



progenitor

Enterprise SaaS Platform

Director of Product,
Strategy & Operations





2010



Enterprise
Consulting



progenitor

Government Procurement



Industry Problems



Rigid



No Visibility

Our Approach



Templates



User Focus



Insights

“First to enable Government to use real world procurement process then act to improve in an agile capacity”



Our Approach - Templates

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Title
QUU Goods Contract Template

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Contract Management Plan Template Risks

+

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Contract Management Plan Template Compliance Activities

+

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Contract Management Plan Template Assessment Groups

+

 Add new item

+

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Contract Management Plan Template Milestones

+

 Add new item

+

CMP Template

Risks

Compliance Activities

Assessment Groups

Milestones

Schedules

Admin

Contract Management Plan Template Schedules

+

 Add new item

✓

Title


Schedule


CMP Initial Site Visits


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Initial Site Visits

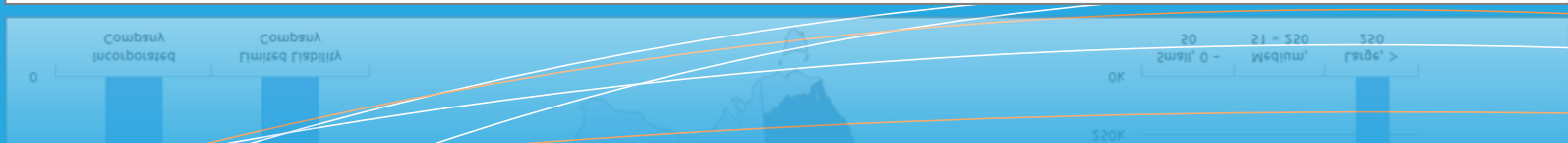
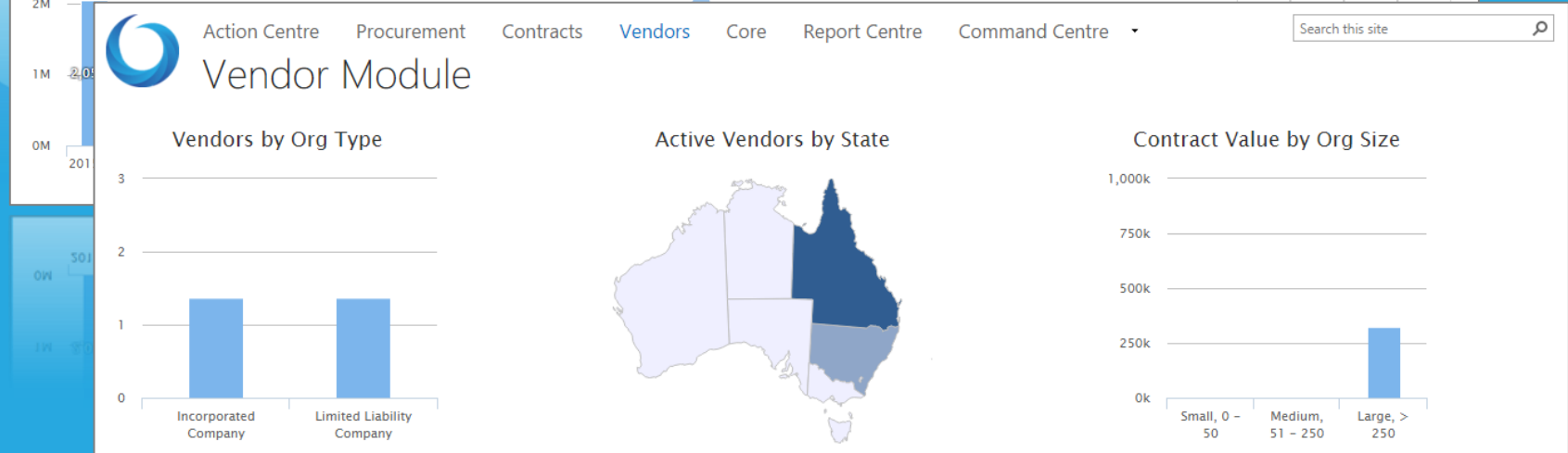
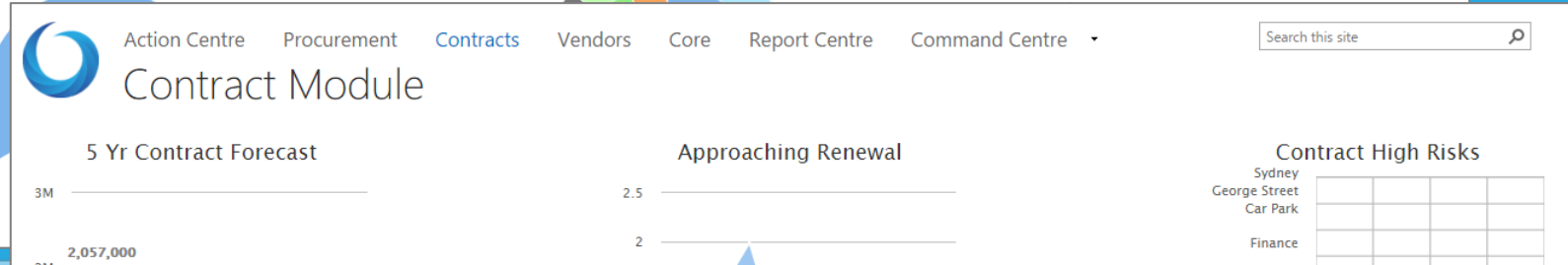
Our Approach – User Focus

Procurement Compliance Activity		Admin
Information		
Compliance Activity Name	Business Case	
Current Procurement Stage	Acquisition Initiation	
Activity Instructions	<p>The Business Case substantiates the viability of the initiative and justifies investment. The business case can be in format to reflect the complexity and should set out:</p> <ul style="list-style-type: none"> A short account of the current position, issues/problems, and the broad scope of the proposal; The alternative options; A brief outline of the method of analysis used to identify and address the issues/problems; Any known risks to the business or project; Any WH&S implications; Benefits Realisation register; and Estimated cost. <p>Upon completion of business case it will need to be approved by your</p>	
		
Mandatory		
Compliance Date		
Compliance Manager		
Completion		
Compliance Completed		
Compliance Completed By		
Compliance Completed Date		
Approval		
Compliance Approved		
Compliance Approved By		
Compliance Approved Date		
Status		
Compliance Comments	No existing entries.	

