



2nd Quarter FY2020 - Key Performance Indicators

Procurement Efficiency & Vendor Related Information

Competitive Solicitations - Procurement Type	Total	Average Days*	Average Number of Suppliers Responding	Number of SBE Suppliers Responding	Number of SDV Suppliers Responding	Number of MBE Suppliers Responding	Number of WBE Suppliers Responding
RFPs	7	245	1	8	0	1	5
ITBs	11	133	2	3	0	0	4
Professional Services (A&E)	0	N/A	N/A	N/A	N/A	N/A	N/A

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	7	7	0
Cooperative Purchases	5	4	1
Sole Sources DPA	3	3	0
Sole Sources Exempt	1	1	0
Sole Sources <\$250K	8	7	1
Sole Sources >\$250K	8	7	1
Percentage of Sole Source Requests Approved			92%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	29	116	\$ 149,581,975.82
Contract Amendments	15	73	\$ 24,335,119.40
Completed Contracts Greater than \$1 Million	24		
Active Suppliers with Contracts Greater than \$1 Million	553		
Purchase Orders from Solicited Procurements	4	28	\$ 5,439,806.64
Delegated Purchasing Authority Purchase Orders	500	N/A	\$ 1,372,341.78
Number of Purchase Orders	1300		

Reporting Metro Departments include: Fire, General Services, Health, Library and Planning

\*\* Intent to award to Completion

Cost Savings/Avoidance

Organizational Budget (per quarter)		Negotiated Cost Reductions	\$ 984
Percentage of Spend Through Cooperative Purchasing		Total Procurement Spend	\$ 160,607,825

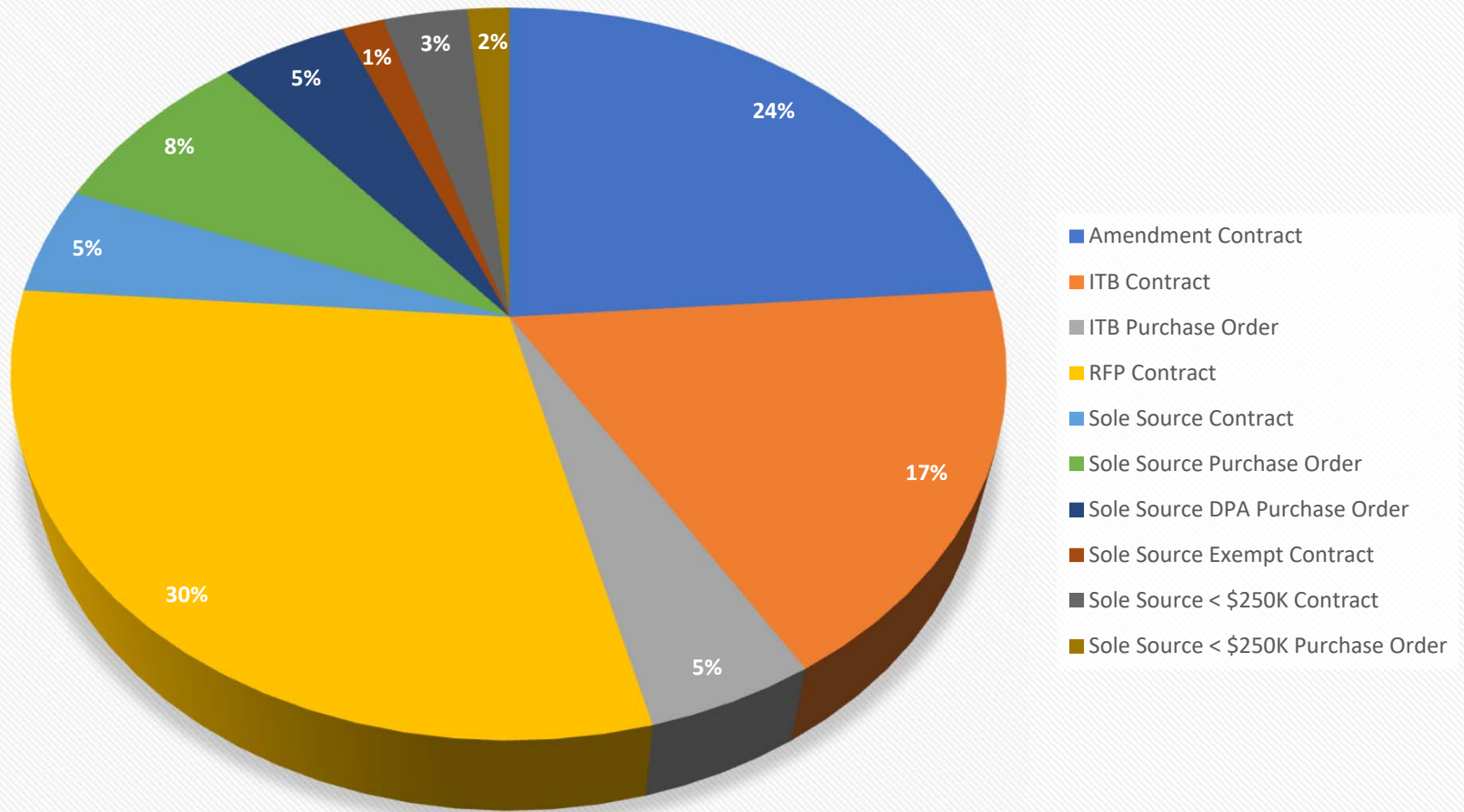
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	3	iProcurement Requisition Entry Training	37	8
Spend per Employee on PD/Training	\$ -	iSupplier Training	0	1.5
Professional Training Hours	8	iProcurement Buyer Training	69	4
		iProcurement Approver Training	32	3
		Procurement Office Training	0	0

