



FI\$Cal

Financial Information System for California

FI\$Cal Solution Walkthrough (SWT): Procurement

July 2016 Departmental Release

Agenda

- Solution Walkthrough Objectives
- Procurement Solution Overview
- Purchasing Process:
 - Item ID Categorization
 - Create and Approve Requisitions
 - Sourcing (Solicitations)
 - Procurement Contracts
 - Manage Purchase Orders
 - Process Procurement Card Transactions
 - Receive and Inspect Goods and Services
- Technology Considerations
- Session Recap
- Q&A Session



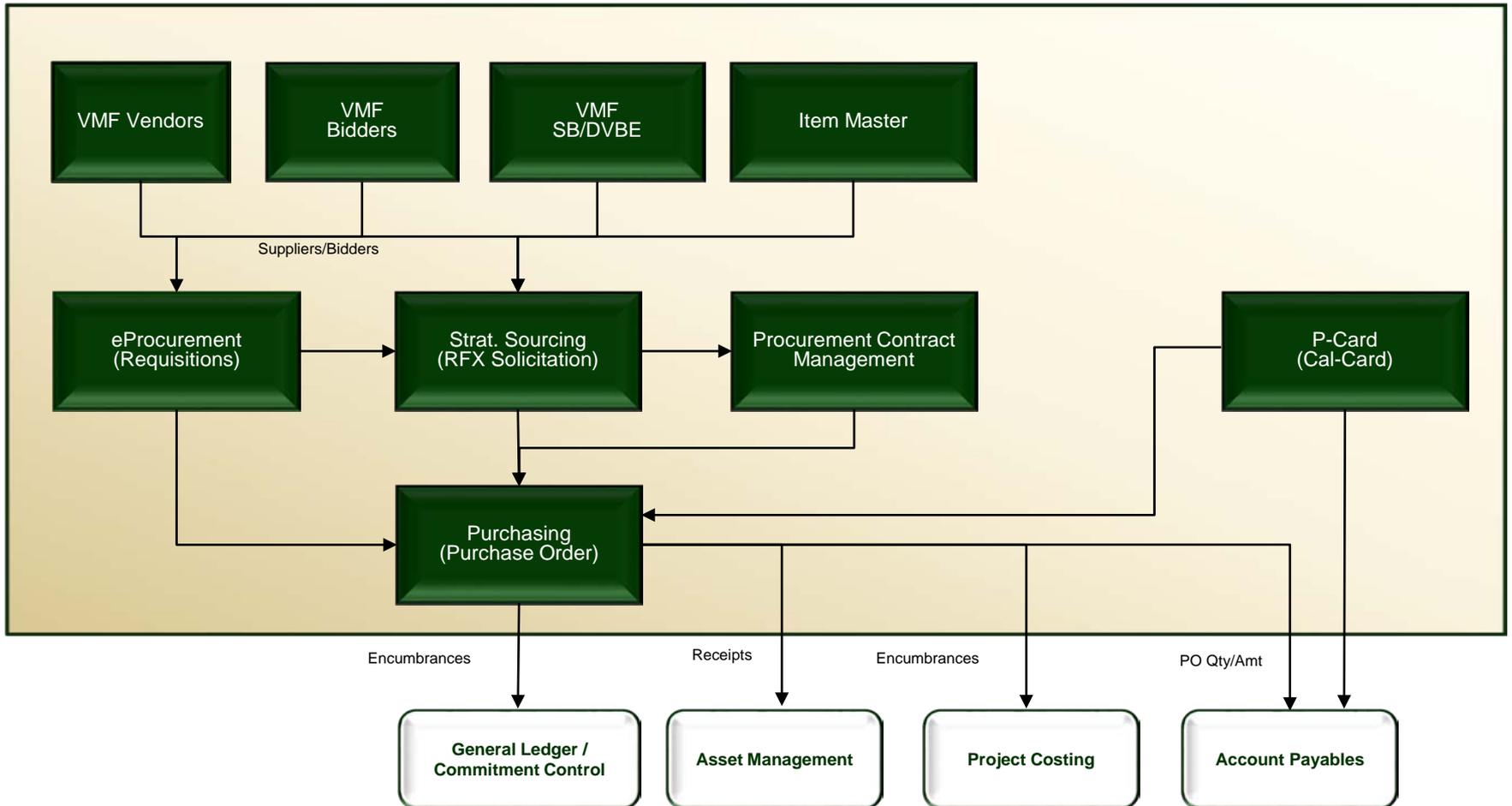
Solution Walkthrough Objectives

The Solution Walkthroughs will provide:

- An overview of the business processes, including key terms and functionalities
- A demonstration of the FI\$Cal solution
- “To-Be” business processes

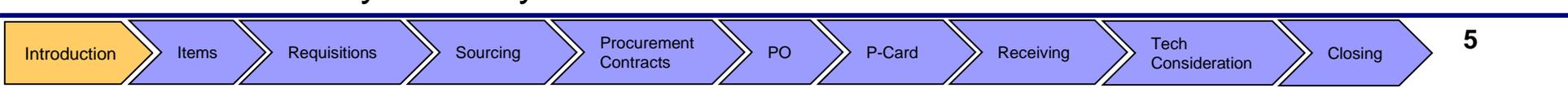


Procurement (PO) Solution



FI\$Cal's Procurement Benefits

- Various route controls in addition to Business Unit are available for procurement workflow routing:
 - Acquisition type, reporting structure, and transaction dollar amount for Requisitions and Purchase Orders (POs)
 - Acquisition type and transaction dollar amount for Procurement Contracts
 - Acquisition type for posting of Solicitation Events
- Procurement transactions may include ad hoc departmental approvers as well as external (DGS) approvers.
- Integration with Account Payables and other modules.
- EPP/SABRC tracking and reporting available for every transaction.
- Online P-Card reconciliation available in FI\$Cal.
- With FI\$Cal, the departments now can capture sub contracting information.
- Minimize paper approval required as FI\$Cal handles the workflow approval electronically in the system.