Procurement Compliance Activity		Admin
Information		
Compliance Activity Name	Procurement Plan	
Current Procurement Stage	Acquisition Initiation	
Activity Instructions	<p>The Procurement Plan describes the detailed approach of procurement activity will proceed. Where the business case substantiates the need and justification to Progenitor, the plan defines how it will be achieved. The Procurement Plan</p> <ul style="list-style-type: none"> Detailed procurement risks (as opposed to business risks) Stakeholders Market analysis Contractor details Market engagement method, e.g. Open Tender, Private Clause, State Contract etc. Procurement governance Timeframes and values Gateway review <p>To obtain a copy of the Procurement Plan template please see template section of the Procurement Portal</p>	
		
Mandatory		
Compliance Date		
Compliance Manager		
Completion		
Compliance Completed		
Compliance Completed By		
Compliance Completed Date		
Approval		
Compliance Approved		
Compliance Approved By		
Compliance Approved Date		
Status		
Compliance Comments	No existing entries.	

Procurement Compliance Activity		Admin
Information		
Compliance Activity Name	Draft Contract Management Plan	
Current Procurement Stage	Supplier Selection	
Activity Instructions	<p>A contract management plan contains all the key information about how a contract will be managed. It establishes systems and processes to ensure that the contractor complies with the terms and conditions during the performance of the contract.</p> <p>A contract management plan enables the contract manager to:</p> <ul style="list-style-type: none"> develop a good understanding of the contract, and the responsibilities of the parties involved; and establish a system against which the performance of both parties can be monitored and problems can be identified early - either before or as they occur. <p>The contract management plan is a living document. Its development should commence as part of the procurement plan, and it should be reviewed and updated throughout the procurement process and the life of the contract.</p> <p>Consideration needs to be given to:</p> <ul style="list-style-type: none"> who will manage the contract; how the contractor's performance will be monitored; what the risks associated with the contract are, and how they will be managed during the course of the contract; and what reporting requirements will be required of the contractor. <p>During the finalisation of the contract, details need to be agreed in relation to:</p> <ul style="list-style-type: none"> performance measures to be used; confidentiality provisions; milestones; reporting requirements; and implementation/transitional issues. <p>At the beginning of the contract management phase, the contract manager should finalise the plan, by identifying the critical clauses in the contract and other requirements that may influence the management of the contract. The plan should be updated throughout the course of the contract as circumstances require.</p>	
		
Mandatory		
Compliance Date		
Compliance Manager		

Our Approach – Insights



STAMFORD, Conn., January 27, 2015

[View All Press Releases](#) ▶

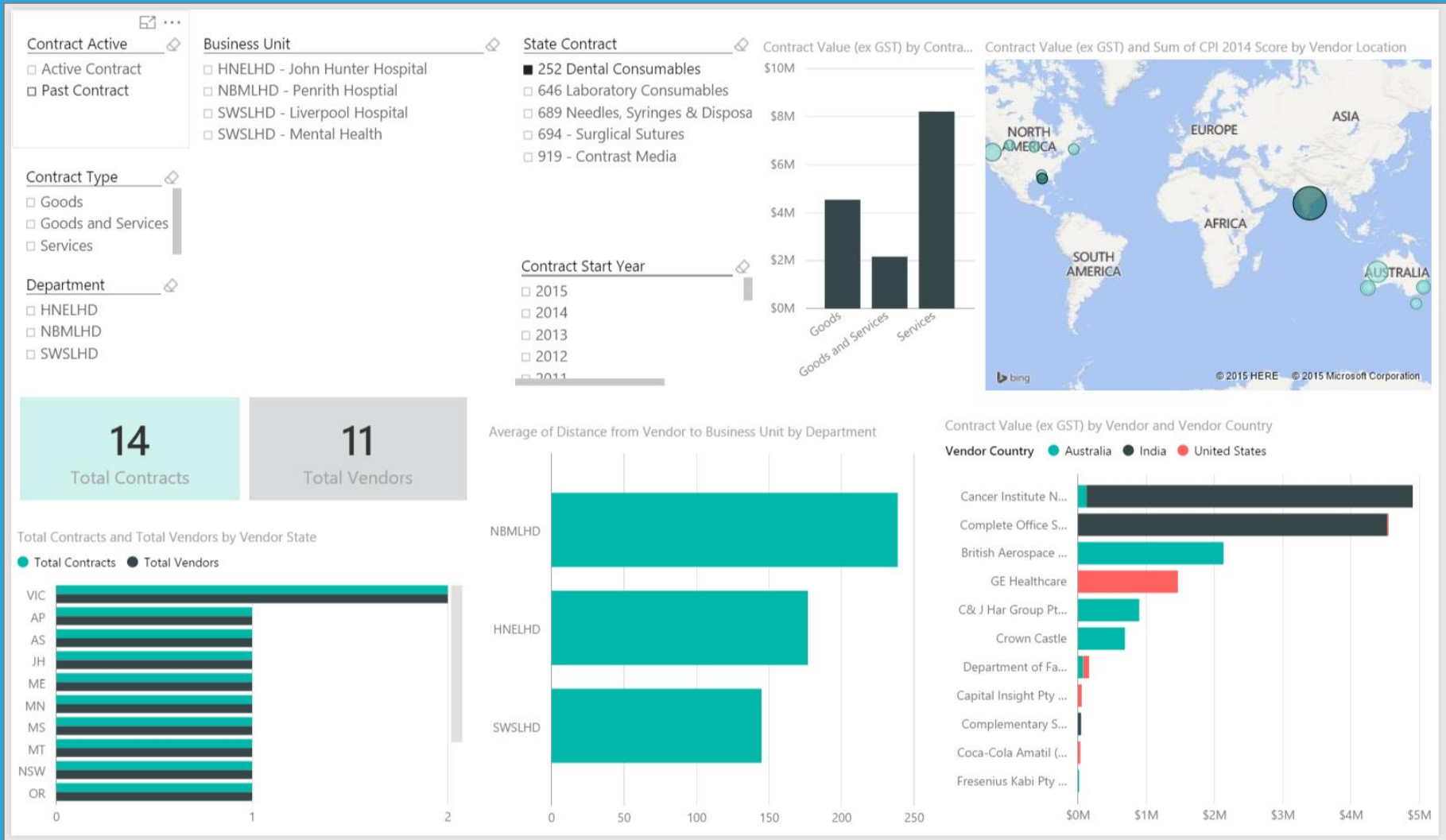
Gartner Says Power Shift in Business Intelligence and Analytics Will Fuel Disruption

