



THE OSP CONNECTION

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From The Director's Chair...

We've reached another milestone. Fiscal Year 2025 has come to a close. That means Fiscal Year 2026 is underway. In order to make this Fiscal Year a success, I would like to offer a few suggestions...

- Review your department's agency-term contracts. If the contract is expiring in the next 12 months and doesn't have any remaining renewals, the re-bid process should start 3-6 months prior to final expiration.
- Make sure your department's Blanket Order POs are renewed or rebid to ensure that there isn't a break in service on necessary goods and services for your organization.
- PPCS contracts cannot be amended or extended once the contract has expired. It is critical that the expiration dates are reviewed frequently. If additional time will be needed on the contract, the amendment must be approved before the contract expires. Keep in mind that most PPCS contracts cannot go beyond 36 months.
- Review all contracts awarded through the Request for Proposals process. If your department's contract(s) that were awarded from an RFP are within 18 months of expiration, with no remaining renewals, it's time to start thinking about planning the re-start of the RFP process.

If you ever have any questions about any of these items, or a procurement question in general, please reach out to the appropriate OSP Help Desk:

Purchasing: DOA-OSPhelpdesk@la.gov

Professional Contracts: DOA-PChelpdesk@la.gov

RFP: LESA@la.gov

We look forward to working with all of you in FY26 ! !

Tom Ketterer, Director

Procurated Partners with OSP

The Office of State Procurement (OSP) has partnered with Procurated to use their innovative platform, Canary. As a leading ratings and reviews platform for the public sector, Procurated offers a wealth of information on supplier performance – including over 80,000 trusted reviews from verified government employees. Canary, their contract performance intelligence platform, lets the OSP team gather feedback, see data insights, and manage performance specifically for suppliers on Louisiana statewide contracts. You can think of Procurated as the “Yelp” or “Google Reviews” for state contracts.

This collaboration marks a significant step forward in our commitment to efficient, transparent, and accountable procurement practices. Before we partnered with Procurated, meetings with most of these state suppliers were largely reactive, and often initiated at the supplier's request. OSP was frequently not made aware of an issue until it had become a major problem, and conversely, we almost never heard if a supplier was doing well. It was a “no news is good news” approach.

Since implementing Canary in January 2024, contract end users now have a direct channel to provide feedback on our high-volume suppliers, enabling us to conduct performance-based business reviews grounded in real-world data. This data-driven approach allows us to identify and address performance challenges proactively, and also recognize top-performers, ensuring that Louisiana agencies receive the best possible goods and services.

To illustrate Canary's impact, one of our OSP buyers shared a compelling example: during a Canary-powered business review with a supplier, by checking reviews, they discovered an issue affecting numerous state agencies. Without Canary's review data, this issue might have gone unnoticed, potentially escalating into a more significant problem. Canary's early warning system allowed for swift collaboration with the supplier to address the issue proactively.

Positive Feedback from the Supplier Community

The response from the supplier community has been extremely positive. One supplier has even expressed their dedication to achieving a higher Procurated ratings score in Louisiana than their national average. This enthusiasm underscores the platform's effectiveness in fostering a culture of continuous improvement and healthy competition among suppliers.

Your Feedback Matters

We strongly encourage all State Agencies and local governments using OSP contracts to actively participate in this initiative by providing feedback on their experiences with suppliers through Canary. It is a user-friendly process that takes just a few minutes but can impact the quality of services across the state. A government email address is required to register on-site, in order to ensure only qualified buyers are writing these reviews. You can access the site [here](#).

Your feedback is essential to building a more transparent and accountable procurement system that ultimately benefits all Louisiana citizens. Please join us in this collaborative effort by writing a vendor review in Canary!

If you have any questions related to Procurated, please contact Claire Shaheen at Claire.Shaheen@la.gov.



IMPORTANT ANNOUNCEMENT

Consulting Services Contracts Threshold Raised

Act 5 of 2025 raised the threshold for requiring competition for Consulting Services contracts from \$75,000 to \$150,000, over a 12-month period. State agencies can contract for consulting services in an amount up to \$449,997 in a 36-month period, provided not more than \$149,999 is expended in each 12-month period. Contracts which exceed this amount will require a Request for Proposal (RFP) as provided by law. See [Louisiana R.S. 39:1621](#) , as amended by Act 5.