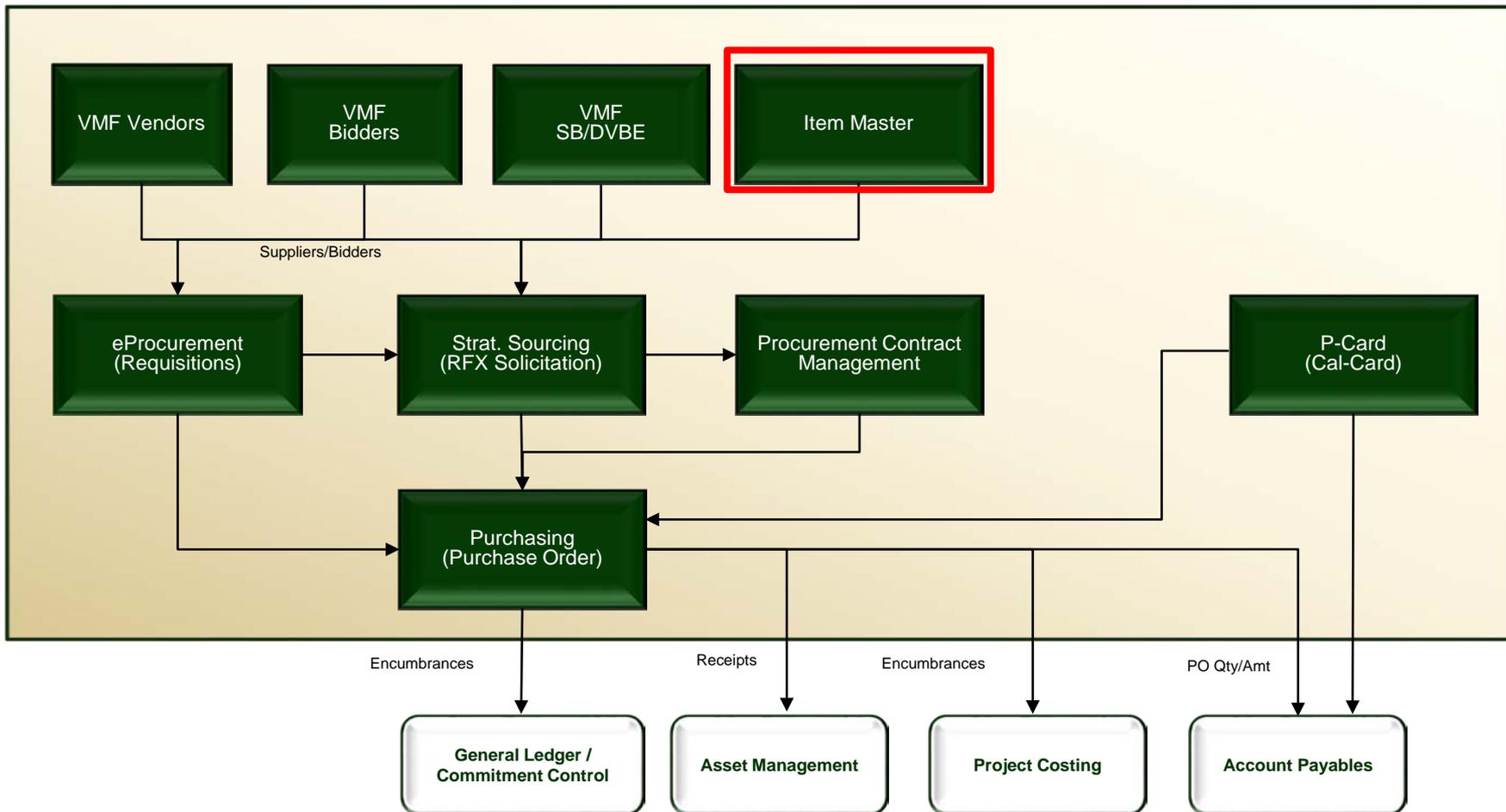
Items Key Terms

| Term | Definition |
|----------------------|--|
| Item | An item represents a good and/or service for purchase by the State of California; multiple contracts can be associated with one item and items will typically be related to LPAs and CALPIA. |
| Item ID | A unique system identifier for an item. |
| Item Category | A means of classifying an item. Every line item must be assigned to an Item Category. The item category code used by the State of California is UNSPSC code. |
| Item Catalog | An Item Catalog maintained internally by the state to facilitate the ordering and tracking of purchases. |

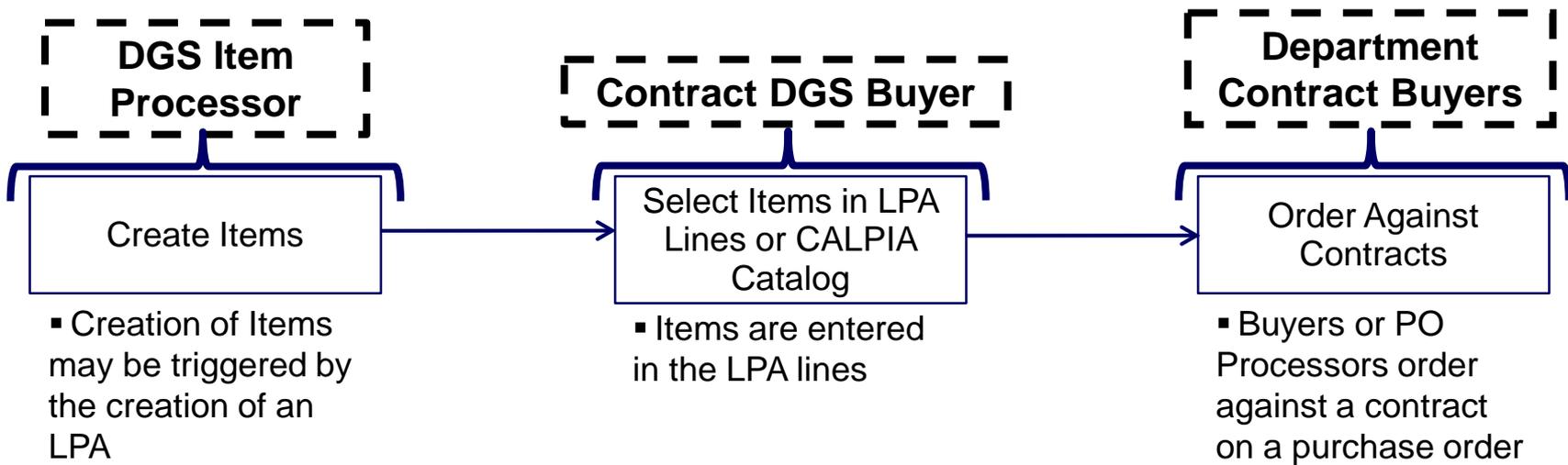
Item IDs Overview

- Item IDs are utilized in conjunction with:
 - Leveraged Procurement Agreements (LPAs) – coordinated purchases from private suppliers
 - California Prison Industry Authority (CALPIA) – goods and services from Prison Industry
- An Item ID is a unique identifier of a good or service.
- The state will set up items for purchasing, to enhance procurement transaction efficiency and data reporting and analysis capability.
- Items provide the most detailed tracking / reporting of state spend.
- Item data is reusable. After an item is defined in FI\$Cal, the same standardized item data can be used by departments on a requisition, purchase order, solicitation, and control agency report for purchase of items.
- Reduce data entry when ordering by Item ID. Attributes such as description, unit of measure, and United Nations Standard Product and Service Codes (UNSPSC) are automatically populated on the transactions.

Item Master



Items Summary Flow



Key Impacts

- Creation of items will be driven by LPA, CALPIA, and CALTECH use.
- Contract releases are done by purchase orders. Specific Item IDs may be ordered on the PO.

Requisition Overview

- The Create and Approve Requisition process covers all activities related to a requisition starting with creation, approval, and budget check, and ending with creation of a Purchase Order (PO).
- This includes the following sub-processes:
 - Create, Approve, and Maintain Requisition including Requisition Change Request



Requisition Key Terms

| Term | Definition |
|---------------------|---|
| Header | General information pertaining to the entire requisition. This includes data such as Business Unit, Requester, and Currency Code. Informational fields include requisition status and whether the requisition has been approved and budget checked. |
| Lines | Item description, Unit of Measure (UOM), Category, and Quantity for each item on the requisition. |
| Schedule | Due date, Ship-to address, and Unit Price are stored on the requisition for each item line. |
| Distribution | Accounting information (the General Ledger ChartField string) is entered. The ChartField string includes Account, Fund, Department ID, Class, Program, and Project. |

Requisition Key Terms

| Term | Definition |
|--|--|
| Business Unit | An organizational entity that has a balanced set of books and by which General Ledger (GL) reports and processing can be segregated. In FI\$Cal, a GL Business Unit will be defined for each Organization Code ("Org") that receives appropriations. |
| ChartField | An accounting classification segment (for example, Fund or Program). |
| Budget Check/ Pre-encumbrance/ Commitment Control | The process of budgetary accounting which enables the tracking or controlling of expenses against budgets, and revenues against estimates. |
| Reporting Structure | An agency defined ChartField that identifies the organizational entity associated with a transaction. Similar in purpose to the UCM Organization Code at Level 2 and below. |