By 2017, Most Business Users and Analysts in Organizations Will Have Access to Self-Service Tools to Prepare Data for Analysis

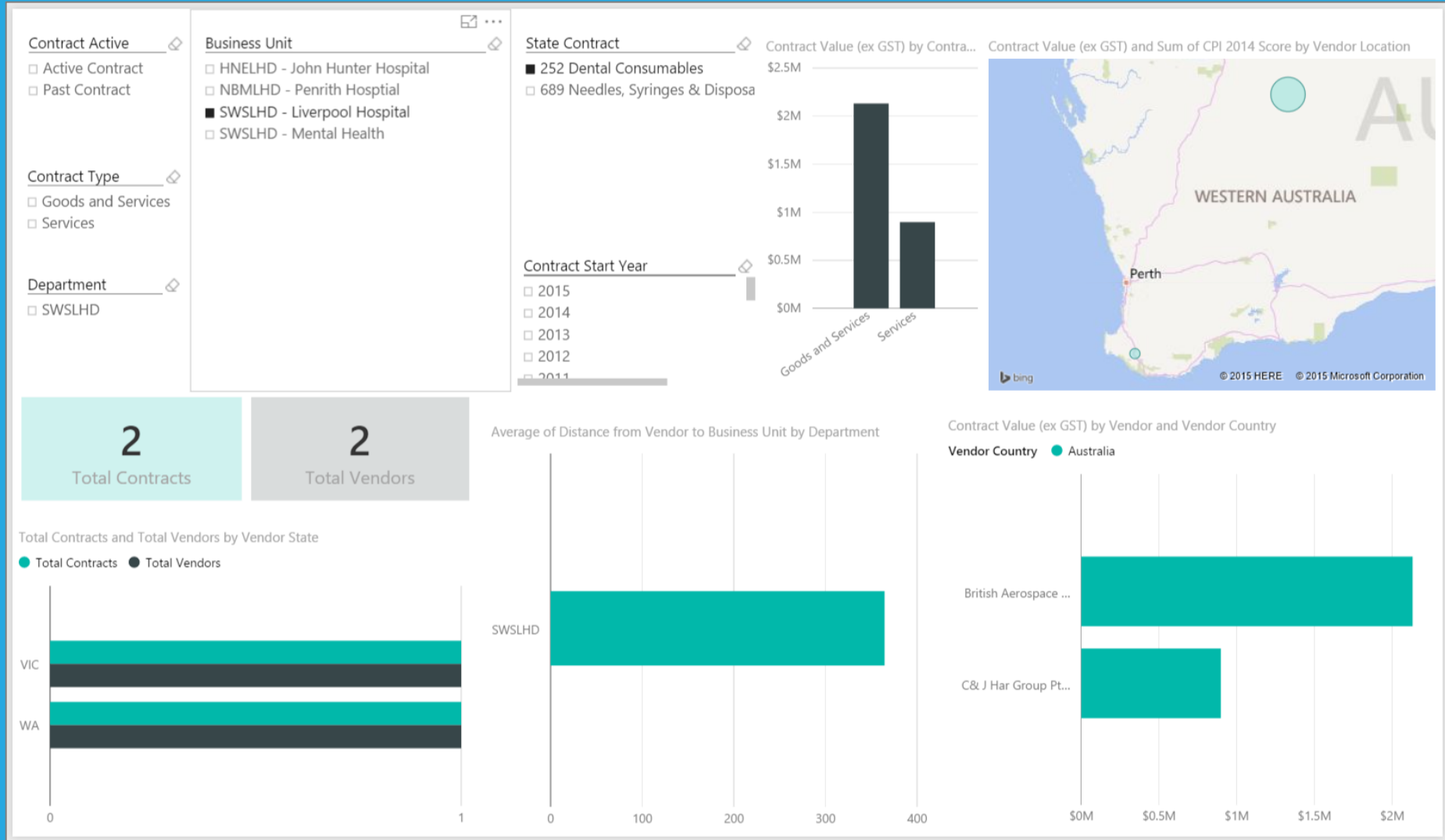
Self-Service Tools to Prepare Data for Analysis

By 2017, Most Business Users and Analysts in Organizations Will Have Access to Self-

Progenitor Business Insights



Progenitor Business Insights



Progenitor Business Insights

Contract Active

- ☐ Active Contract
- ☐ Future Contract
- ☐ Past Contract

Contract Type

- ☐ Goods
- ☐ Goods and Services
- ☐ Services

Business Unit

- ☐ CCLHD - Avoca Child Heal
- ☐ CCLHD - Gosford Hospital
- ☐ CCLHD - Kincumber Healt
- ☐ HNELHD - John Hunter Hc
- ☐ NBMLHD - Nepean Hospit
- ☐ NBMLHD - Penrith Hospti
- ☐ NCLHD - Lismore Hospital
- ☐ NCLHD - Lismore Renal
- ☐ NSLHD - Granville Hospita
- ☐ NSLHD - Royal North Sho
- ☐ SWSLHD - Liverpool Hosp
- ☐ SWSLHD - Mental Health
- ☐ WSLHD - BioMedical
- ☐ WSLHD - Clinical
- ☐ WSLHD - Westmead Hosp

Department

- ☐ CCLHD
- ☐ HNELHD
- ☐ NBMLHD
- ☐ NCLHD
- ☐ NSLHD
- ☐ SWSLHD
- ☐ WSLHD

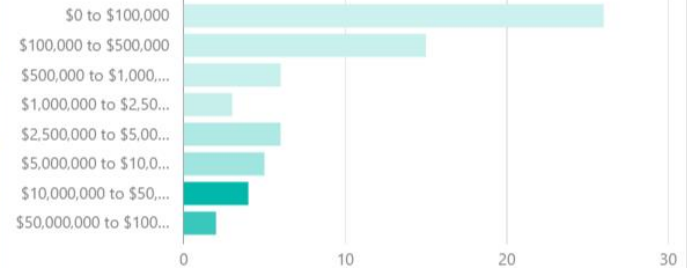
State Contract

- ☐ 252 Dental Consumables
- ☐ 646 Laboratory Consumables
- ☐ 689 Needles, Syringes & Disposabl
- ☐ 694 - Surgical Sutures
- ☐ 919 - Contrast Media

Contract Value (ex GST) by Vendor State (map)



Total Contracts and Contract Value (ex GST) by Contract Value (Grouped)



