

# COMPARISON OF K-12 PROCUREMENT STRATEGIES

FOR OUTSOURCED FACILITIES MANAGEMENT

## IS THIS YOUR DISTRICT?

1

Financially challenged due to a reduction in state and local funding so facilities are historically underfunded, leading to maintenance deferrals and potential liability.

2

Funding for capital repairs is nonexistent.

3

Staff receive little continuous training, use outdated supplies and equipment, and have little opportunity for professional growth.

4

Leadership of the facilities staff, while good, may not be current with modern approaches.

5

Underfunded budgets are regularly blamed for building disrepair and poor service. Escalating instructional costs force the reevaluation of non-instructional operations.



# RFP PROCUREMENT APPROACH

	MANAGEMENT SERVICES	TASK-BASED	PERFORMANCE-BASED
<b>DISTRICT MINDSET</b>	We have good staff, but need better leadership. An outside partner can direct our staff while they remain on our payroll and loyal to our district.	We know what needs to be accomplished but our staff is not performing effectively. By clearly identifying the tasks needed, we will receive the best price.	Our operation is struggling and we are not sure of the best solution. We need outside expertise to help us define a more effective and creative solution to our operation.
<b>PERSPECTIVE ON OUTSOURCING</b>	Outsourcing is a strategy to reduce our operating costs. By outsourcing management-only we get the benefit of savings while keeping staff on our payroll.	Outsourcing is a strategy to get the same service, but at lower cost. We must be very prescriptive in the RFP to assure the provider does what we want and it provides us legal protection.	Outsourcing is a strategy to improve service and obtain greater value. Service providers are experts in the industry and bring perspectives we do not possess.
<b>CONTRACTING CULTURE</b>	Legally oriented, risk-averse	Legally oriented, risk-averse	Solution-oriented, flexible, collaborative
<b>PROCUREMENT FOCUS</b>	Transaction-based	Transaction-based	Outcome-based
<b>RFP APPROACH</b>	Management services	Task and frequency	Outcome-based
<b>OUTCOMES: PROS</b>	<ul style="list-style-type: none"> <li>• New equipment</li> <li>• New leadership</li> <li>• New programs</li> <li>• Lower cost</li> </ul>	<ul style="list-style-type: none"> <li>• New equipment</li> <li>• New leadership</li> <li>• New programs</li> <li>• Lower cost</li> </ul>	<ul style="list-style-type: none"> <li>• New equipment</li> <li>• New leadership</li> <li>• Higher value</li> <li>• Program investment</li> <li>• Trusted provider</li> <li>• Access to best expertise</li> <li>• Added value through incentives</li> </ul>
<b>OUTCOMES: CONS</b>	<ul style="list-style-type: none"> <li>• Distrust of outsourcing</li> <li>• Little service improvement due to “wait it out” attitude of staff</li> </ul>	<ul style="list-style-type: none"> <li>• Distrust of outsourcing</li> <li>• Don’t receive provider’s best expertise</li> </ul>	<ul style="list-style-type: none"> <li>• Appearance of risk</li> <li>• Requires perceived “leap of faith”</li> <li>• Fear of trusting service partner</li> </ul>

For more information on how Aramark can help your district optimize facilities management and reduce operating costs, contact us today.

**CONTACT US!**