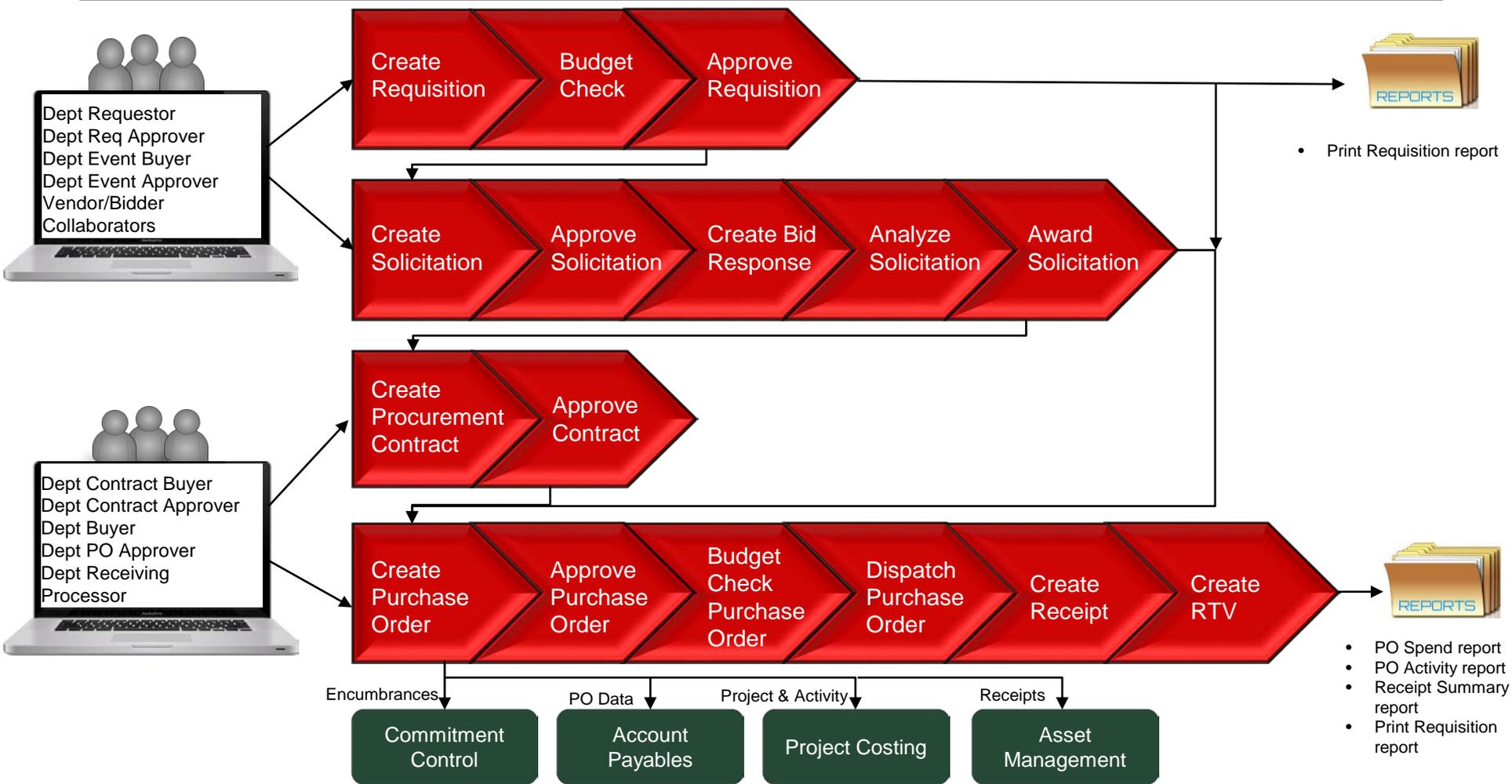
Requisition Key Terms

| Term | Definition |
|--|--|
| Procurement Contracting Officer (PCO) | Single point of contact for DGS/Procurement Division (PD) on procurement matters. Responsible for all procurement and contracting within the department. Responsible and directly accountable for the department's purchasing authority. |
| Purchasing Authority Contact (PAC) | Interfaces and communicates with the DGS/PD, the PCO, and subordinate staff. Oversees day-to-day procurement activities conducted under the purchasing authority. |
| Ad Hoc Approver | Approvers or reviewers that are added to the standard approval process. Inserted Ad Hoc approvers apply only to the current requisition or PO being approved. |

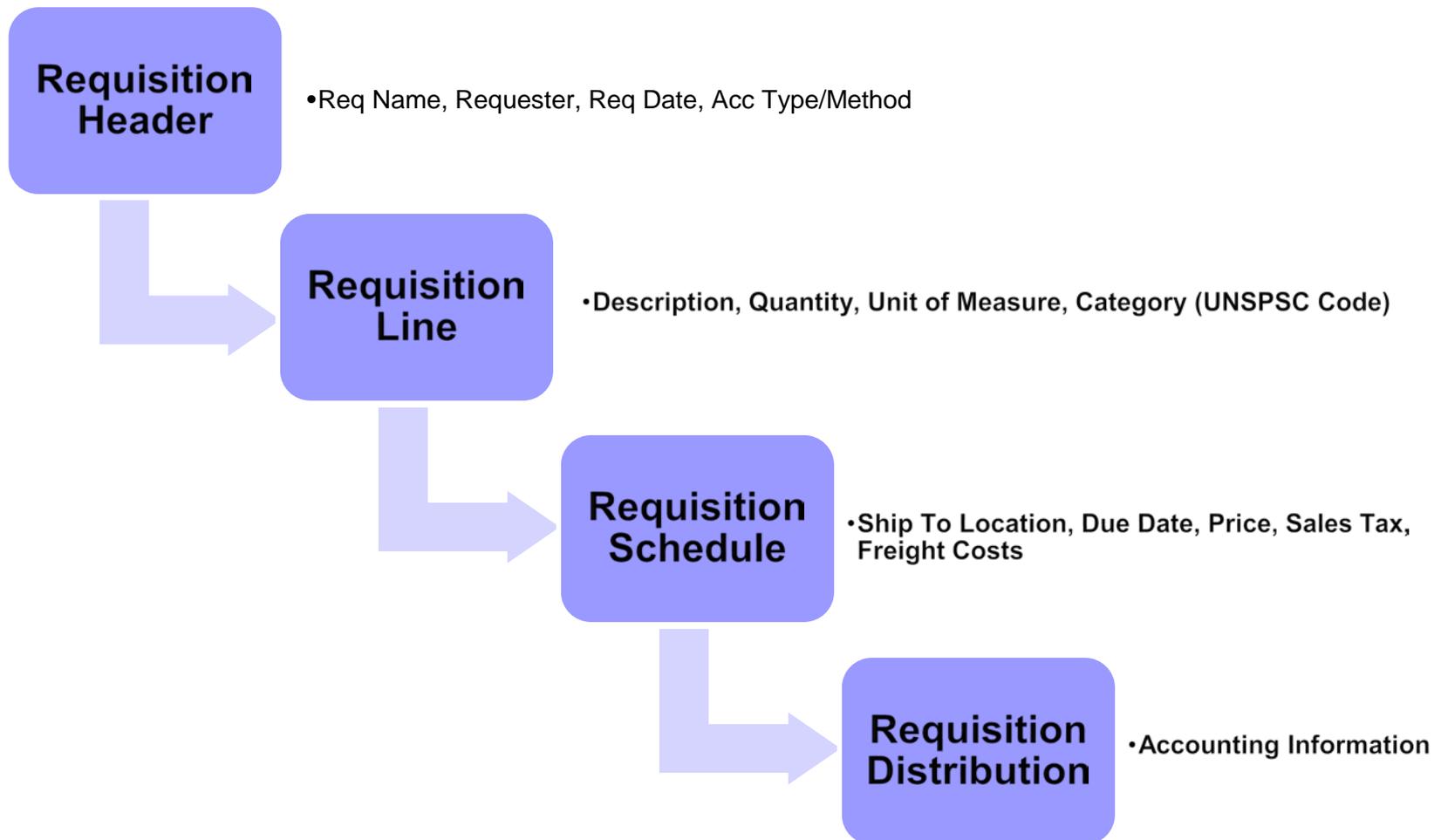
Requisition Key Terms

| Term | Definition |
|--|---|
| Acquisition Type | State purchasing activities divided into categories: Non-IT Goods, Non-IT Services, and IT Goods and Services, IT TELECOM, Encumbrance Only. |
| Acquisition Method | Method of procurement including, but not limited to: <ul style="list-style-type: none"> ▪ Competitive ▪ Non-competitive bids (NCB) ▪ Solicitation through Small Business/Disabled Veteran Business Enterprise (SB/DVBE) ▪ Leveraged Procurement Agreements (LPA) ▪ Emergency |
| United Nations Standard Products and Services Code (UNSPSC) | Code used to classify goods and/or services in FI\$Cal. Should be entered during the requisition process. |