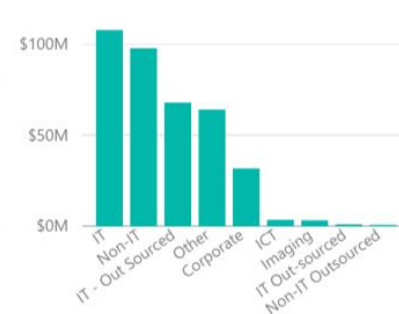
Contract Value (ex GST) and Original Contract Period (months) by Contract Name



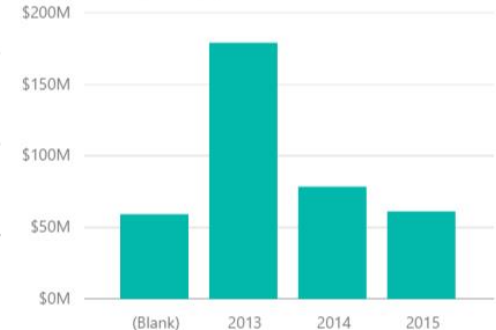
Contract Value (ex GST) by Contract Type



Contract Value (ex GST) by Contract Category



Contract Value (ex GST) by Contract Start Year



Progenitor Business Insights

Contract Type

- ☐ Goods
- ☐ Goods and Services
- ☐ Services

Department

- ☐ CCLHD
- ☐ HNELHD
- ☐ NBMLHD
- ☐ NCLHD
- ☐ NSLHD
- ☐ SWSLHD
- ☐ WSLHD

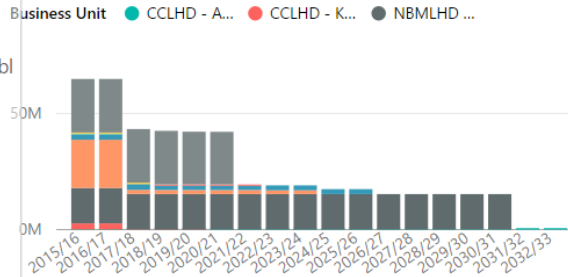
Business Unit

- ☐ CCLHD - Avoca Child Health
- ☐ CCLHD - Gosford Hospital
- ☐ CCLHD - Kincumber Health C
- ☐ HNELHD - John Hunter Hospi
- ☐ NBMLHD - Nepean Hospital
- ☐ NBMLHD - Penrith Hospital
- ☐ NCLHD - Lismore Hospital
- ☐ NCLHD - Lismore Renal
- ☐ NSLHD - Granville Hospital
- ☐ NSLHD - Royal North Shore
- ☐ SWSLHD - Liverpool Hospital
- ☐ SWSLHD - Mental Health
- ☐ WSLHD - BioMedical
- ☐ WSLHD - Clinical

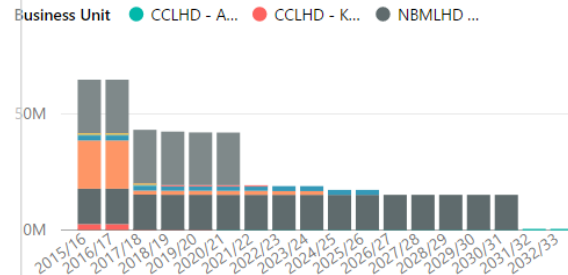
State Contract

- ☐ 252 Dental Consumables
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- ☐ 694 - Surgical Sutures
- ☐ 919 - Contrast Media

Forecast AMT (ex GST) by Forecast Financial Year and Business Unit



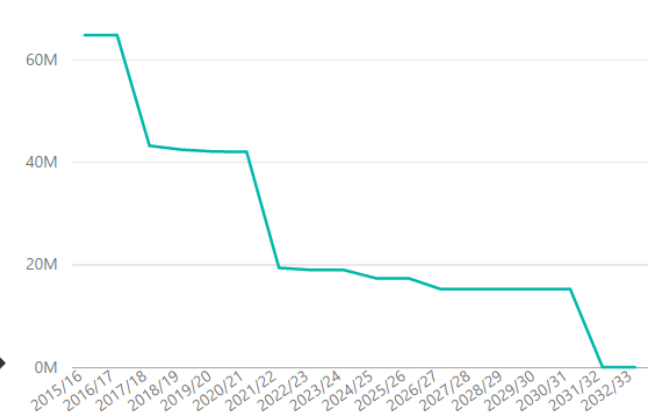
Forecast AMT (ex GST) by Forecast Financial Year and Business Unit



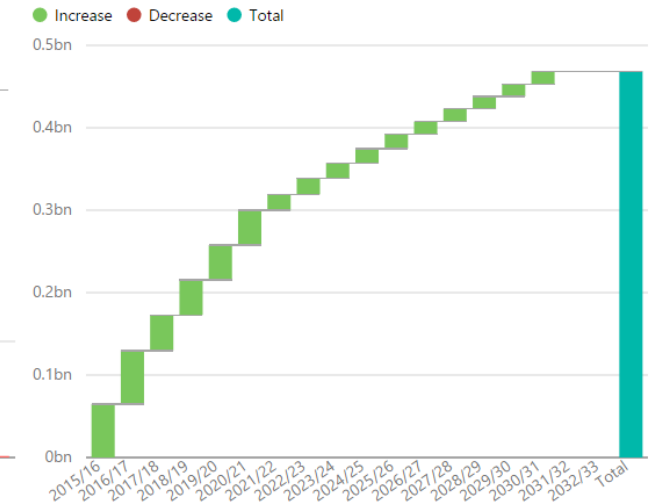
Forecast AMT (ex GST) by Forecast Financial Year and Contract Type



Forecast AMT (ex GST) by Forecast Financial Year



Forecast AMT (ex GST) by Forecast Financial Year



Progenitor Business Insights

State Contract

- ☐ 252 Dental Consumables
- ☐ 646 Laboratory Consumables
- ☐ 689 Needles, Syringes & Disposable Sharp cor
- ☐ 694 - Surgical Sutures
- ☐ 919 - Contrast Media

