note: Public Schools and Local Government not subject to State rules



Doing Business with the State

To expand your opportunities, register for:

- **Vendor Link NC**
to receive e-mail notification of formal solicitations (Invitations for Bids and Requests for Proposals) posted on the Interactive Purchasing System (IPS)
- **HUB Certification**
to be listed as an Historically Underutilized Business, if applicable
- **NC E-Procurement @ Your Service**
to receive electronic purchase orders from government organizations in North Carolina
- **eQuote**
to participate in electronic quotations for informal solicitations (under sealed bidding thresholds)



IPS & Vendor Link

What is IPS & Vendor Link?

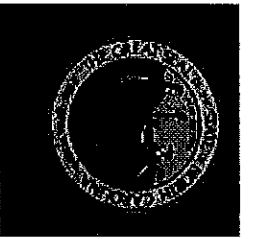
North Carolina's Interactive Purchasing System (IPS) allows Purchasers throughout the State to advertise formal solicitations via the Internet.

Vendors register through Vendor Link NC to receive notification of formal bid solicitations advertised through IPS.

Why register in Vendor Link?

- Internet access to bidding opportunities 24/7
- Free self registration
- Ability to receive email notifications of bidding opportunities statewide
- Access to government entities seeking products and services
- Includes HUB registration and certification





**How do I register in Vendor Link NC?
 Register online @ <http://www.ncpandc.gov>
 click on Vendor Link**

Address: <http://www.doa.state.nc.us/PandC/>

Go Links



NORTH CAROLINA
Department of Administration

**DIVISION OF
 PURCHASE & CONTRACT**

NCCOA Home | Agencies and Commissions | NC.Gov | NCRK | SaveWaterNC | Homeland Security | Privacy Policy

- NCCOA Home**
- P&C Home**
- IPS & Other Solicitations**
- Vendor Link NC**
- NC E-Procurement @ Your Service**
- E-Procurement / Education Outreach**
- Term Contracts**
- P&C Information**
- Notices and Directives**
- Sustainability**
- Quick Reference Links**
- Contact Us**

NCCOA : Agencies and Commissions : Purchase & Contract
Welcome to Purchase & Contract



North Carolina Department of Administration

The State of North Carolina purchases a wide variety of products and services with a total value of over four billion dollars annually. The Division of Purchase & Contract is the central purchasing authority for all state departments, institutions, agencies, universities, and community colleges. It also makes certain services available to local governments, public school systems, private colleges and universities, and other non-state entities.

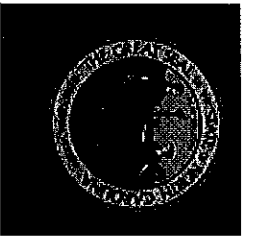
Purchase and Contract establishes term contracts and disseminates information on these via the Internet and through searchable electronic catalogs. By combining statewide demand for commonly used items into one contract, the division helps users save money and eliminates the need for each agency to solicit separate bids.

The Division also provides training to procurement professionals and vendors, technical assistance on specifications and qualified products, compliance reviews, and inspections.

Procurements are publicized online via the **Interactive Purchasing System (IPS)**, which lists solicitations from all state departments and campuses, plus public schools and some local governments. Registration through **Vendor Link NC** provides e-mail notification of bidding opportunities.

NC E-Procurement @ Your Service is the State's online purchasing system used by State Agencies and institutions, Community Colleges, public schools, universities, and local governments. The system provides vendors with a single point of access to North Carolina government organizations and the ability to respond to electronic quotes from new and existing buyer

Internet



Registration Process

1 To begin the registration process, go to:
<http://www.ncpandc.gov/VendorLinkNC.htm>

NORTH CAROLINA
Department of Administration

DIVISION OF
PURCHASE & CONTRACT

NCDDA Home
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LIC E-Procurement
E-Procurement
Education Outreach
Term Contracts
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NCDDA : Agencies and Commissions : Purchases & Contracts

Vendor Link NC

- ▶ All About Vendor Link NC
- ▶ HUB Verifications/Reverification
- ▶ Search for Registered Vendors
- ▶ Tips and Hints
- ▶ Vendor Link Home Page
- ▶ Vendor Login to Vendor Link System
- ▶ Vendor Registration
- ▶ How to Register as a Vendor
- ▶ How to Register as a HUB Vendor

2 Select the "Vendor Registration" link.



Advertised Bids, go online @ <http://www.ncpandc.gov>
Click on IPS Bids or Quick Links



NORTH CAROLINA Department of Administration

DIVISION OF
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[P&C Home](#)