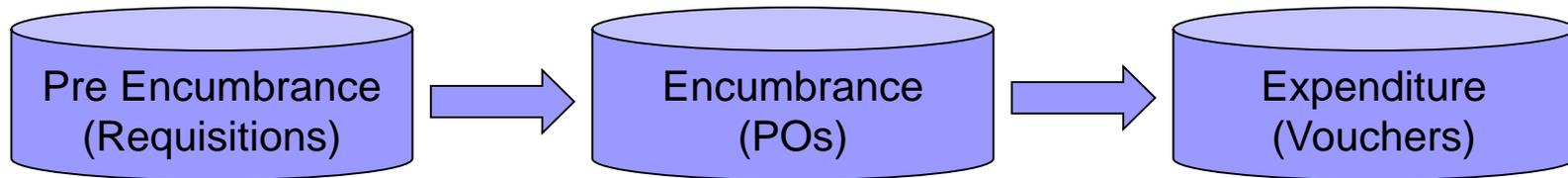
Requisition to Receiving



Requisition Data Hierarchy



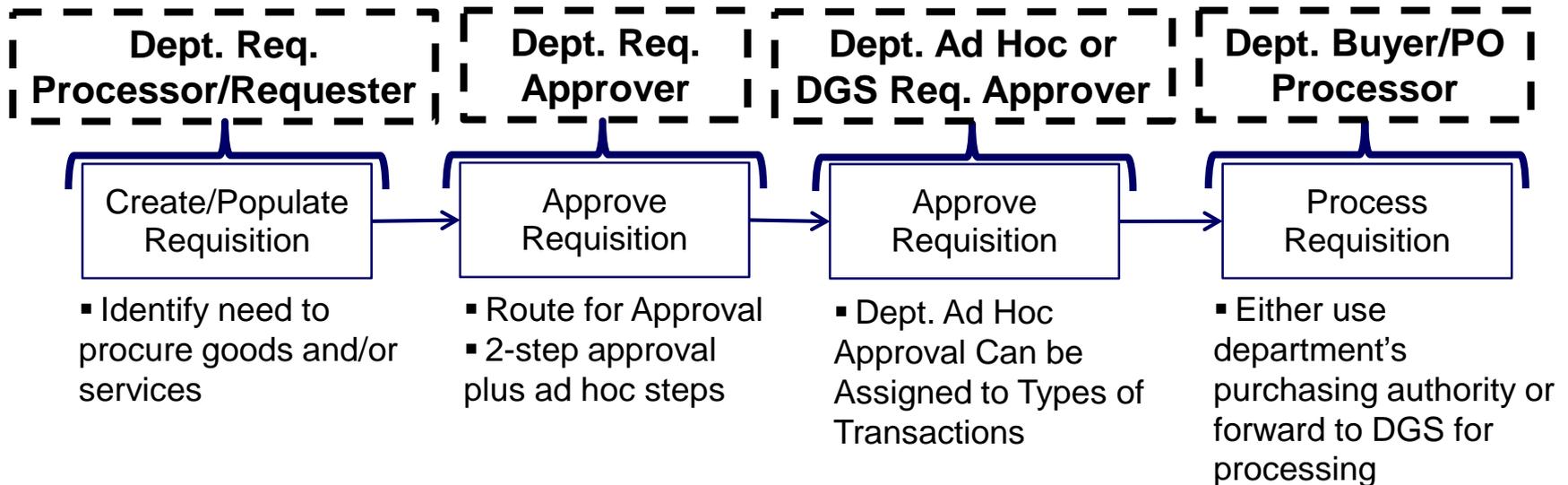
Pre Encumbrance vs Encumbrance vs Expenditure



| | |
|-------------------|-------------|
| Budget: | \$1,000,000 |
| Expenses | 400,000 |
| Encumbrance | 500,000 |
| Pre Encumbrance | 50,000* |
| Available Budget: | \$ 100,000 |

