



CompTIA
**State & Local Govt
and Education**
COUNCIL

Idaho's IT Procurement

Jennifer Saha, National Director of Public Sector Councils

CompTIA

Tech Industry in Idaho: CompTIA Cyberstates

TECH INDUSTRY EMPLOYMENT 32,634

TECH BUSINESS ESTABLISHMENTS 2,744

TECH INDUSTRY PAYROLL \$3.0B

AVERAGE WAGE IN TECH INDUSTRY \$90,415

% OF PRIVATE SECTOR WORKERS IN TECH 5.9%

STATE RANKINGS: TECH EMPLOYMENT 37th

STATE RANKINGS: AVERAGE TECH WAGE 20th

7.1%
**ESTIMATED DIRECT
CONTRIBUTION OF
THE TECH SECTOR
TO THE IDAHO
ECONOMY**

Idaho's IT Spend and business prospects

Idaho signs an estimated \$1.5 billion in contracts annually.

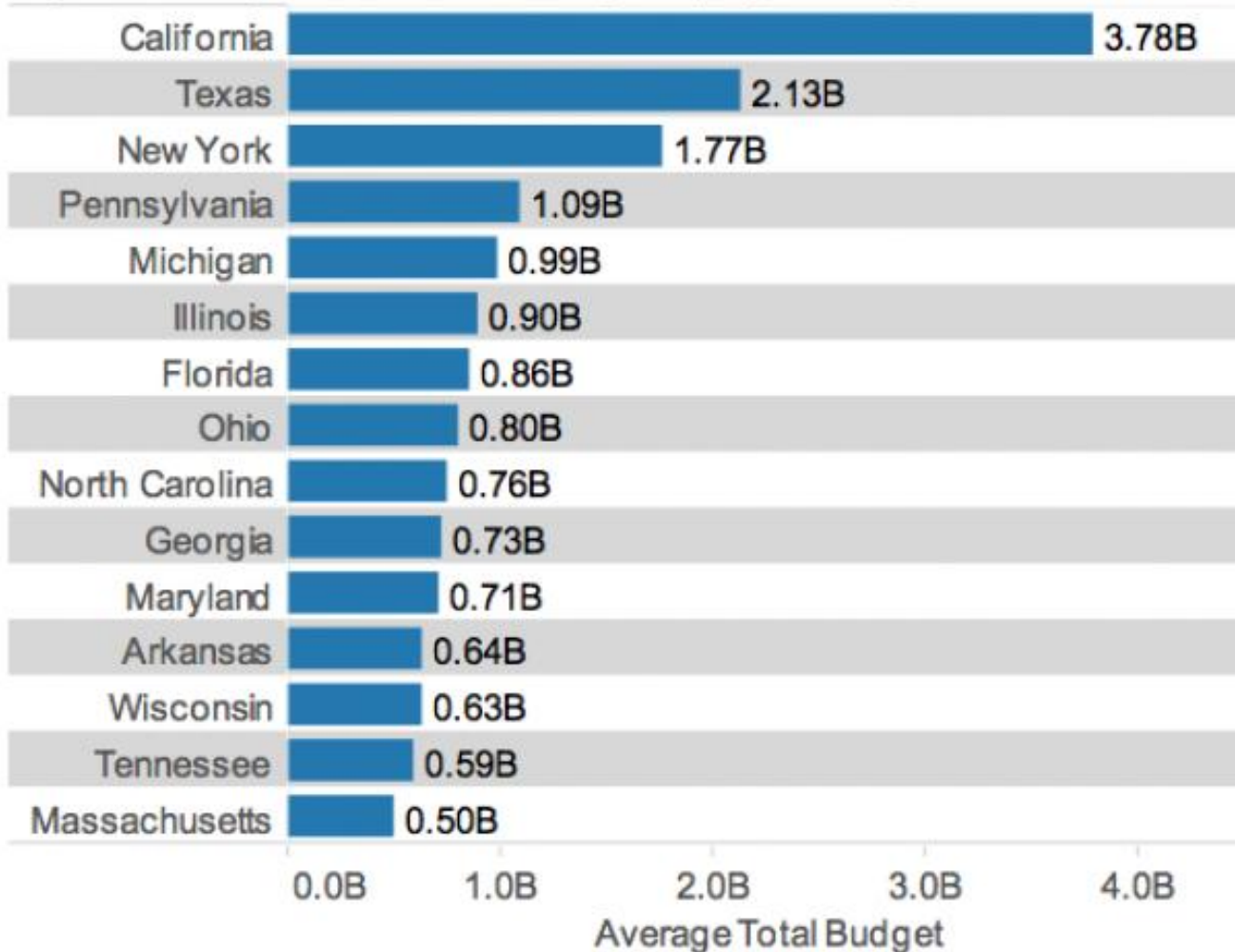
- 5% typically spent on IT in public sector
- Estimated \$75m spent on IT

According to the Center for Digital Government, in 2016:

- Nationally, states expected to spend \$47.4 billion on IT
- Feds spend \$82b and locals spend another \$52.4b

Typical state spend on Technology- Deltek

Figure 6: Top 15 state IT budgets (5-year avg. FY 2011 - 2015)



CompTIA's Recommended Procurement Principles

- COMPETITION
- BEST OVERALL VALUE
- TRANSPARENCY
- AGENCY DISCRETION
- COMMERCIAL BEST PRACTICES**
- AVOID RESTRICTIVE SOURCING REQUIREMENTS

Commercial Best Practices Issues

CHALLENGES IN IDAHO



LIABILITY



SHARED RISK



MUTUAL
AGREEMENT



FLEXIBILITY/
NEGOTIATION

How does Idaho stack up?

Idaho: terminated contractor funds new bid
Others: none.

Idaho: Vendors can't file lawsuits or file a contract claim.
Others: About half of states.

Idaho: vendors can't terminate for cause.
Others: Rare.

Idaho: will not limit liability.
Others: Rare.

Idaho: 10 staff in DOP.
Others: Only 2 states with this few.

Idaho: IT procurement under the CPO.
Others: About half of states.

In Conclusion...

Thank you!

Jennifer Saha
National Director,
Public Sector
jsaha@CompTIA.org
(630)678-8539