Contract Active

- ☐ Active Contract
- ☐ Future Contract
- ☐ Past Contract

Contract Start Year

- ☐ 2015
- ☐ 2014
- ☐ 2013
- ☐ 2012
- ☐ 2011

2

Contracts with > 10% Overspend

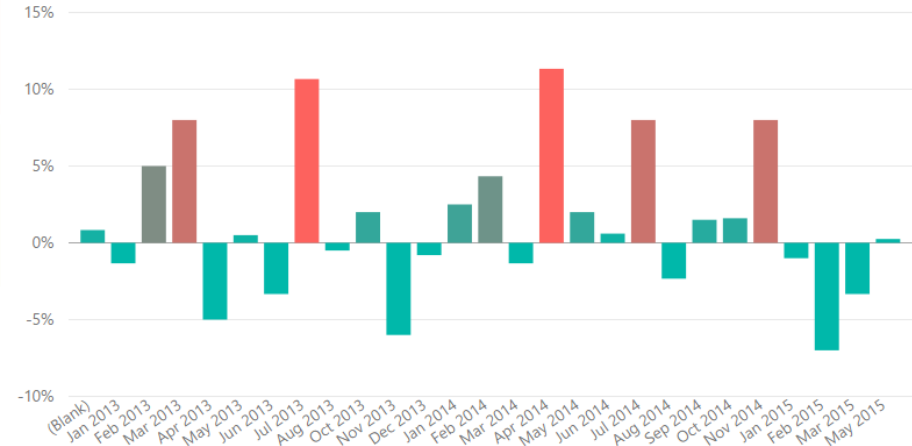
15

Contracts with 5% to 10% Overspend

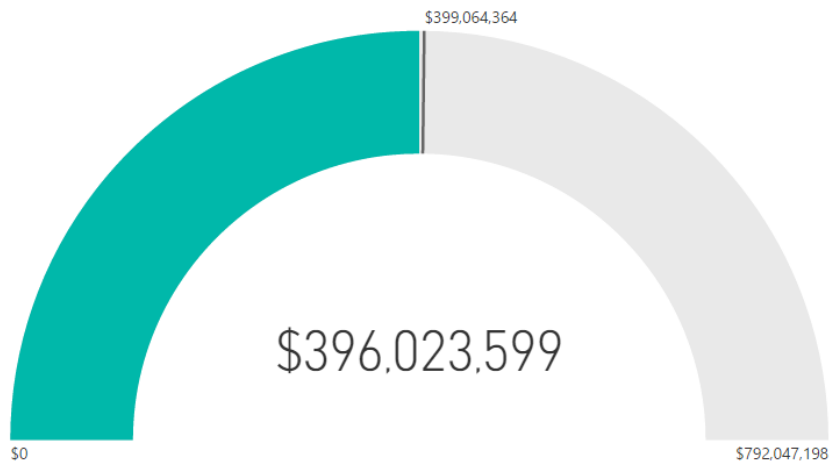
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Contracts < 5% Overspend

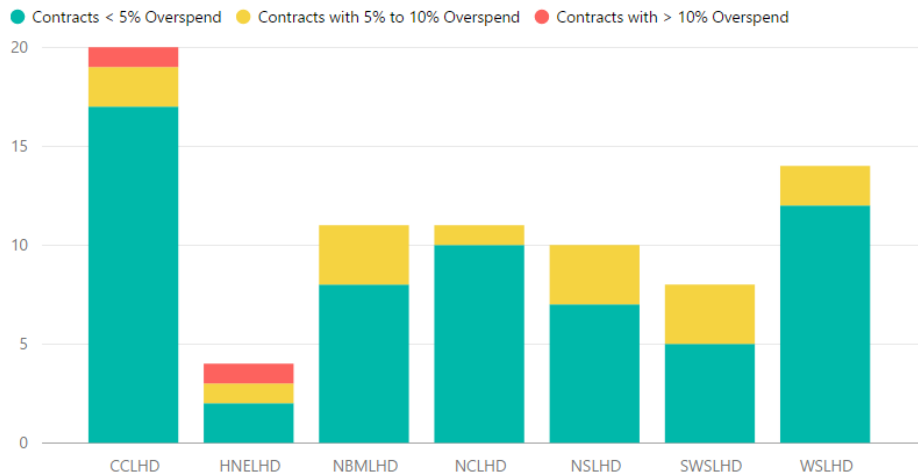
Average of Spend Variance % and Average of Spend Variance % by Month In Calendar



Actual Spend and Contract Value (ex GST)



Contracts < 5% Overspend, Contracts with 5% to 10% Overspend and Contracts with > 10% Overspend by Departm...



Progenitor Business Insights

Department

- ☐ CCLHD
- ☐ HNELHD
- ☐ NBMLHD
- ☐ NCLHD
- ☐ NSLHD
- ☐ SWSLHD
- ☐ WSLHD

State Contract Category

- ☐ Cytotoxic Waste Disposal
- ☐ Home Oxygen Services
- ☐ Hypodermic Needles
- ☐ Imaging Devices
- ☐ Irrigation Syringes
- ☐ Medical Compressed Gases
- ☐ Medical Speciality Gases
- ☐ Needles for Insulin Pens
- ☐ Primary Bandages
- ☐ Sharps Containers Accessories

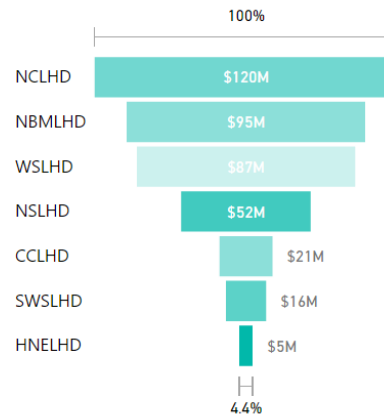
State Contract

- ☐ 252 Dental Consumables
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- ☐ 689 Needles, Syringes & Disposable Sharp containers
- ☐ 694 - Surgical Sutures
- ☐ 919 - Contrast Media

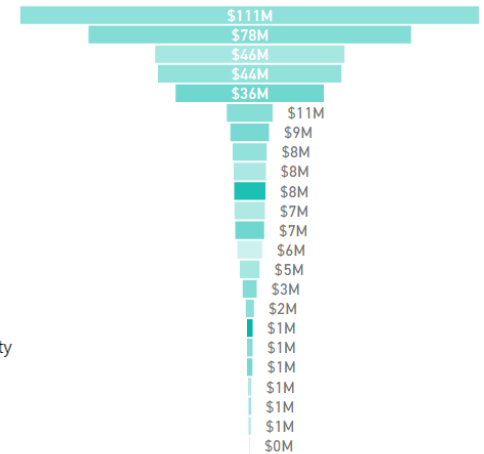
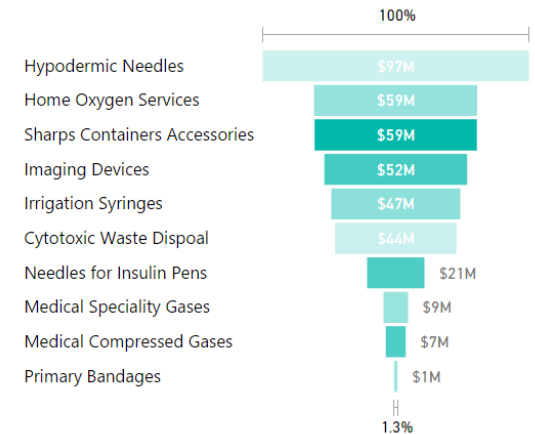
Actual Spend and Spend Variance % by Product Category