* Funds are in a “soft encumbrance” and are still included in the budget

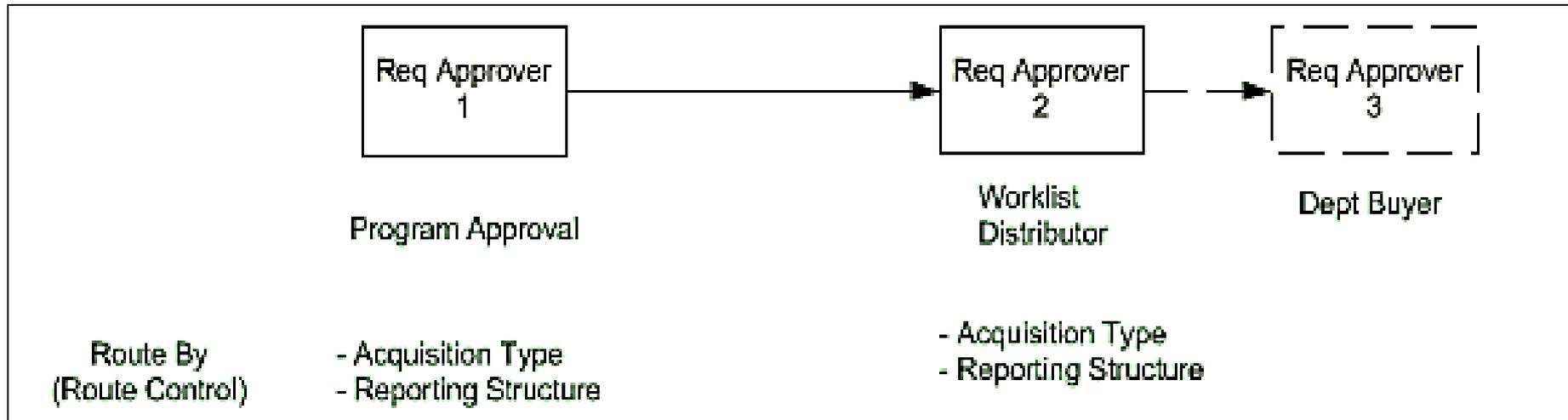
Create and Approve Requisition



Key Impacts

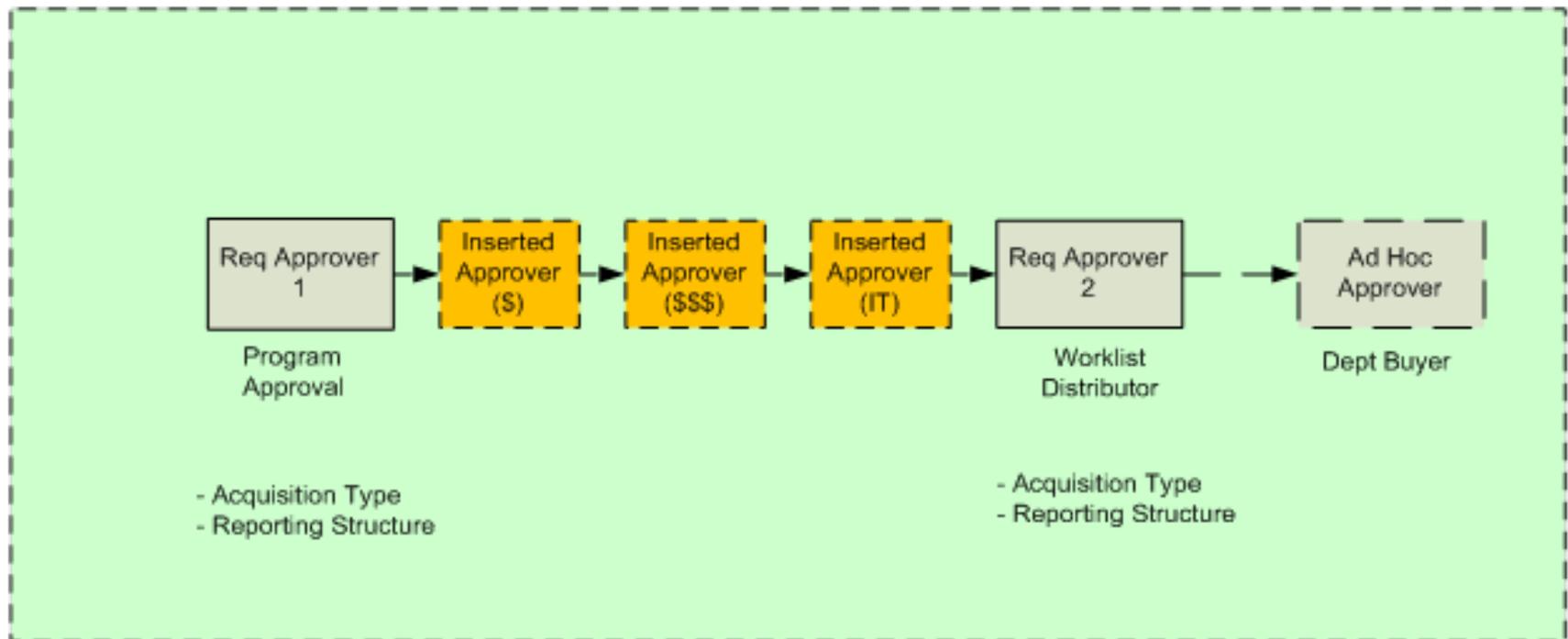
- Acquisition type, reporting structure, and dollar amount will be used to determine workflow routing.
- Requisitions may include ad hoc departmental approvers as well as external (DGS) approvers.

Requisition Workflow



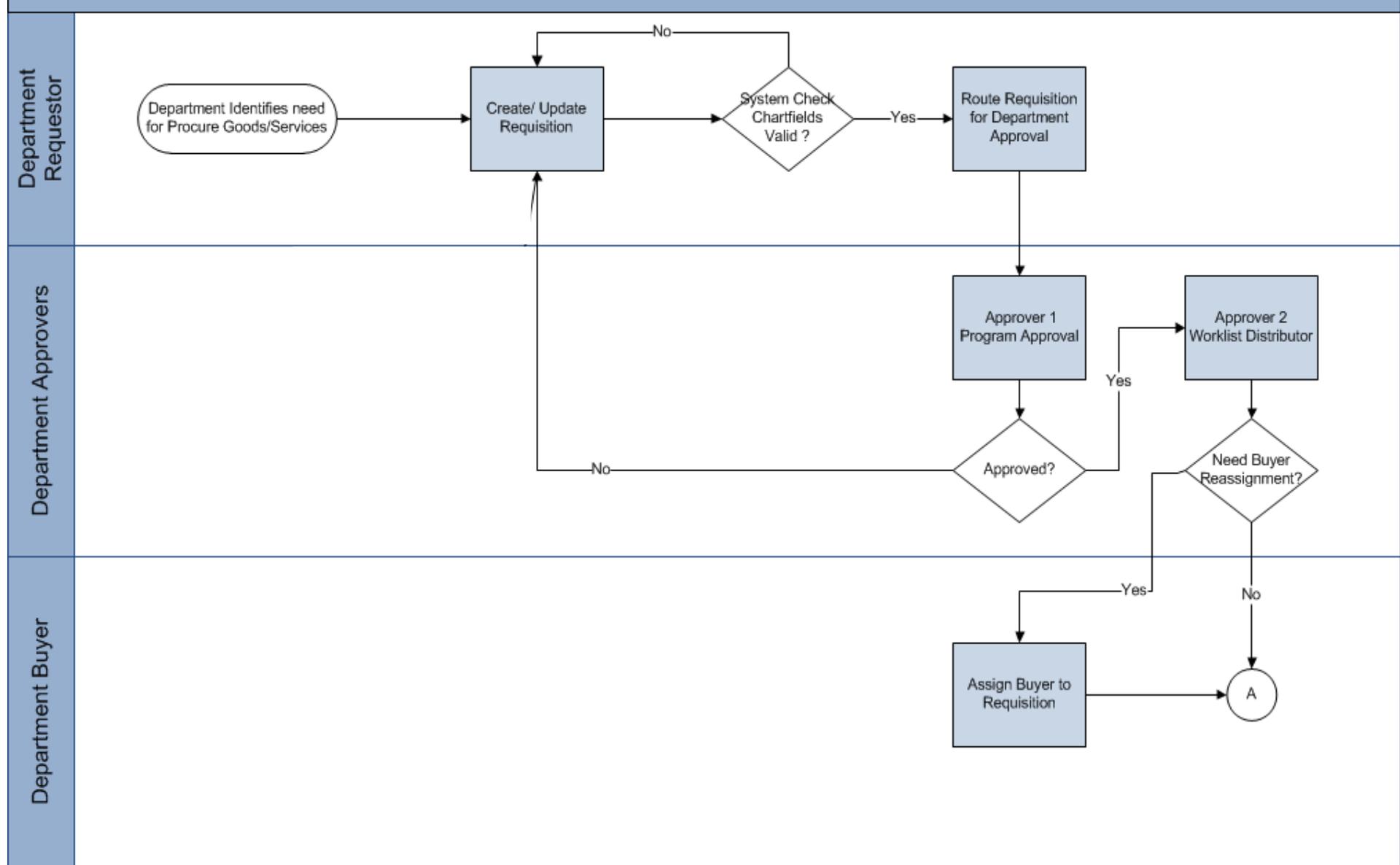
- Additional approvals (dollar thresholds, commodity approvals, etc.) can be handled by inserting ad hoc approvers or reviewers.
- Routing an approval to the Department Buyer is a manual step performed by the worklist distributor.
 - Departments have the option to route directly to the buyer as well by assigning the Department Buyers the Requisition Approver 2 role.