The threshold for Social Services contracts requiring competition remains the same. Contracts greater than \$249,999.99 in a 12-month period (maximum \$749,997 in 36 months) require an RFP, unless specifically exempted in accordance with [Louisiana R.S. 39:1619](#).

Recently Awarded Statewide Contracts:

| | |
|---|---|
| Ammunition | Contract # 4400032461 —Pinnacle Precision, LLC |
| Facilities MRO (Regular & Emergency) | Contract # 4400030826 —WW Grainger, Inc. Contract # 4400030828 —Fastenal Company Contract # 4400030935 —SID Tool Co., Inc. |
| Facility Security Systems | Contract # 4400032579 —Covergint Technologies, LLC |
| Flooring | Contract # 4400031045 —Mannington Mills, Inc. Contract # 4400031048 —Mohawk Carpet Distribution, Inc. |
| Food and Distribution Services | Contract # 4400032165 —Ben E. Keith Contract # 4400027685 —Sysco Corporation |
| FTA Modified Vans & Buses | Contract # 4400032801 —Model 1 Commercial Vehicles, Inc. |
| Furniture | Contract # 4400032301 —The HON Company Contract # 4400032382 —Kimball International Brands, Inc. Contract # 4400031816 —Krueger International, Inc. |
| Paper | Contract # 4400031861 —Vertiv Operation Company Contract # 4400030538 —Vertiv Operation Company |

Contract Spotlight

Bulk Fuel Statewide Contract Award Summary

Contract Expiration 03/31/2026

| Contract No. | Vendor | Tank Wagon (0-3,999 gallons) | Transport Truck (4,000 gallons +) | Ferries and Vessels |
|----------------------------|-------------------------------|------------------------------|-----------------------------------|---------------------|
| 4400026868 | Mansfield Oil Company | | Regions: B, I | |
| 4400026880 | Lott Oil Company | Regions: E, F | Regions: E, F | |
| 4400026881 | Waring Oil Company, LLC | | | All Regions |
| 4400030000 | Petroleum Traders Corporation | | Regions: C, D, L | |
| 4400032499 | Retif Oil & Fuel, LLC | Regions: A, B, C, D, I, L | | |
| 4400032510 | W B McCartney Oil Co, Inc. | Region: G | Regions: A, G | |

NOTE: For purposes of these contracts, the dividing line for St. James and St. John parishes shall be the Mississippi River.



Emergency Contingency Contracts

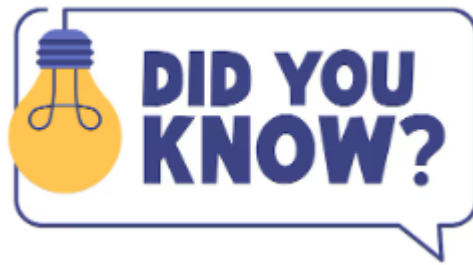
Hurricane Season is here once again. The Office of State Procurement (OSP) has prepared for this time of the year by competitively bidding and awarding contracts for goods and services that are likely to be needed in the event of a hurricane or other types of emergency events. There are currently over 100 contracts available for use in LA eCat. In an effort to ensure that supplies or services will be available during an event, some commodities have multiple contracts available. These Emergency Contingency Contracts are to be used only when the Governor declares a state of emergency.

These contracts can be found in OSP's electronic catalog, LA eCat . The easiest way to search for these contracts in LA eCat is to type "Emergency" in the Contract Description field (shown as Contract Desc.). Agencies are highly encouraged to utilize the lowest priced contract; however, surrounding circumstances, such as availability, delivery time, etc., may not allow you to. Be sure to keep a well-documented file for all emergency purchases, especially if a FEMA reimbursement will be requested.

It is recommended that agencies review the Emergency Contingency Contracts that are available ahead of time. To obtain additional information, you may contact the State Procurement Analyst listed on the contract. The Office of State Procurement will also be available to provide support during an emergency event. Plan ahead and be prepared, but hopefully, no one will have a need to utilize any of these contracts this year!!