9.01 Dressing, IV, Moisture Vapour Permeable, full ranges of sizes
 6.04 Cannula, Intravenous, Sterile with safety engineered mechanism Luer Lock Hub, Single Use - 18g
 9.02 Dressing, IV, Moisture Vapour Permeable, with splits/fenestrations, full ranges of sizes
 2.164 Burs Stainless Steel, RA, Standard, 027, Round, 310 204 001 001 027
 2.195 Burs Tungsten, RA, Standard, 014, Round, 500 204 001 001 014
 8.03 Catheter, Set/Kits for - PCC Line, (Neonate/Paediatric) Single/Multi Lumen, Sterile, Single Use, Radiopaque
 6.01 Cannula, Intravenous, Sterile with safety engineered mechanism, Luer Lock Hub, Single Use - 24g
 2.186 Burs Tungsten, RA, Long Shank, 010, Round, 500 205 001 001 010
 8.08 Power Injectable, Central Venous Catheter (in the set/kit)
 2.187 Burs Tungsten, RA, Long Shank, 012, Round, 500 205 001 001 012
 10.01 Film Dressings, Antimicrobial Intravascular Access Dressings, CVC, full range
 2.163 Burs Stainless Steel, RA, Standard, 023, Round, 310 204 001 001 023
 2.204 Burs Tungsten, FG, Standard, 014, Pointed, 500 314 164041 014
 2.194 Burs Tungsten, RA, Standard, 012, Round, 500 204 001 001 012
 2.193 Burs Tungsten, RA, Standard, 010, Round, 500 204 001 001 010
 2.203 Burs Tungsten, HP, Standard, 014, Round, 500 104 001 001 014
 6.03 Cannula, Intravenous, Sterile with safety engineered mechanism, Luer Lock Hub, Single Use - 20g
 11.01 Non coring access needles for subcutaneous venous access devices (ports inclusive of intraperitoneal and epidural), Straight safety
 2.196 Burs Tungsten, RA, Standard, 016, Round, 500 204 001 001 016
 8.02 Catheter Set/Kit, for Intravenous, Central Venous, Single/Multi Lumen, Adult, Sterile, Single Use, Radiopaque
 6.02 Cannula, Intravenous, Sterile with safety engineered mechanism, Luer Lock Hub, Single Use - 22g
 8.01 Catheter Set/Kit, Intravenous, for Central Venous, Single/Multi Lumen, Paediatric/Neonatal, Sterile, Single Use
 2.185 Burs Tungsten, RA, Long Shank, 006, Round, 500 205 001 001 006