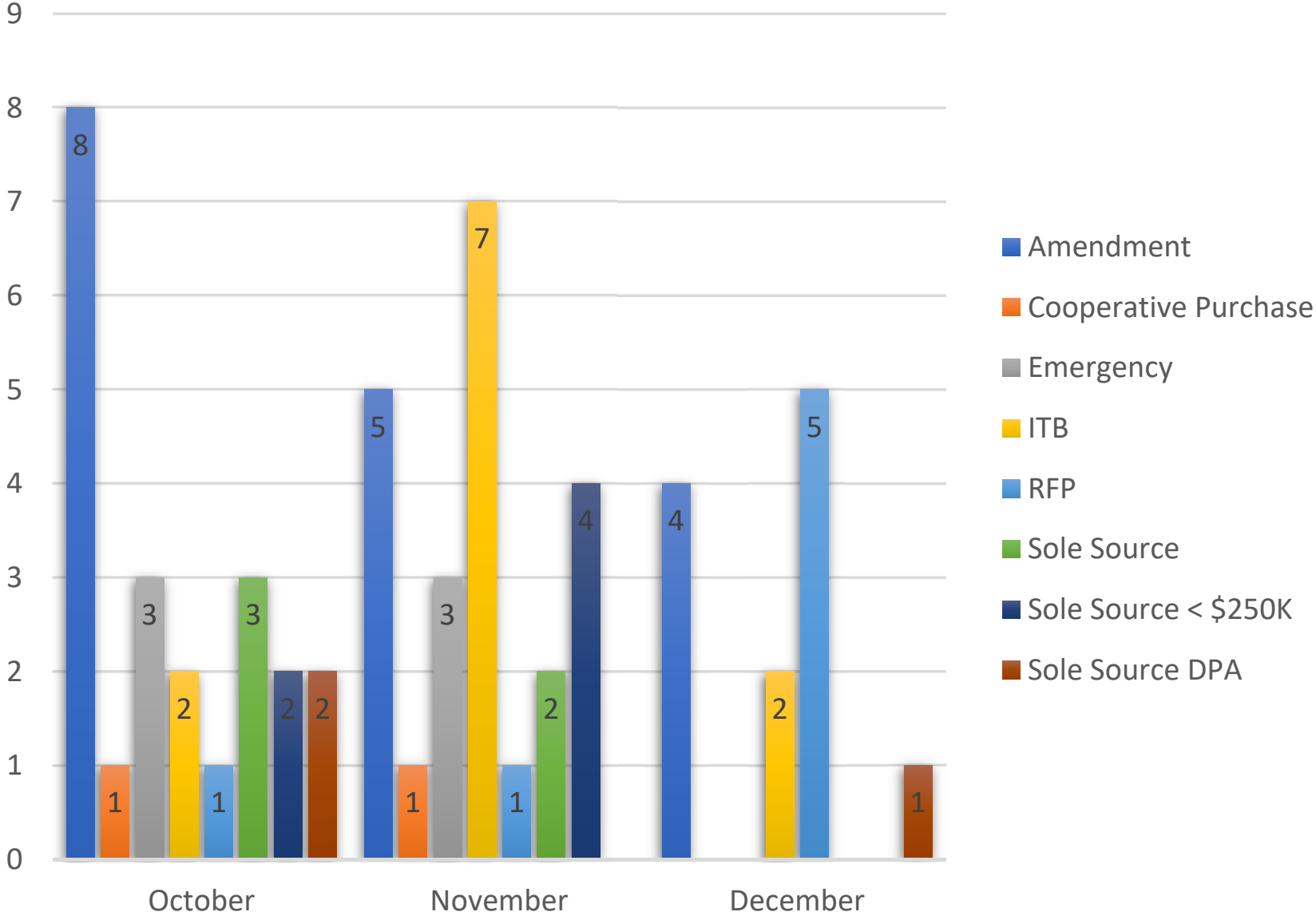
Paper Consumption

Reams of Virgin Paper	12,890	Reams of Recycled Paper	1,410
Virgin Paper Cost	\$ 38,358.10	Recycled Paper Cost	\$ 4,600.90

