

TRANSFORMING PROCUREMENT AT THE STATE OF MARYLAND: E-MARYLAND MARKETPLACE ADVANTAGE MOVES THE STATE INTO THE NEXT GENERATION OF PROCUREMENT.



“Our vision is to set the standard for state procurement, delivering strategic value to agencies, employees, constituents and vendors. Ivalua provides the leading capabilities, flexibility and public sector experience needed to empower our transformation.”



Robert Gleason
Chief Procurement Officer
State of Maryland

? CHALLENGES

The State of Maryland was poised for a total procurement transformation. Their current system and processes frustrated users and provided limitations to the Government and business community. At the onset of the modernization program the procurement landscape had the following challenges:

- ✓ Processes were complex, manual, and standardized across individual agencies.
- ✓ Lack of integration between current system and other platforms and financial management systems.
- ✓ Significant change management and communication hurdles due to a broad, diverse user base spanning many agencies with different priorities.

🎯 OBJECTIVES

- ✓ Leverage a source-to-pay platform to streamline and modernize manual & paper-based processes.
- ✓ Digitize the complete procurement process, from solicitations to supplier management through invoicing, to improve transparency, compliance, communication and efficiency.
- ✓ Improve the purchasing experience for state employees and suppliers.
- ✓ Become a leading center-of-excellence to all stakeholders.



+ BENEFITS

4.5
MONTHS

Debut of eProcurement system in just 4.5 months across multiple government branches and the business community.



Clear visibility and auditability across all procurement activity, with increased transparency across state spending & contacts

12,000
VENDORS

Onboarded 12,000 vendors by go-live.

2,200
USERS

Trained 2,200 users to enhance the efficiency and effectiveness of the State procurement team.



Increased satisfaction among users, vendors, and business community.



Reduced supply chain risk

SOLUTIONS SELECTED



Public
Portal



Supplier
Management



Sourcing



Contract
Management



Procurement



Invoicing



Strategy &
Analytics



EMPOWERED

- ✓ **Single, integrated digital platform** for all users and Source-to-Pay processes
- ✓ Unified data model delivering:
 - ✓ **Real time visibility** across all source-to-pay processes
 - ✓ **Visibility across** all G2B and G2G commercial activities throughout the state
- ✓ **Central repository for contracts** with smart search engines and notifications
- ✓ **Freed capacity** via automation of repetitive and manual tasks
- ✓ **A modern user interface including Mobile on the Go capabilities** to improve user satisfaction and adoption
- ✓ **Flexibility** to adjust processes for unique or evolving requirements, ensuring long term value from technology investments



WHY IVALUA

Ivalua is built to address the complex and demanding requirements of Public Procurement enabling you to operate more efficiently, reduce risk, increase compliance, and empower digital transformation.



ABOUT THE STATE OF MARYLAND

The State of Maryland's Office of State Procurement is responsible for the management of over 70 agencies and \$7B in spend, providing the necessary goods and services to their over 6 million constituents. eMaryland Marketplace Advantage (eMMA) is Maryland's online procurement platform that connects the vendor community with contracting opportunities from state, county, and local government entities. eMMA facilitates an open transparent, and efficient procurement process. More information is available at <https://emma.maryland.gov/>

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ALL Spend, ALL Suppliers, NO Compromises

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