Ad Hoc Workflow – Requisition

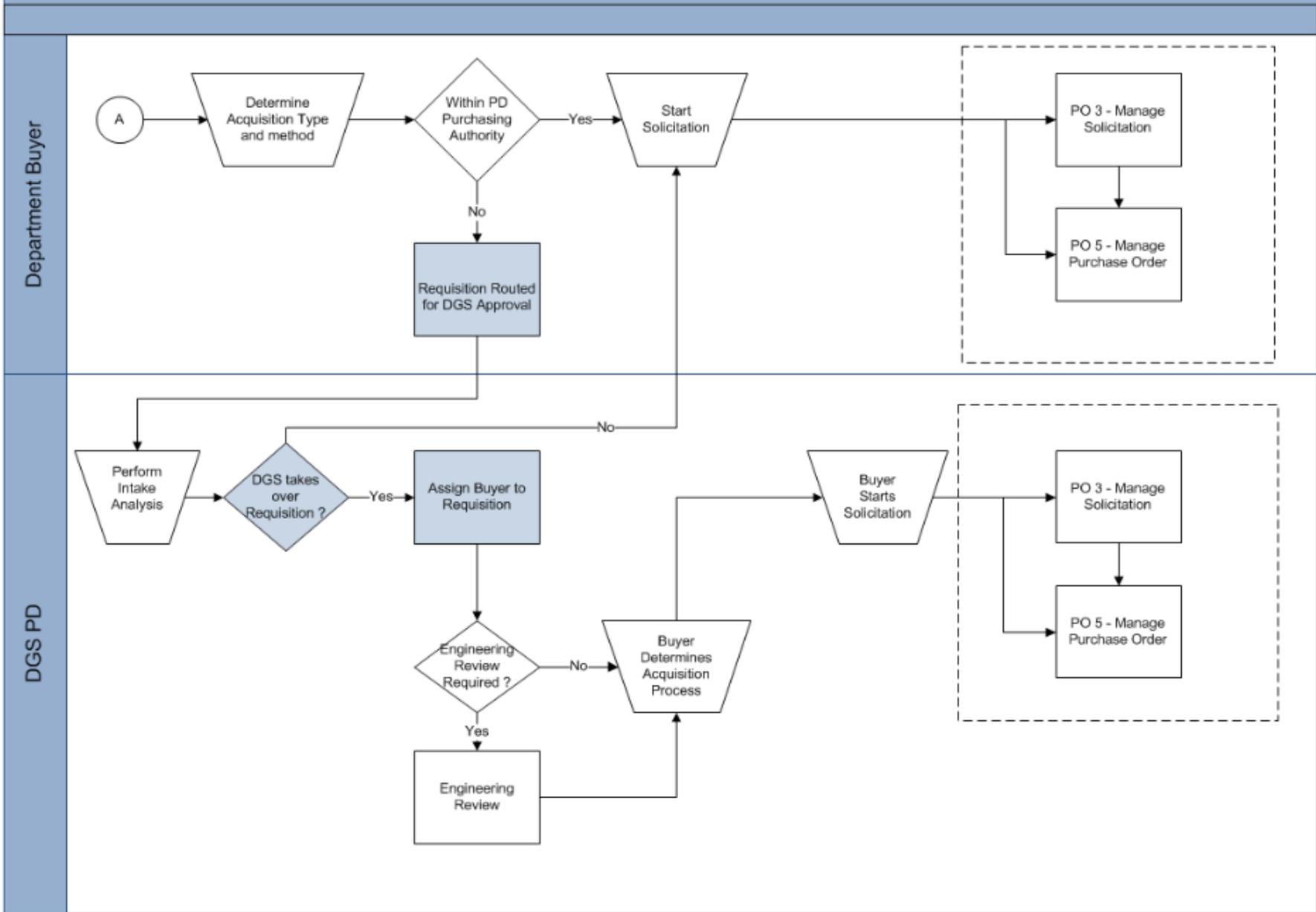


- Additional approvals (dollar thresholds, commodity approvals, etc.) can be handled by inserting ad hoc approvers or reviewers.
- Routing an approval to the Department Buyer is a manual step performed by the worklist distributor.

Create and Approve Requisition To-Be Process (Page 1)



Create and Approve Requisition To-Be Process (Page 2)



Sourcing (Solicitation) Process Overview

- Manage Sourcing process starts when the department identifies need to purchase goods and/or services or to create a new contract.
- Buyer creates solicitation or addenda to an existing solicitation.
 - Solicitation is public, by invitation, or private. Multiple bids allowed. Two envelope solicitation supported. Bids default as sealed. Solicitation formats may be RFx, RFI, Auction.
- Solicitation can be created by direct entry or copying a requisition.
- Bidder / vendor submits bid response.
- Buyer analyzes bid responses.
- Where applicable, create Notice of Intent to Award .
 - If there is no protest, award purchase order or contract.
 - If there is a protest, follow protest resolution process.



Manage Sourcing Key Terms

| Term | Definition |
|-------------------|--|
| Event | Terminology in FI\$Cal for a solicitation. |
| Buy Event | A solicitation where event creator wants to buy goods or services. There are three types of buy events in PeopleSoft: Auction, RFx, Sealed RFI. |
| Auction | Also known as reverse auction. All bids are visible to all bidders. Bidders can enter multiple bids, to beat the current highest-scoring bid. |
| RFx | Solicitation type that applies to R equest F or Quote or Proposal or Invitation for Bid. Bidders submit a bid response by the specified end date, and bidders do not see other bids. |
| Sealed Bid | Configuration setting in events where bid responses are not viewable until the bid closing date. |

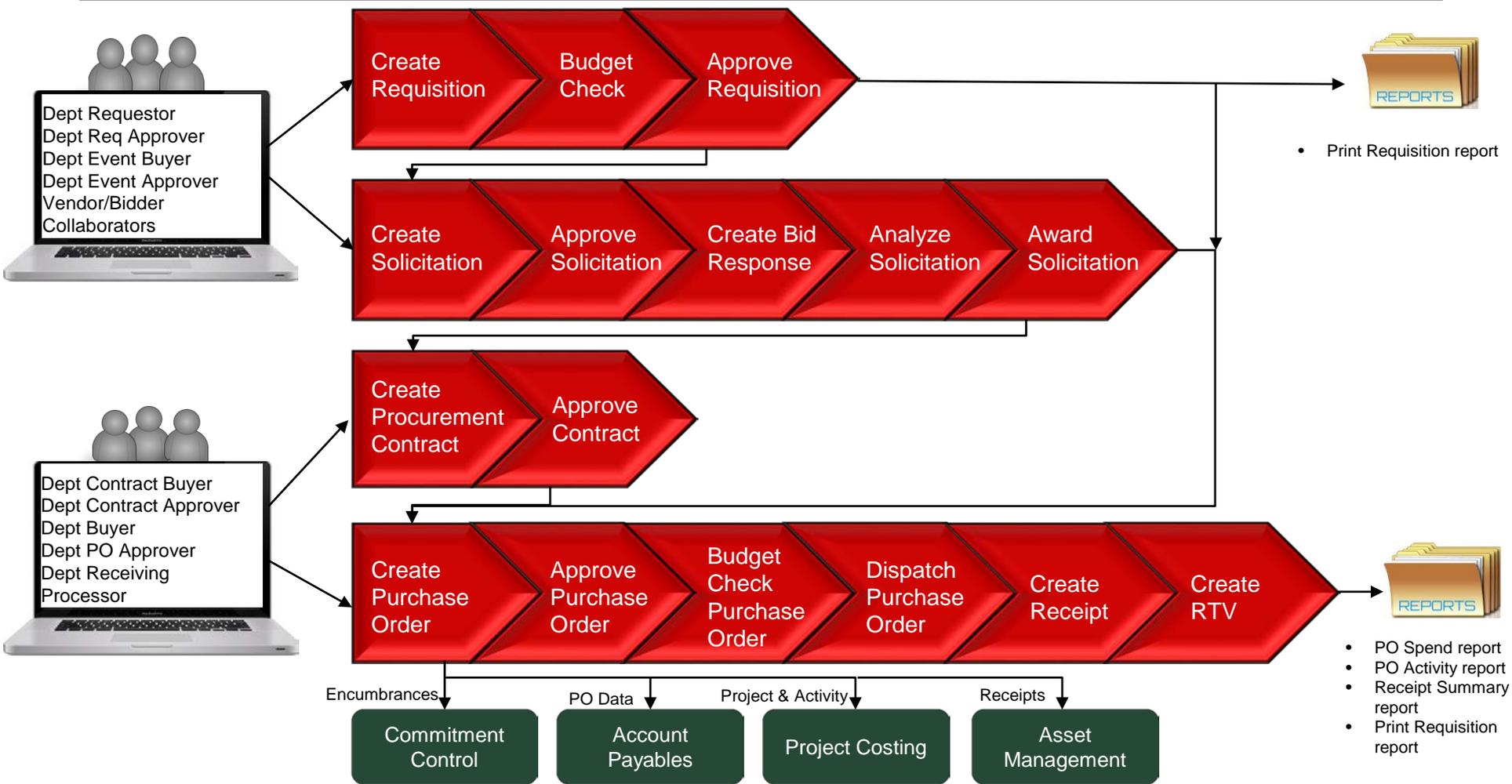
Manage Sourcing Key Terms

| Term | Definition |
|---------------------|--|
| Event Buyer | The originator of the event. |
| Start Date | The date and time that an event is open for bidding. |
| End Date | The date and time that bids are no longer accepted. |
| Preview Date | The date that prospective bidders may view the event and enter bid data, but not post/submit the bid. |
| Bid Response | Submission of an offer on an event. |
| Bid Factor | Evaluation factors for weighting responses to an event; may or may not be cost related. |
| Bidder | An entity that has registered in Cal eProcure to receive notifications and submit bids online, maintain their information, and apply for certifications. |