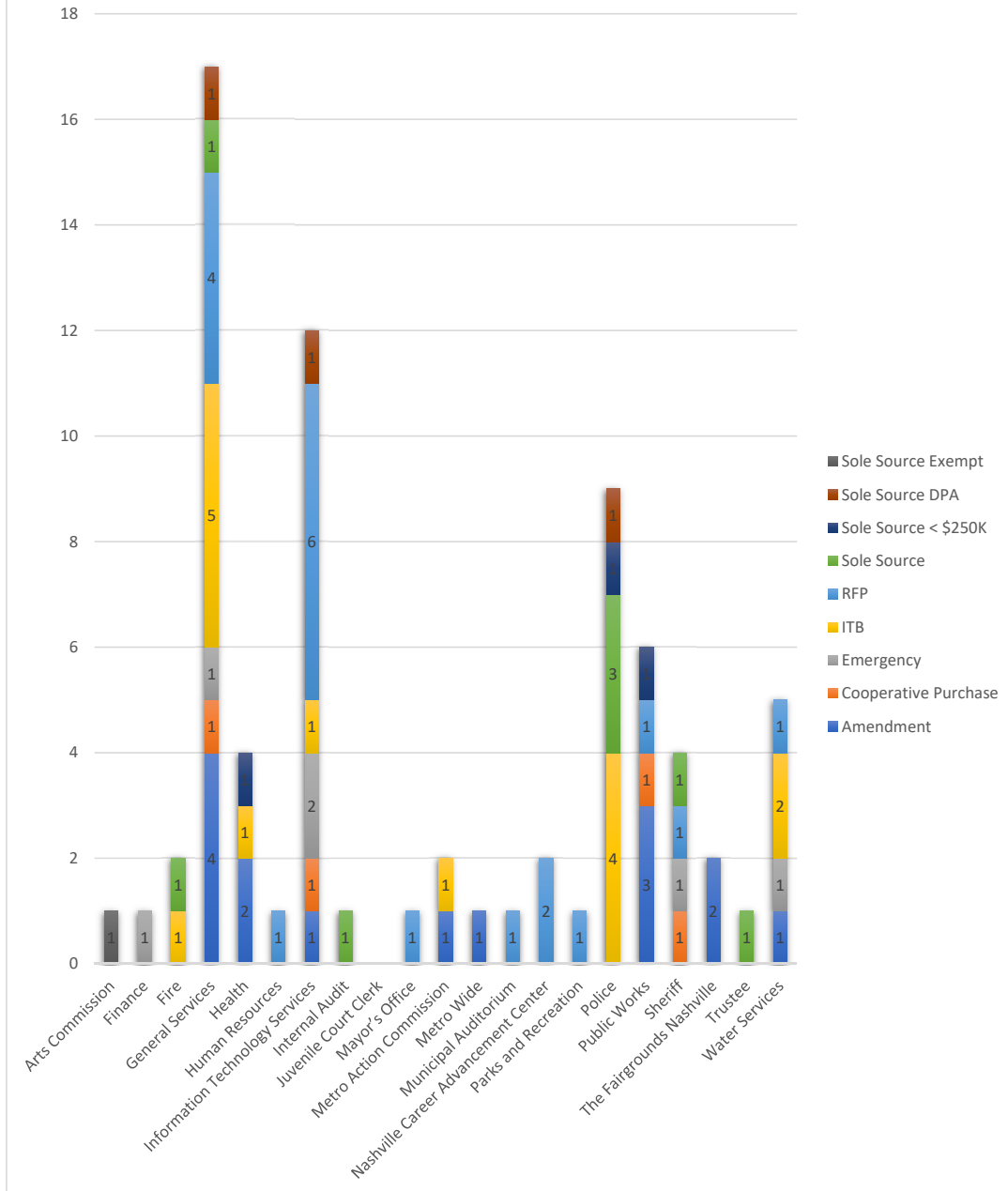
# Q2 Procurement Activity



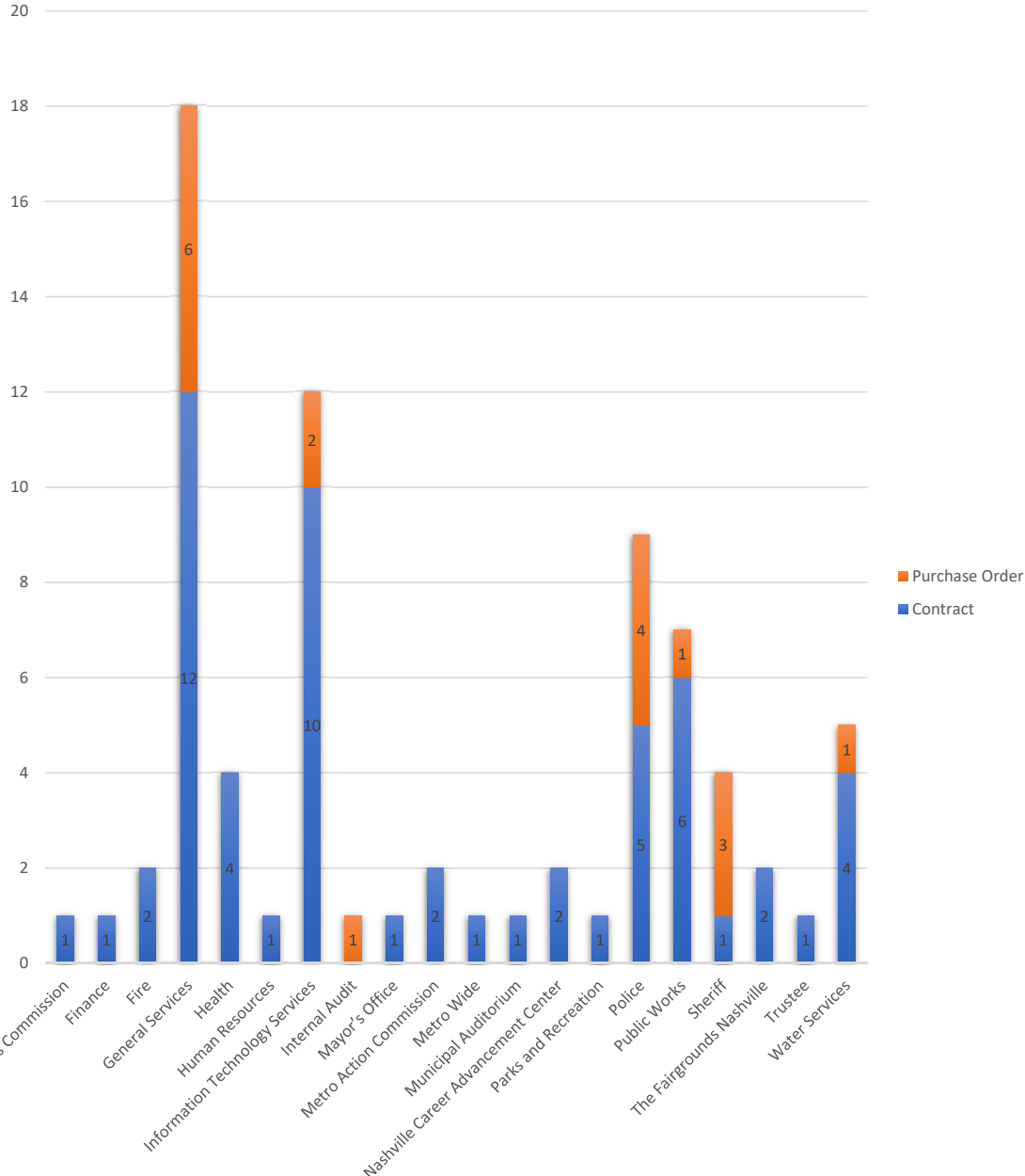
# Q2 Procurement Activity