Actual Spend and Spend Variance % by Department

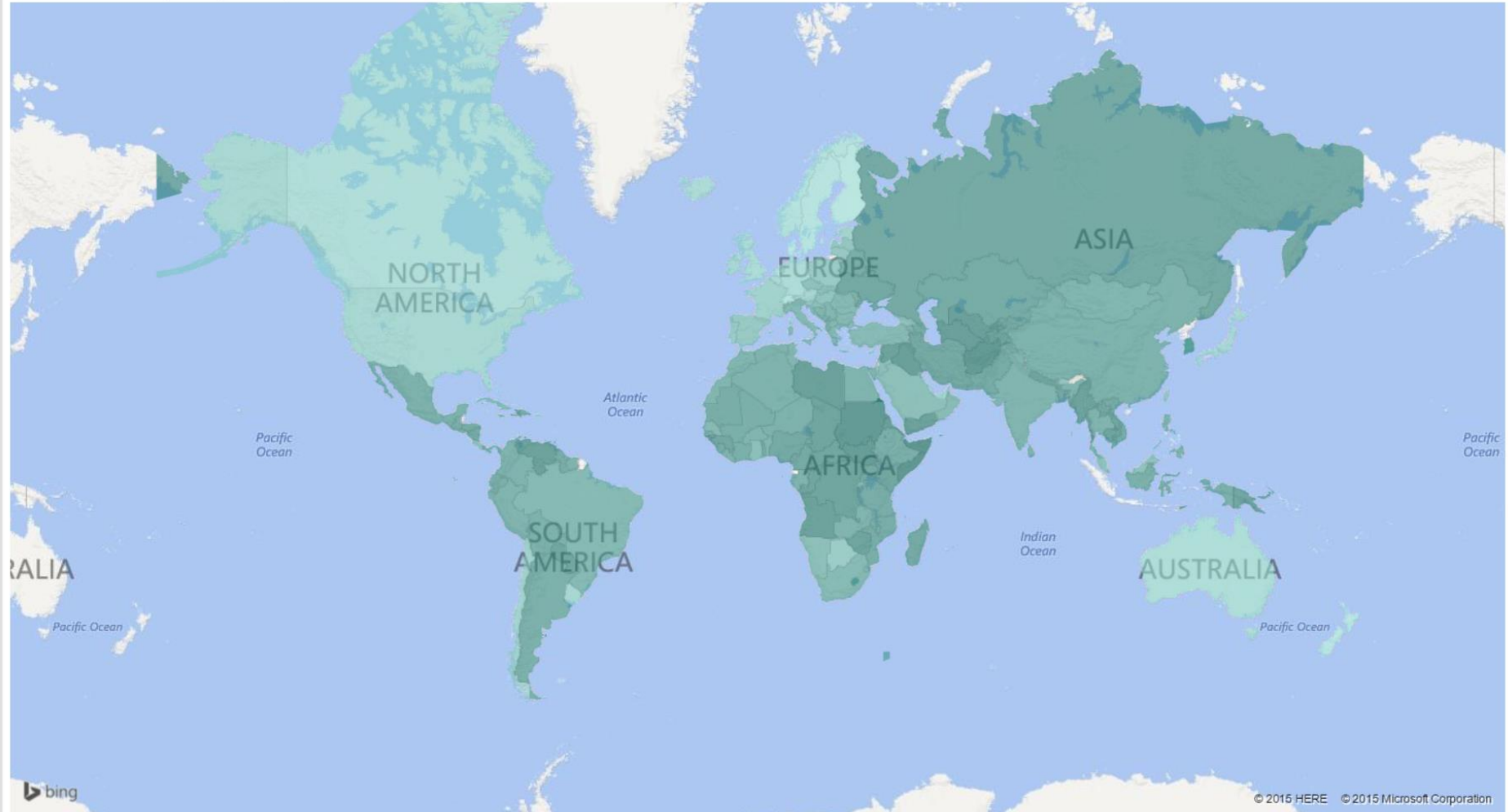


Actual Spend and Spend Variance % by State Contract Category



Progenitor Business Insights

Sum of CPI 2014 Score by Country / Territory



Progenitor Business Insights

Contract Active

- ☐ Active Contract
- ☐ Past Contract

Contract Type

- ☐ Goods
- ☐ Services

Department

- ☐ HNELHD

Business Unit

- ☒ HNELHD - John Hunter Hospital
- ☐ NBMLHD - Penrith Hospital
- ☐ SWSLHD - Liverpool Hospital
- ☐ SWSLHD - Mental Health

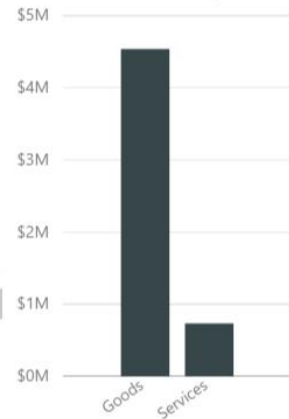
State Contract

- ☒ 252 Dental Consumables

Contract Start Year

- ☐ 2015
- ☐ 2014
- ☐ 2013
- ☐ 2012
- ☐ 2011

Contract Value (ex GST) by Contra...