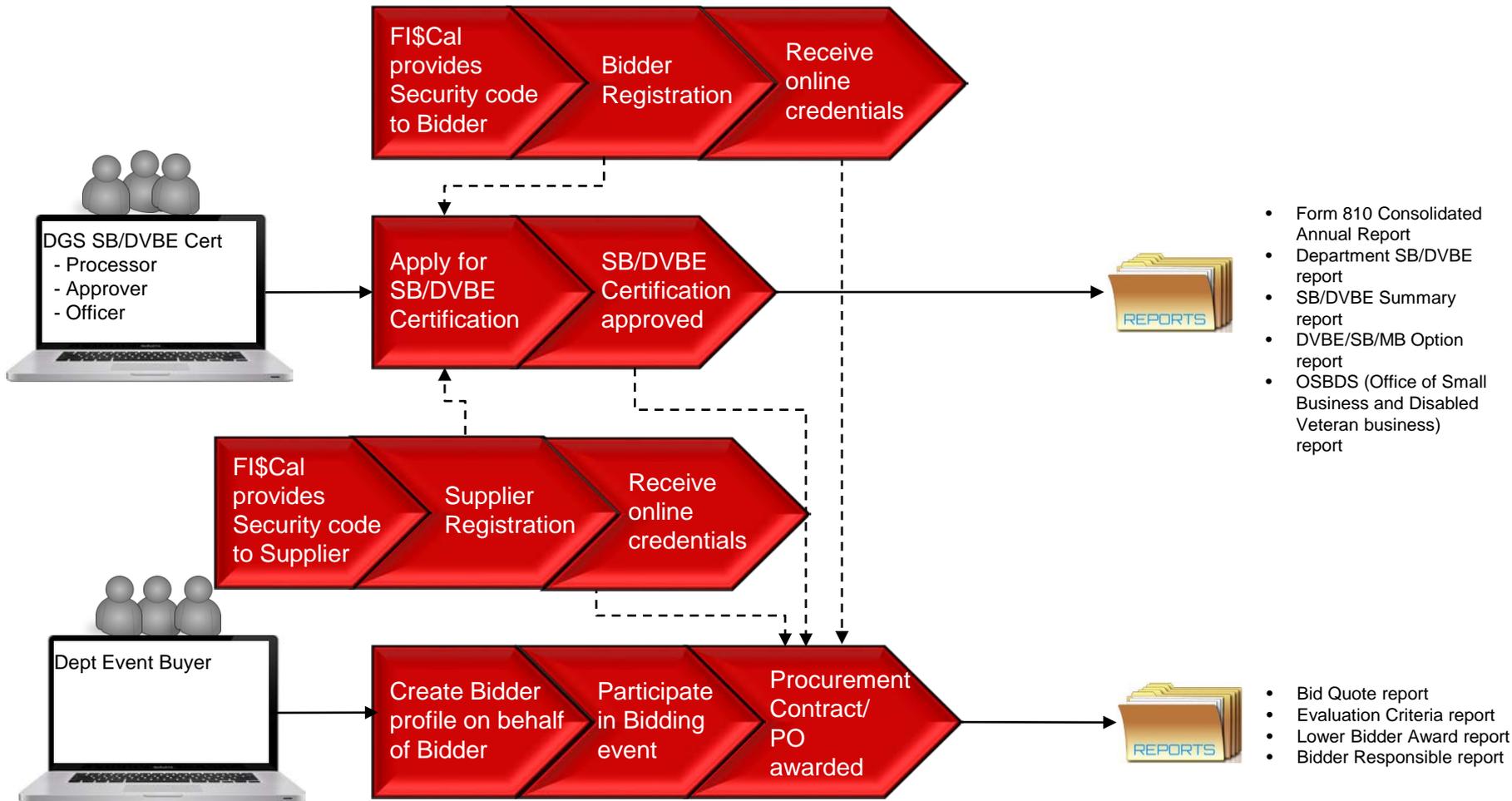
Manage Sourcing Key Terms

| Term | Definition |
|-------------------|---|
| Supplier | An entity that is actively doing business with the State, or otherwise receiving payments from the State. In Cal eProcure, Supplier is an alternate term for “Vendor.” |
| eSupplier | An entity that has both registered in Cal eProcure, and is actively doing business with the State. Once a Bidder is awarded a contract or purchase order, they are then categorized as an eSupplier in FI\$Cal. |
| Sell Event | Event creator offers a good or service for sale. Sell events may be an auction (all bids visible to all bidders or RFx). |
| Weighting | Both bid factors and line items are weighted to reflect their level of importance. Weighting is used to analyze and score bids. |

Requisition to Receiving

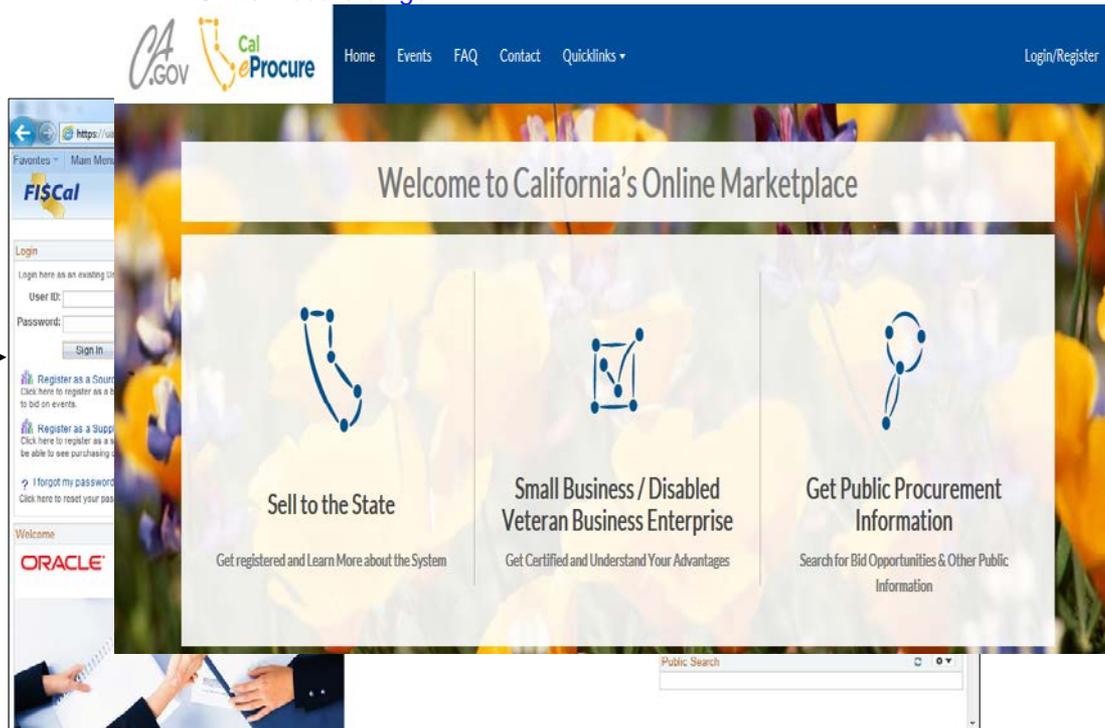


Supplier & Bidder Registration



Supplier Portal

www.CALeProcure.ca.gov



The screenshot shows the CALeProcure website interface. At the top, there is a navigation menu with links for Home, Events, FAQ, Contact, and Quicklinks. Below the menu, the main content area features three large panels with icons and text:

- Sell to the State:** Get registered and Learn More about the System
- Small Business / Disabled Veteran Business Enterprise:** Get Certified and Understand Your Advantages
- Get Public Procurement Information:** Search for Bid Opportunities & Other Public Information

On the left side of the screenshot, there is a sidebar with a login form and registration links. At the bottom, there is a public search bar.