by Month



## Q2 Procurement Activity by Department



Q2 Transaction Activity by Department





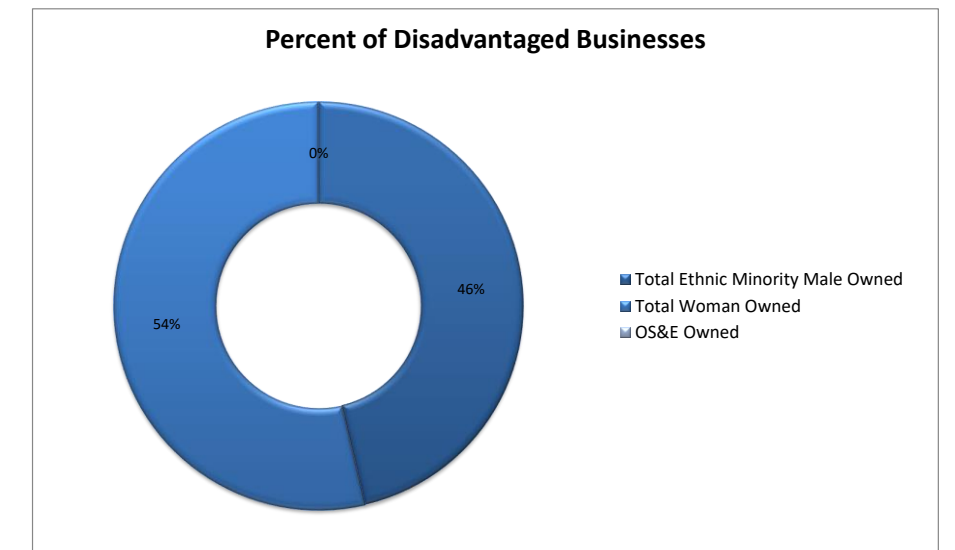