<https://www.istockphoto.com/vector/map-of-louisiana-and-hurricane-symbol-gm1177415804-328693120>



Did you know the Office of State Procurement has a YouTube channel? At OSP we strive to provide as much information as possible to educate vendors and agencies and we currently have 37 videos on our channel that cover a variety of topics. We encourage everyone to view our channel [here!](#) We are actively working on building up this resource library and welcome any suggestions for future trainings we can record.



Louisiana Office of State Procurement

@louisianaofficeofstateproc8080 · 154 subscribers · 37 videos


The YouTube channel of the Office of State Procurement, Louisiana Division of Administration...more

Subscribe

LIST SERV

The Office of State Procurement has an email list that is used when sending out information, procedures, policies, training opportunities, etc.

Not subscribed? It is easy! In order to subscribe, send a blank email to osp-agencies-subscribe-request@listserv.doa.la.gov, as seen below. Remove all automated signatures and/or images. The subject and message should be blank.

| | | |
|---|---------|---|
|  Send | To... | <input type="text" value="osp-agencies-subscribe-request@listserv.doa.la.gov"/> |
| | Cc... | <input type="text"/> |
| | Subject | <input type="text"/> |
| <input type="text"/> | | |

MMCAP Infuse National Member Conference

MMCAP Infuse is the national cooperative group purchasing organization (GPO) serving government healthcare and pharmacy facilities. Through competitively bid and aggressively negotiated contracts, MMCAP Infuse delivers significant cost savings on pharmaceuticals and healthcare products to more than 13,000 members in all 50 states.

In April, Christine Schwartzenburg and Aleksandra Jackson of the Office of State Procurement (OSP) attended the MMCAP Infuse National Member Conference in Minneapolis, Minnesota. The conference offered extensive opportunities for engagement and networking among state government MMCAP contacts. Sessions focused on updates within MMCAP, such as refinements to procurement strategies, newly awarded vendor contracts, and program enhancements, equipping OSP with insights to optimize the State's cooperative purchasing initiatives and maximize the value of its partnership with MMCAP Infuse.



The 4th Annual Tunica-Biloxi Tribe Procurement Conference

The Office of State Procurement participated in the Tunica-Biloxi Tribe's Procurement Conference in Marksville, LA on June 10th and June 11th. This 2 day conference was held in conjunction with the APEX Accelerators of Louisiana and the National Center APEX Accelerator and provided small businesses the opportunity to meet with buying representatives within the State.

OSP provided a presentation to vendors on "How to Do Business with the State of Louisiana" and also met with them one on one to answer any questions regarding current and/or future contracting opportunities.



Procurement Word Scramble

Unscramble the below procurement terms and write your guesses in the space provided!

- | | |
|-------------------|-------|
| 1. UROEERPTCMN | _____ |
| 2. INARTAFCITOI | _____ |
| 3. ENOIXEMPT | _____ |
| 4. AOLSOPPR | _____ |
| 5. TRCOSCNTA | _____ |
| 6. IGARNTIN | _____ |
| 7. LCFIAS | _____ |
| 8. EYMCRGEEN | _____ |
| 9. NDRVOE | _____ |
| 10. ADEUNDMD | _____ |
| 11. ANOOITITGNE | _____ |
| 12. TTAOOUNQI | _____ |
| 13. YIRPROAREPT | _____ |
| 14. IIAOFPCSIECNT | _____ |
| 15. NCINTMBEU | _____ |
| 16. AOOTRTNRCC | _____ |

- | | | | |
|-----------------|--------------|-----------------|-------------------|
| 1. PROCUREMENT | 5. CONTRACTS | 9. VENDOR | 13. PROPRIETARY |
| 2. RATIFICATION | 6. TRAINING | 10. ADDENDUM | 14. SPECIFICATION |
| 3. EXEMPTION | 7. FISCAL | 11. NEGOTIATION | 15. INCUMBENT |
| 4. PROPOSAL | 8. EMERGENCY | 12. QUOTATION | 16. CONTRACTOR |

WELCOME TO THE TEAM

Please join us in welcoming our new employees to the Office of State Procurement:

- Bid Team State Procurement Analyst—Lynette Weems
- Administrative Coordinator—Alcevia Rayford
- Administrative Coordinator—Damarcus Nash



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