

# Department of Management

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## Purchasing Results - FY07

### INTRODUCTION

Governor Vilsack and Lt. Governor Pederson are eager to gain the benefit of the Purchasing Results budget process again this year. This process does not follow the traditional method of beginning with a base budget and adding and subtracting. Instead, we begin with the results Iowans want from their state government. Buying teams purchase offers from sellers – state agencies and their offers that will best and most efficiently produce those results.

Departments develop options or “offers” for achieving the results – at the time they can offer. If the State has rules or processes in place that limit a department's ability to serve the public in the best way possible, suggest they be changed and how they can be changed, and describe the benefits. In the same vein, if an organizational structure doesn't make sense, suggest an alternative and how the State's internal workflow can be improved, recommend the necessary changes and describe the benefits. If the assignment of duties within a department or within the State as a whole can be improved, explain how it can be changed and recommend the appropriate modifications. If the State should stop contracting with external vendors or should stop contracting with external vendors, provide a benefit analysis for the alternative method.

Assume no base budgets. If there is an activity you want to conduct in FY07, you need to have appropriated funds – existing, modified, or new activities – it needs to be in the offer. All offers responding to a given result will be evaluated against one another. They will compete for the dollars allocated to that result.

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