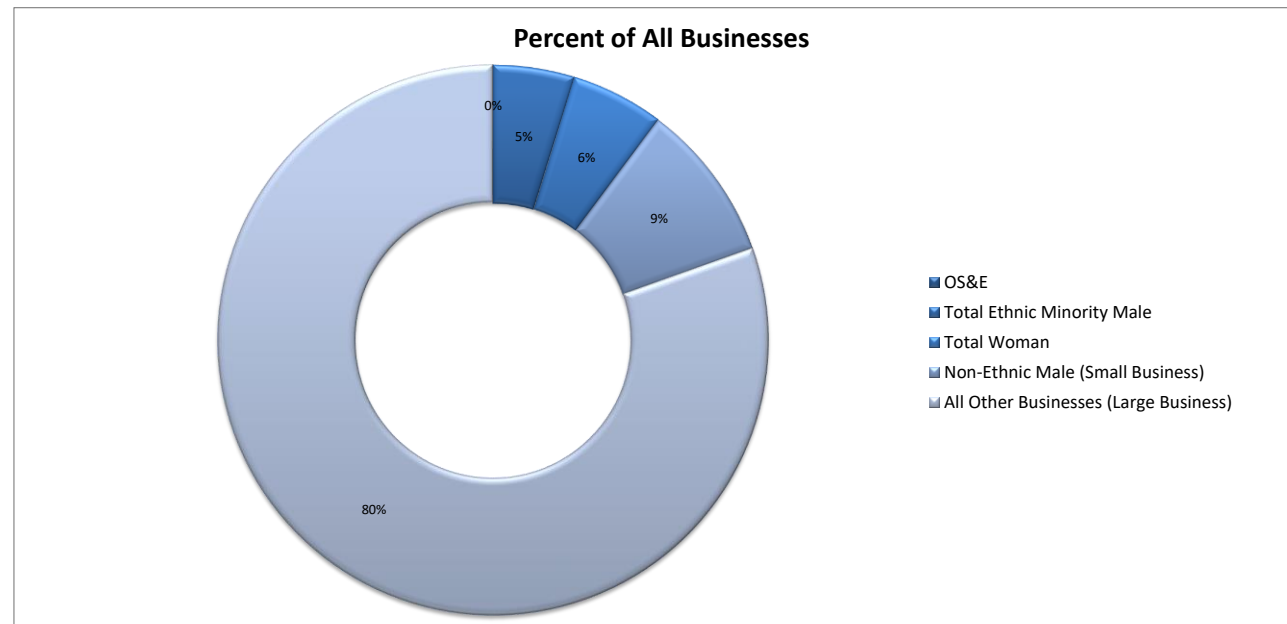
## Fiscal Year 2020 Disadvantaged Business Quarterly Report Q2 FY20 (October - December 2019)