[IPS & Other Solicitations](#)

[Vendor Link NC](#)

[NC E-Procurement](#)

[@Your Service](#)

[E-Procurement /](#)

[Education Outreach](#)

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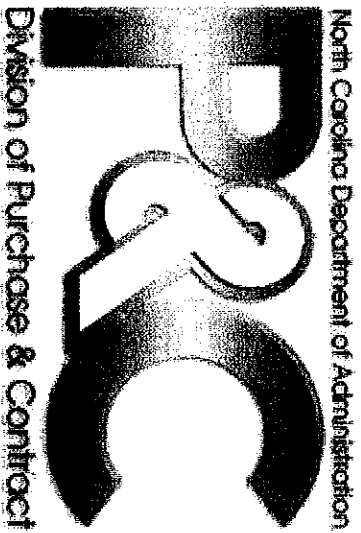
[Notices and Directives](#)

[Sustainability](#)

[Quick Reference Links](#)

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NCDDA : Agencies and Commissions : Purchase & Contract
Welcome to Purchase & Contract



The State of North Carolina purchases a wide variety of products and services with a total value of over four billion dollars annually. The Division of Purchase & Contract is the central purchasing authority for all state departments, institutions, agencies, universities, and community colleges. It also makes certain services available to local governments, public school systems, private colleges and universities, and other non-state entities.

Connect with us:



Quick Links

[Recovery Funds Contract Provisions](#)

[Learn about OERI directives](#)

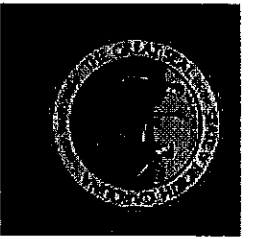
[Register for Vendor Link NC](#)

[Access IPS, the Interactive Purchasing System Search Commodity Code/IPS Category](#)

[View Term Contracts](#)

[Information about Gifts to State Employees](#)

[RFI 201000205](#) - has been posted, please copy [201000205](#) then click: www.ips.state.nc.us/IPS/BidNumberSearch.aspx

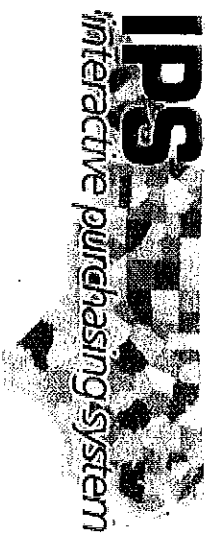


State of North Carolina Interactive Purchasing System

Address: <https://www.ips.state.nc.us/ips/>

Go Links

- [Helpful Tips](#)
- [Bids by Category](#)
- [Bids by Department](#)
- [Search Open Bids](#)
- [Search Bid Number](#)
- [Vendor Link NC](#)
- [P&C Home](#)



State of North Carolina
Interactive Purchasing System

Welcome to the North Carolina Interactive Purchasing System (IPS). Listed below are definitions of each of the menu items above.

Tips

Learn about the IPS site, how to navigate through IPS, how to download the Adobe Acrobat Reader and much more.

Vendor Link NC

Use our Business Registry to market your products or services to a worldwide audience and to obtain a listing of other registered businesses. You may also use this link to register your business, request HUB status or request a re-verification of your current HUB status.

Bids by Category

View a listing of solicitations by category for all purchasing entities.

Bids by Department

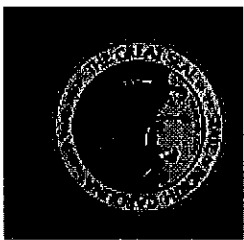
View a listing of solicitations by purchasing entity.

Search for Open Bids

Locate open solicitations by one or more selection criteria.

Search by Bid Number

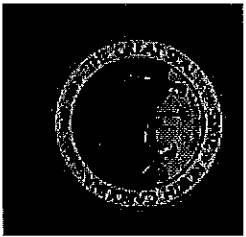
Locate solicitations by bid number.



NC E-Procurement

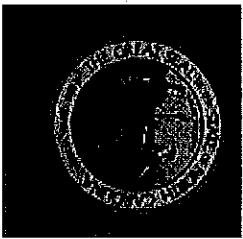
What is NC E-Procurement?