Contract Value (ex GST) and Sum of CPI 2014 Score by Vendor Location



4

Total Contracts

3

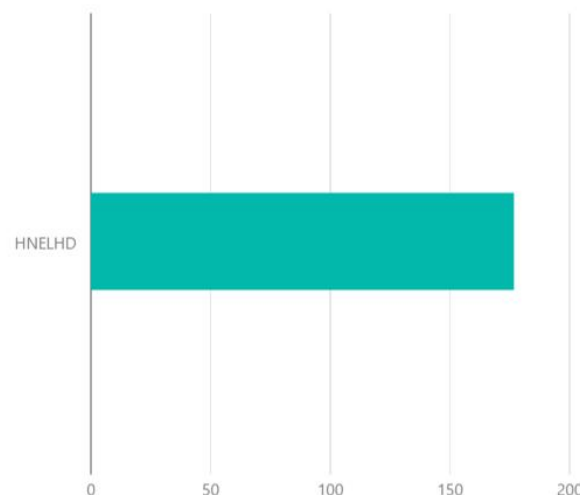
Total Vendors

Total Contracts and Total Vendors by Vendor State

- Total Contracts
- Total Vendors

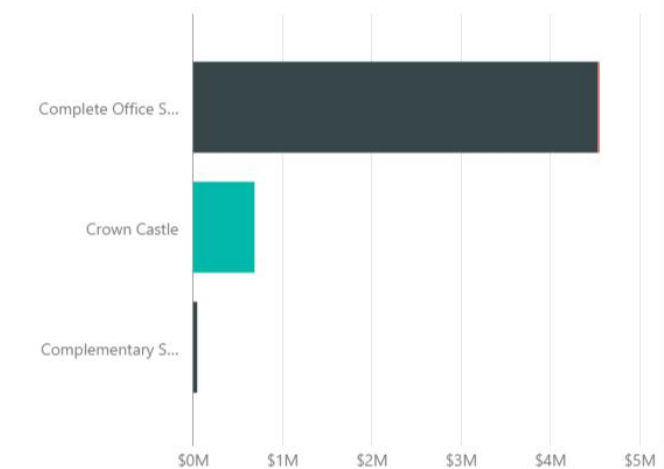


Average of Distance from Vendor to Business Unit by Department



Contract Value (ex GST) by Vendor and Vendor Country

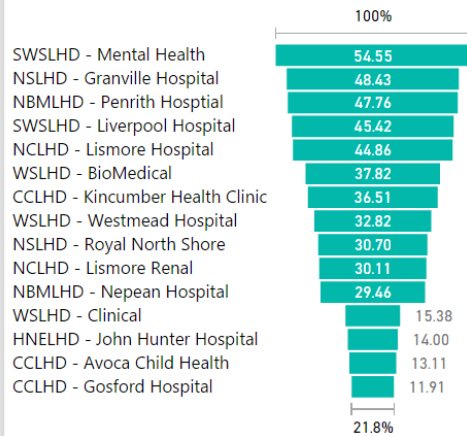
- Australia
- India
- United States



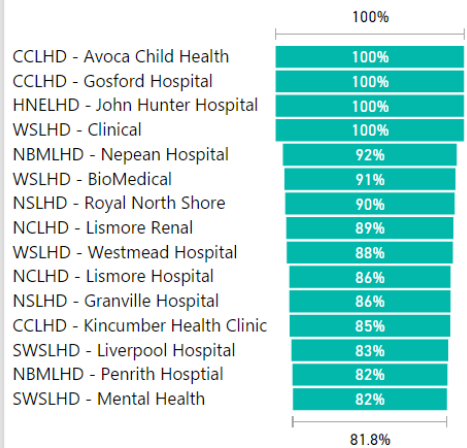
Progenitor Business Insights

Business Unit

Average Days Completion Time by Business Unit

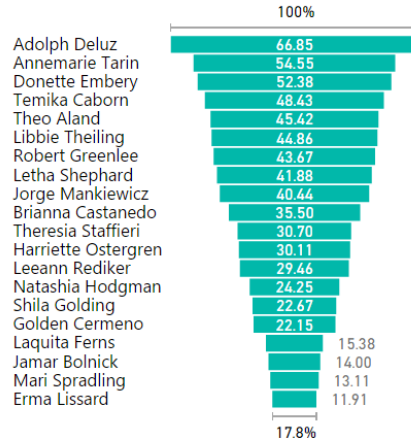


Completion Rate by Business Unit

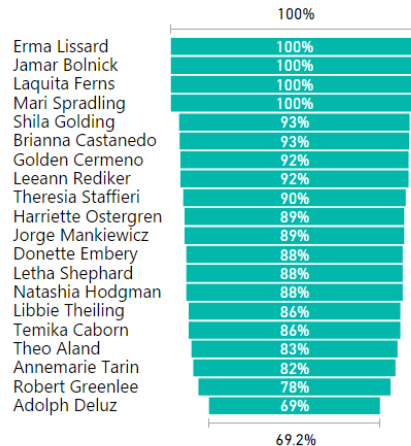


Person

Average Days Completion Time by Person



Completion Rate by Person



Top and Bottom 10 Tasks

Task ID	Rank	Days to Complete
156 - Temika Caborn - Procurement Plan	1	0
163 - Jorge Mankiewicz - Risk Review	1	0
165 - Leeann Rediker - Lessons Learned	1	0
169 - Adolph Deluz - Procurement Plan	1	0
188 - Golden Cermeno - Procurement Plan	1	0
49 - Robert Greenlee - Business Case	1	0
110 - Robert Greenlee - Business Case	7	1
111 - Laquita Ferns - Risk Review	7	1
142 - Mari Spradling - Risk Review	7	1
168 - Theresia Staffieri - Negotiation Protocol	7	1
2 - Erma Lissard - Procurement Plan	7	1
23 - Shila Golding - Negotiation Protocol	7	1
35 - Mari Spradling - Benefits Realisation Plan	7	1

Task ID	Rank	Days to Complete
182 - Brianna Castanedo - RFT/RFQ Documentation	200	293
198 - Temika Caborn - Procurement Plan	199	283
90 - Jorge Mankiewicz - Risk Review	198	281
120 - Robert Greenlee - Benefits Realisation Plan	197	274
50 - Donette Embery - Evaluation Plan	196	265
195 - Annemarie Tarin - Negotiation Protocol	195	245
5 - Letha Shephard - Procurement Plan	194	233
21 - Adolph Deluz - Procurement Plan	193	231
152 - Leeann Rediker - Price Analysis Report	192	225
13 - Annemarie Tarin - Chief Executive Approval	190	220
67 - Adolph Deluz - Chief Executive Approval	190	220

Progenitor Business Insights

Business Unit

- ☐ CCLHD - Avoca Child Health
- ☐ CCLHD - Gosford Hospital
- ☐ CCLHD - Kincumber Health Clinic
- ☐ HNELHD - John Hunter Hospital
- ☐ NBMLHD - Nepean Hospital
- ☐ NBMLHD - Penrith Hospital
- ☐ NCLHD - Lismore Hospital
- ☐ NCLHD - Lismore Renal
- ☐ NSLHD - Granville Hospital
- ☐ NSLHD - Royal North Shore
- ☐ SWSLHD - Liverpool Hospital
- ☐ SWSLHD - Mental Health
- ☐ WSLHD - BioMedical
- ☐ WSLHD - Clinical
- ☐ WSLHD - Westmead Hospital

Person

- ☐ Adolph Deluz
- ☐ Annemarie Tarin
- ☐ Brianna Castanedo
- ☐ Donette Embery
- ☐ Erma Lissard
- ☐ Golden Cermeno
- ☐ Harriette Ostergren
- ☐ Jamar Bolnick
- ☐ Jorge Mankiewicz
- ☐ Laquita Ferns
- ☐ Leeann Rediker
- ☐ Letha Shephard
- ☐ Libbie Theiling
- ☐ Mari Spradling
- ☐ Natasha Hodgman
- ☐ Robert Greenlee
- ☐ Shila Golding

Completion Rate by Compliance Name



Count of Incomplete Flag by Compliance Name



Average Days to Completion by Compliance Name



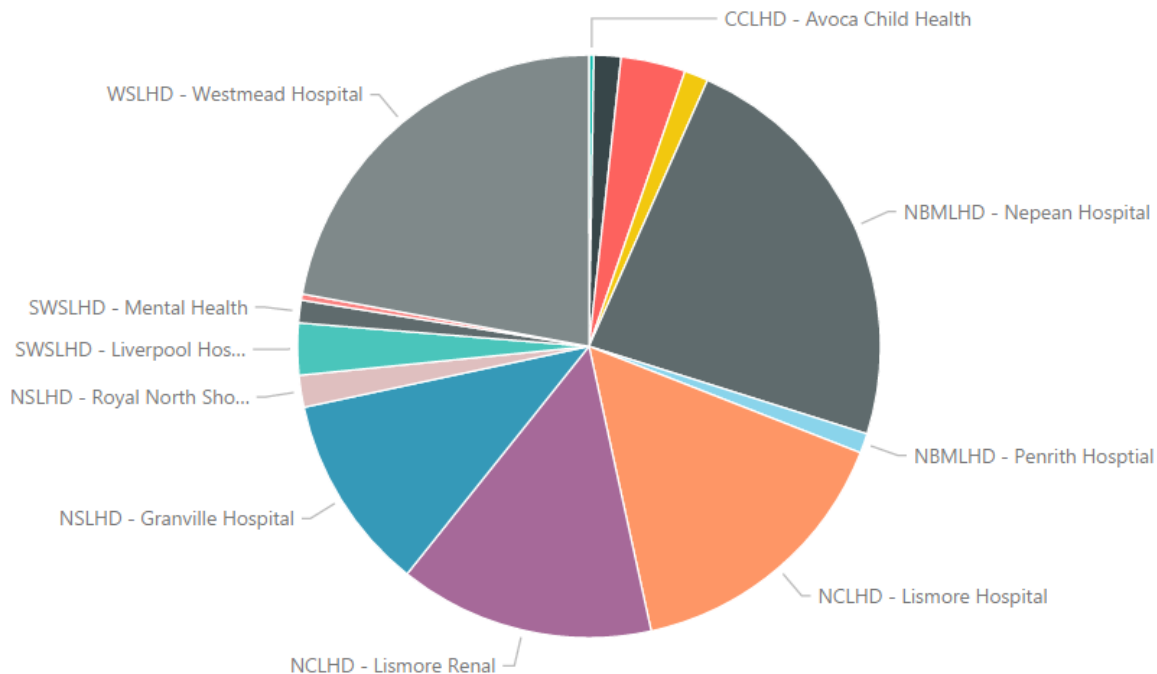
Progenitor Business Insights

total contract value (ex GST) by business unit as a pie

Show business unit and total contract value (ex GST) as pie chart



Contract Value (ex GST) by Business Unit



Already Underway



The Future



**“Revolutionise Procurement and Contract
Management in Government”**