	African American	Hispanic	Asian	Native American	Non-Specific Minority	Non-Ethnic Female	Total Ethnic Minority Male OR Woman Owned	OS&E*	Total Disadvantaged Business %	Total Disadvantaged Business \$	Small Business	Large Business	Total Business
<b>Ethnic Minority Male Owned</b>							4.7%	0.2%	46.3%				57.53%
Metro General Government	\$ 4,460,350	\$ 24,882	\$ 26,010	\$ 42,170	\$ -	N/A	\$ 4,553,412	\$ 70,533	6.81%	\$ 10,938,342	\$ 23,980,755	\$ 125,688,728	\$ 160,607,825
**Metro General Government (Subs)	\$ 3,001,447	\$ 4,216	\$ 6,003,475	\$ -	\$ -	N/A	\$ 9,009,138	\$ 153,937	50.72%	\$ 21,496,840	\$ 18,687,841	\$ -	\$ 42,380,779
Metropolitan Nashville Public Schools	\$ -	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	0.49%	\$ 3,275	\$ 170,824	\$ 494,450	\$ 668,549
Nashville Electric Service	\$ 310,494	\$ 2,096,983	\$ 52,373	\$ -	\$ -	N/A	\$ 2,459,850	\$ -	8.26%	\$ 4,318,147	\$ 1,276,953	\$ 46,687,448	\$ 52,282,548
Metro Development and Housing Agency	\$ 697,708	\$ 35,786	\$ -	\$ -	\$ -	N/A	\$ 733,494	\$ -	9.41%	\$ 949,114	\$ 662,831	\$ 8,476,127	\$ 10,088,072
WeGo Public Transit/Metro Transit Authority	\$ 182,351	\$ -	\$ 206,045	\$ -	\$ -	N/A	\$ 388,396	\$ -	13.03%	\$ 787,143	\$ 245,495	\$ 5,010,356	\$ 6,042,994
Metro Nashville Airport Authority	\$ 4,677,510	\$ 2,727,477	\$ 296,203	\$ -	\$ -	N/A	\$ 7,701,190	\$ -	0.00%	\$ 17,231,803	\$ 4,949,796	\$ 83,106,532	\$ 105,288,131
<b>Totals</b>	<b>\$ 10,328,413</b>	<b>\$ 4,885,128</b>	<b>\$ 580,631</b>	<b>\$ 42,170</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 15,836,342</b>	<b>\$ 70,533</b>	<b>10.22%</b>	<b>\$ 34,227,824</b>	<b>\$ 31,286,654</b>	<b>\$ 269,463,641</b>	<b>\$ 334,978,119</b>
<b>Woman Owned</b>							5.5%	0.02%	53.5%		9.3%	80.4%	100.0%
Metro General Government	\$ 57,686	\$ 4,434	\$ -	\$ -	\$ -	\$ 6,252,277	\$ 6,314,397	\$ -					\$ -
**Metro General Government (Subs)	\$ 605,247	\$ 362,125	\$ -	\$ -	\$ -	\$ 11,366,393	\$ 12,333,765	\$ -					\$ -
Metropolitan Nashville Public Schools	\$ -	\$ 3,275	\$ -	\$ -	\$ -	\$ -	\$ 3,275	\$ -					\$ -
Nashville Electric Service	\$ 617,988	\$ 3,390	\$ 22,685	\$ -	\$ -	\$ 1,214,234	\$ 1,858,297	\$ -					\$ -
Metro Development and Housing Agency	\$ 48,598	\$ -	\$ -	\$ -	\$ -	\$ 167,022	\$ 215,620	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 5,705	\$ -	\$ -	\$ -	\$ -	\$ 393,042	\$ 398,747	\$ -					\$ -
Metro Nashville Airport Authority	\$ 149,231	\$ 3,600	\$ -	\$ -	\$ -	\$ 9,377,782	\$ 9,530,613	\$ -					\$ -
<b>Totals</b>	<b>\$ 879,208</b>	<b>\$ 14,699</b>	<b>\$ 22,685</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 17,404,357</b>	<b>\$ 18,320,949</b>	<b>\$ -</b>			<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Spend</b>	<b>\$ 11,207,621</b>	<b>\$ 4,899,827</b>	<b>\$ 603,316</b>	<b>\$ 42,170</b>	<b>\$ -</b>	<b>\$ 17,404,357</b>	<b>\$ 34,157,291</b>	<b>\$ 70,533</b>	<b>10.22%</b>	<b>\$ 34,227,824</b>	<b>\$ 31,286,654</b>	<b>\$ 269,463,641</b>	<b>\$ 334,978,119</b>

