Agenda

• Introduction

• Overview of the NISC

• **Marketplace.city:** *Transparency in Procurement: How Aggregating Existing Contracts and References Will Lower Cost, Risk, and Time to Buy New Tech*

• Q&A

• Quiz for those seeking Continuing Education Units (CEUs)
Today’s Speakers

- **Sean McSpaden**, NISC Executive Director
- **Chris Foreman**, CEO, Marketplace.city
Continuing Education Units (CEUs)

• CEUs will be awarded to participants that watch the webinar and complete the quiz following the webinar

• 0.1 CEUs for this hour-long event
Learning Objectives

After today’s webinar, participants will be able to:

1. Describe the government’s mechanisms for buying or implementing goods and services.

2. Identify the importance of transparency for both government and contractors.

3. Describe how Marketplace.city supports both government and contractors to be successful in the procurement process.

If you have questions during the webinar, please submit using the question feature in GoToWebinar.
NISC Mission-Focused Job Aids Webinar Series

• In-depth discussion of tools, techniques, and standard operating procedures used for information sharing

• Webinar content applicable to multiple fields, including:
  • Homeland security,
  • Emergency management,
  • Public safety,
  • First responder, and
  • Healthcare preparedness.
NISC Mission-Focused Job Aids Webinar Series

• **March 13:** Crisis Event Response and Recovery Access (CERRA) Framework Presentation (co-hosted by the NISC and DHS Emergency Services Sector)

• **April 17:** First Responder Network Authority Update (co-hosted by the NISC and the FirstNet)

Visit [https://www.nisconsortium.org/nisc-activities/niscwebinars/](https://www.nisconsortium.org/nisc-activities/niscwebinars/) to register for upcoming webinars or view prior webinars
The NISC is a non-profit organization devoted to improving information sharing at all levels of government and for all homeland security, emergency management, first responder, healthcare, and public safety stakeholders.
NISC Members Span Multiple Domains & Disciplines

Public Sector – Private Sector – Non-profits

- Critical Infrastructure
- Emergency Management
- EMS
- Fire
- GIS
- Law Enforcement
- Military
- Private Industry
- Public Health
- Homeland Security
Member Benefits & Application

• Guidance and technical assistance
• Knowledge exchange and networking opportunities
• Access to the NISC Member Portal

Visit http://www.nisconsortium.org/nisc-membership/become-a-member/
Or click ‘Join’ at the top of any webpage on www.nisconsortium.org
Who am I and why am I here?

- CEO of Marketplace.city

- Former CEO of Americas for AvePoint, Inc a Global SaaS company, launched Public Sector business as a standalone business

- First hand experience in feeling the pain.
Why are we talking about Procurement in an Innovation Webinar?

- Putting the “How” with the “What”
- Must recognize and talk about the issues
- Procurement can be an inhibitor to innovation
What is the goal of government procurement?

• Capture the “most favored” customer pricing for the end user
• Be transparent and fair
• Be efficient and good stewards of resources
What is the state of Procurement?

• Designed for construction

• Not achieving those goals in technology and evolving areas

• BUT--There are lots of pathways forward
What are these pathways?

Governments have MANY options when buying or implementing goods and services:

- $$$ Thresholds
- State Level Contracts
- Sole Source
- Cooperative Purchasing
- Piggybacking
- Public/Private-P3s
- And Yes RFPs
So what do we do about it?

Companies

• Transparency – Share your Case Studies, Contract, Results
• Focus on the Repeatable
• Don’t make cities work for it

Cities

• Explore different pathways
• Start the dialogue about procurement evolution at home
• Get creative - Don’t just check the box
How To Get Started
1. Search and Browse the directory:

Cities are unique
City problems are not

What is your city concerned about?
SkyeBrowse - autonomous drones to map out car crashes

Bring your drone to a car crash and run the SkyeBrowse app to map out a car crash in 2 minutes.