- Internet-based purchasing system
- Allows buyers to shop online Statewide Term Contract catalogs
- Issue purchase orders electronically
- Enables suppliers to do business with statewide public sector buyers



Benefits of E-Procurement

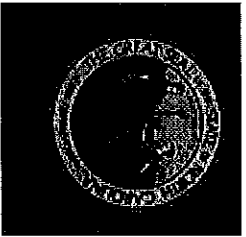
- Increased access to markets without additional marketing efforts
- Single point of access to North Carolina government organizations
- Increased order accuracy and reduced cycle times
- Standardization across organizations/agencies
- Electronic solicitations - more efficient and accurate quoting
- Better access to information and purchasing entities
- HUB vendors noted in Term Contract catalog
- Improved compliance with contracts and purchasing rules



E-Procurement in NC

Who is using NC E-Procurement @ Your Service?

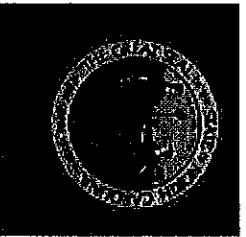
- All State Agencies – 30
- Institutions and Hospitals – 15
- K-12 Public Schools – 115
- Community Colleges – 58
- Local Governments – 22



eQuote

eQuote is an electronic tool for informal solicitations

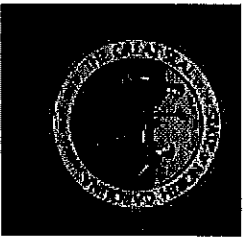
- Receive and respond to informal quotes electronically
- Entities can solicit quotes under \$10,000. Public Schools and local governments up to \$90,000
- Replaces manual quoting processes (phone, fax, paper catalogs)
- Suppliers receive invitation to quote on goods & services
- Increased access to business opportunities



E-Procurement Registration

Vendor registration is an Internet application. As a registered vendor you will be able to receive purchase orders from entities across North Carolina using the E-Procurement System.

- Online registration via www.vendor.ncgov.com
- Suppliers specify method of delivery for electronic POs & billing information
- Suppliers have the option to register for eQuote
- Suppliers must register to receive electronic Purchase Orders and eQuotes



To Register for E-Procurement, IPS, & e-Quote

Address: <http://www.doa.state.nc.us/PandC/index.html>



NORTH CAROLINA Department of Administration

DIVISION OF
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[P&C Home](#)

[IPS & Other Solicitations](#)

[Vendor Link NC](#)

[NC E-Procurement](#)

[@ Your Service](#)

[E-Procurement /](#)

[Education Outreach](#)

[Term Contracts](#)

[P&C Information](#)

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[Sustainability](#)

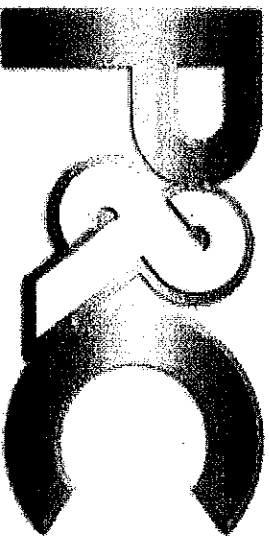
[Quick Reference Links](#)

[Contact Us](#)

[NCCDA : Agencies and Commissions : Purchase & Contract](#)

Welcome to Purchase & Contract

North Carolina Department of Administration

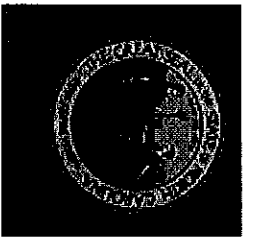


Division of Purchase & Contract

The Division also provides training to procurement professionals and vendors, technical assistance on specifications and qualified products, compliance reviews, and inspections.

Procurements are publicized online via the **Interactive Purchasing System (IPS)**, which lists solicitations from all state departments and campuses, plus public schools and some local governments. Registration through **Vendor Link NC** provides e-mail notification of bidding opportunities.

NC E-Procurement @ Your Service is the State's online purchasing system used by State Agencies and Institutions. Community



Select Vendor Tab



- Buyer
- Vendor
- User Training
- Contact Us

Welcome to NC E-Procurement!

NC E-Procurement provides an innovative, cost-saving, and efficient method of purchasing. NC E-Procurement allows government entities to aggregate their purchases to obtain better prices from suppliers. Additionally, NC E-Procurement allows greater visibility into statewide procurement information, allowing the State to negotiate better term contract savings.

NC E-Procurement provides suppliers with increased access to markets without additional supplier marketing efforts, a single point of access for North Carolina government organizations, a faster and more efficient method for quoting (eQuote), and increased order accuracy through receipt of electronic orders with a consistent purchase order format. Overall, NC E-Procurement can help realize processing, marketing, and administrative cost savings.