NOTE:  
 \* OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses that are not owned by minorities or women.  
 \*\*Metro GG (Subs) not included in total spend amounts.

Percent of All Businesses	
OS&E	0.02%
Total Ethnic Minority Male	4.73%
Total Woman	5.47%
Non-Ethnic Male (Small Business)	9.34%
All Other Businesses (Large Business)	80.44%
Total	100.0%

Percent of Disadvantaged Businesses	
Total Ethnic Minority Male Owned	46.27%
Total Woman Owned	53.53%
OS&E Owned	0.02%
Total	100.0%



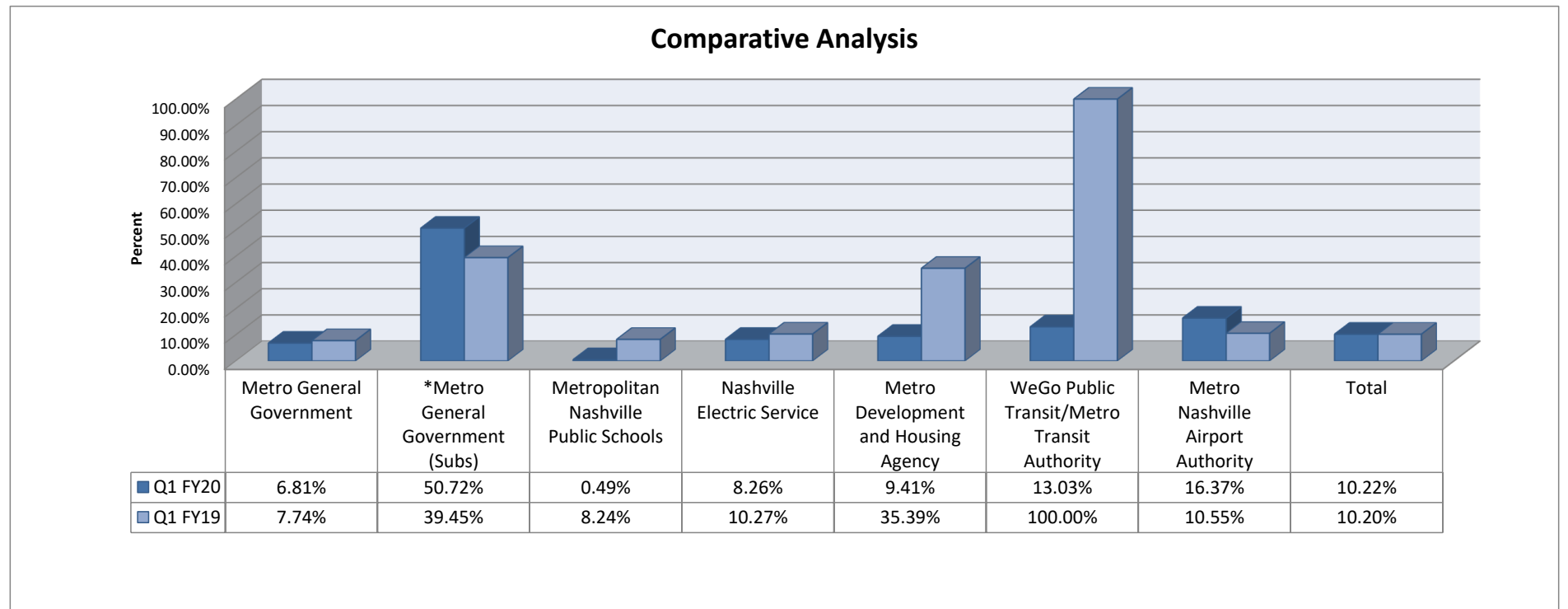


## Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20/FY19 Comparative Analysis By Agency for Q1 (July-September 2019)

	FY20			FY19		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	6.81%	\$ 10,938,342	\$ 160,607,825	7.74%	\$ 16,679,240	\$ 215,486,887
*Metro General Government (Subs)	50.72%	\$ 21,496,840	\$ 42,380,779	39.45%	\$ 7,332,670	\$ 18,586,520
Metropolitan Nashville Public Schools	0.49%	\$ 3,275	\$ 668,549	8.24%	\$ 6,354,636	\$ 77,129,914
Nashville Electric Service	8.26%	\$ 4,318,147	\$ 52,282,548	10.27%	\$ 3,930,118	\$ 38,258,674
Metro Development and Housing Agency	9.41%	\$ 949,114	\$ 10,088,072	35.39%	\$ 8,699,253	\$ 24,580,785
WeGo Public Transit/Metro Transit Authority	13.03%	\$ 787,143	\$ 6,042,994	100.00%	\$ 332,432	\$ 332,432
Metro Nashville Airport Authority	16.37%	\$ 17,231,803	\$ 105,288,131	10.55%	\$ 8,133,521	\$ 77,060,193
<b>Total Spend</b>	<b>10.22%</b>	<b>\$ 34,227,824</b>	<b>\$ 334,978,119</b>	<b>10.20%</b>	<b>\$ 44,129,200</b>	<b>\$ 432,848,885</b>

Comparison		
Agency	Q1 FY20	Q1 FY19
Metro General Government	6.81%	7.74%
*Metro General Government (Subs)	50.72%	39.45%
Metropolitan Nashville Public Schools	0.49%	8.24%
Nashville Electric Service	8.26%	10.27%
Metro Development and Housing Agency	9.41%	35.39%
WeGo Public Transit/Metro Transit Authority	13.03%	100.00%
Metro Nashville Airport Authority	16.37%	10.55%
Total	10.22%	10.20%

NOTE:  
\* To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.





## Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY20 – 2nd Quarter (October- December 2019)

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Important points to note about the EBO Program which launched on July 5, 2019:

1. The Metro Government released **13** solicitations that had race and gender conscious goals.
  
2. **43.4 million** is the total estimated spend with minority or woman owned businesses;
  - a. **14.5 million** is the total estimated spend with minority owned businesses;
  - b. **28.9 million** is the total estimated spend with woman owned businesses;
  
3. **25%** is the combined goal for minority or woman owned business participation;
  - a. **11%** is the average goal for minority owned business participation;
  - b. **14%** is the average goal for woman owned business participation.
  
4. By comparison, in the previous fiscal year, the total participation rate for minority and woman owned businesses was **6% combined**.