Every 2 seconds a car crashes. For major car crashes, police spend 2 hours taking physical measurements and 4 hours on average, each day, filling out paperwork. In addition, accident site reconstruction is dangerous, as the leading cause of police officer death is from being struck by a car. SkyeBrowse uses autonomous drones to take the risk and inefficiency out of car crashes.

Bring your drone to the car crash, tap the crash on your mobile app, and tap "SkyeBrowse." The drone autonomously flies over, streams live video, and turns that video into a 3D model - in 2 minutes. Then, our software uses computer vision and machine learning to figure out who is at fault. We use that information to automatically
Flood and Natural Hazard Risk Assessments for Every Property in the US
Geospiza Swift
2. Use a Clearbox

It is the opposite of a “blackbox”. It is all the information about prior public sector deals, in one place, to de-risk the solution for the next government.

Government requires transparency

Despite regulations, visibility into complete solutions remains a blackbox

And most governments want the same information

The Clearbox

For previous government work:
- The Solicitation
- Responses
- Contract
- Business Model
- Pricing
- Negotiating Terms
- Validations
- Results
- Reviews/References

Using past implementations, Marketplace.city provide the information needed to move forward in the most efficient and cost effective way.
2. Find and Publish Projects & Case Studies:

Built by cities for cities

Connecting the world's most innovative governments to outcomes that serve your residents.

Atlanta / Berriane / Chandler / Chicago / Dublin / Illinois / Kansas City / Las Vegas / New York City / Phoenix / Surrey / Vancouver /
Opportunities

Find opportunities to work with the world's most innovative governments

All Cities New

- **Connect Paratransit Mobility Providers** (02/2019, San Francisco, CA)
  - The Greater Bay Area Regional Transit Authority (RTA) is seeking to enter into contract agreements with qualified transportation contractors to support the RTA's Paratransit Program with a specific goal of enhancing and increasing mobility across the region. RTA offers its customers innovative solutions for intercity mobility.

- **On Demand Mobility Access** (02/2019, San Francisco, CA)
  - The Greater Bay Area Regional Transit Authority (RTA) is seeking to enter into partnership agreements with qualified mobility providers to support the RTA's On-Demand program with a specific goal of enhancing and increasing mobility access within the region. RTA offers its customers innovative solutions for intercity mobility.

- **Competition to Make Cities more Livable with Digital Technology** (02/2019, San Francisco, CA)
  - The competition invites applicants, cities, engineers, tech people and entrepreneurs from all around the world to share ideas for public life in urban environments. We are looking for how can we make cities livable with Digital Technology? Participants will get prize money to execute their proposal.

Share open solicitations, pilots, challenges, etc.
New York City leverages smart technologies to achieve the goals set forth in Mayor de Blasio’s ambitious Plan for One NYC. Equity is an explicit guiding principle in our work – a lens through which we view all of our planning, policymaking, and governing.

Featured Programs
3. Easy and FREE to sign up now.
Thank you & Questions?

Chris Foreman
chris@marketplace.city
@followforeman
Q&A

Please submit questions using the question feature in GoToWebinar.
Member Benefits & Application

• Guidance and technical assistance
• Knowledge exchange and networking opportunities
• Access to the NISC Member Portal


Or click ‘Join’ at the top of any webpage on [www.nisconsortium.org](http://www.nisconsortium.org)
NISC Mission-Focused Job Aids Webinar Series

• **March 13:** Crisis Event Response and Recovery Access (CERRA) Framework Presentation (co-hosted by the NISC and DHS Emergency Services Sector)

• **April 17:** First Responder Network Authority Update (co-hosted by the NISC and the FirstNet)

Visit [https://www.nisconsortium.org/nisc-activities/niscwebinars/](https://www.nisconsortium.org/nisc-activities/niscwebinars/) to register for upcoming webinars or view prior webinars
Quiz

- Following the webinar you will be prompted to complete a quiz
- Complete the quiz to receive your continuing education units (CEUs) for this session