A couple of months ago our Transportation Department needed another fueling station. We had a vendor come to the site and give us a quote of \$23,000. Since I didn't know any other vendors, I went out on eQuote and was able to find 4 more vendors close to our area that installed fuel tanks. We put the bid out on eQuote and included the vendor that had come to the site. The site vendor came in at the same quote but another eQuote vendor came in at \$18,000. We were able to save \$5,000. "

- Craven County Schools

E-Procurement Statistics
as of May 10, 2009

Purchase Orders (PO) Issued 2,556,323

- Buyer Login
- Vendor Login
- Vendor eQuote Login
- Registered Vendor Search
- State Term Contract Catalog Search
- State Term Contracts Listing
- News & Events
- Quick Links

- Buyer Login
- Vendor Login



Vendor Registration

SS http://eprocurement.nc.gov/Vendor.html

Go Link



[Buyer](#)

[Vendor](#)

[User Training](#)

[Contact Us](#)

Vendor Registration

Instructions for companies interested in doing business with the State of North Carolina.

E-Procurement Vendor and eQuote Registration

Statewide Vendor Registration is an Internet application that allows companies to register for NC E-Procurement @ Your Service. This registration allows companies to receive purchase orders from State Entities using the E-Procurement System. This registration also allows companies to respond to informal solicitations for price quotes from those same entities through an Internet based application called eQuote.

Vendor Link Registration for IPS

Vendor Link is an online Internet application that allows companies to register for the NC Interactive Purchasing System. Registered vendors are sent e-mail notification of procurement opportunities in their selected areas of interest. They can view the solicitations on the Internet and respond if interested.

[Vendor Tips](#)

[Frequently Asked Questions](#)

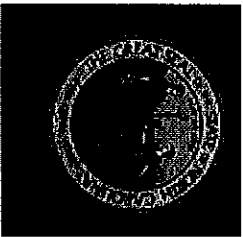
[Buyer Login](#)

[Vendor Login](#)

[Vendor eQuote Login](#)

[Vendor](#)

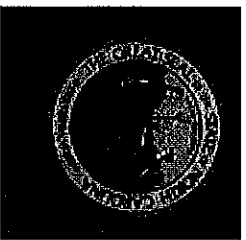
[NC E-Procurement Overview](#)



Executive Order No. 50 (Price Matching Preference)

Pursuant to North Carolina General Statute § 143-59 (G.S. § 143-59) and Executive Order No. 50 issued by Governor Perdue on February 17, 2010, entitled "Enhanced Purchasing Opportunities for North Carolina Businesses," a price-matching preference may be given to North Carolina resident bidders on contracts for the purchase of goods. This preference will allow a qualified North Carolina resident bidder to match the price of the lowest responsible nonresident bidder, if the North Carolina resident bidder's price is within five percent (5%) or \$10,000, whichever is less, of the nonresident bidder's price. If the resident bidder requests and qualifies for the price-matching preference, the resident bidder will first be offered the contract award and it will have three (3) business days to accept or decline the award based on the lowest responsible nonresident bidder's price.

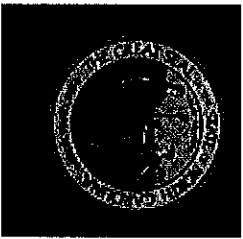
Executive Order #50 applies to procurements from the Governor's Office, Cabinet Agencies (i.e., Administration, Commerce, Correction, Crime Control and Public Safety, Cultural Resources, Environment and Natural Resources, Health and Human Services, Juvenile Justice and Delinquency Prevention, Revenue, and Transportation), Universities and Community Colleges and all procurements handled by the Division of Purchase and Contract. All other State Agencies are encouraged to implement the requirements of the Executive Order #50 and vendors should contact these State Agencies to determine whether they have adopted and implemented Executive Order #50.



More Information

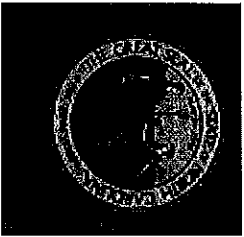
To learn more about E-Procurement & State Purchasing, go to:

- Purchase and Contract Website: www.doa.state.nc.us/pandc
- NC E-Procurement Website: <http://eprocurement.nc.gov/>
- E-Procurement Supplier Help Desk 888-211-7440, option #2



E-Procurement Registration Tips

- Complete all data required
- Read Terms and Conditions carefully
- Need assistance call the supplier help desk 888-211-7440, option #2
- Accept Terms and Conditions



Formal Bid Solicitations Tips

- Read bid document carefully
- Ensure bid is signed
- Contact contract administrator for questions
- Attend pre bid conference, if applicable
- Check IPS for addendums (i.e., addendum clarification, opening date change, bid cancellation)