SB/DVBE Certification
- Processor
- Officer
Dept Event Buyer

Supplier Registration



Bidder Registration



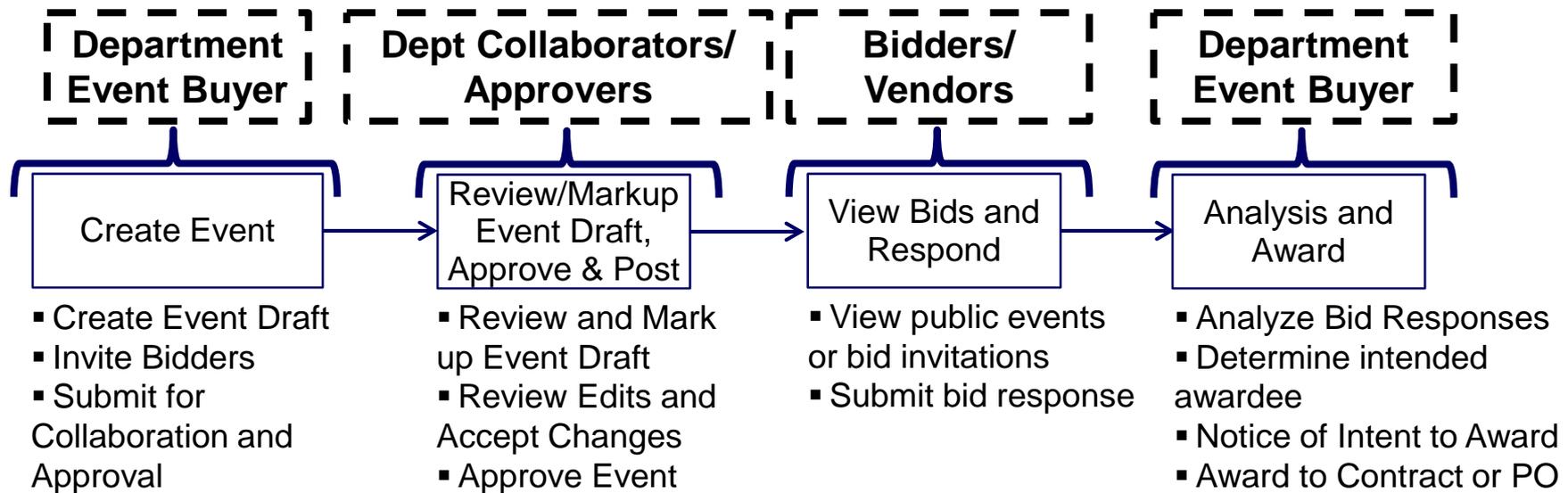
SB/DVBE Certification



Public Search



Manage Sourcing Summary Flow



Key Impacts

- Solicitation Events may be entered directly or may originate from a requisition.
- Collaborators are selected by the event processor to provide edits; collaboration routing uses approver worklists; Event Processor/Buyer decides which edits to accept.
- The event is posted in the portal and email invitations sent after event approval.
- Online tabulation may be exported to excel for further analysis & processing.

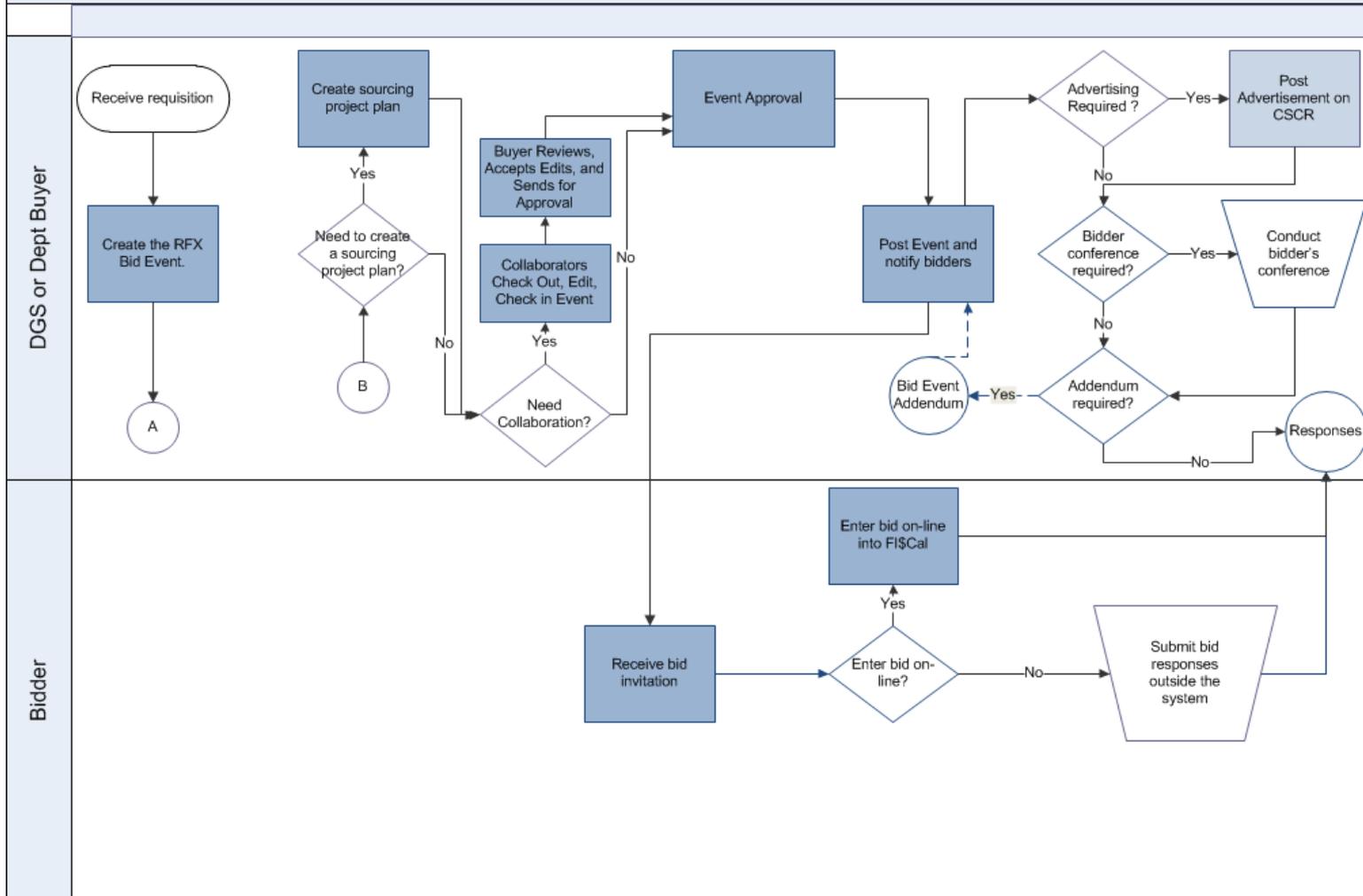
Sourcing Event Workflow



- Sourcing Event is a one-step approval process.
- Funding is optional in Sourcing Events so routing by Reporting Structure cannot be used. Program approvals and other conditional situations will be added as ad hoc approvals.
- Event Approver routing is based on business unit and acquisition type route controls.
- Additional approvers can be added via ad hoc functionality as needed.

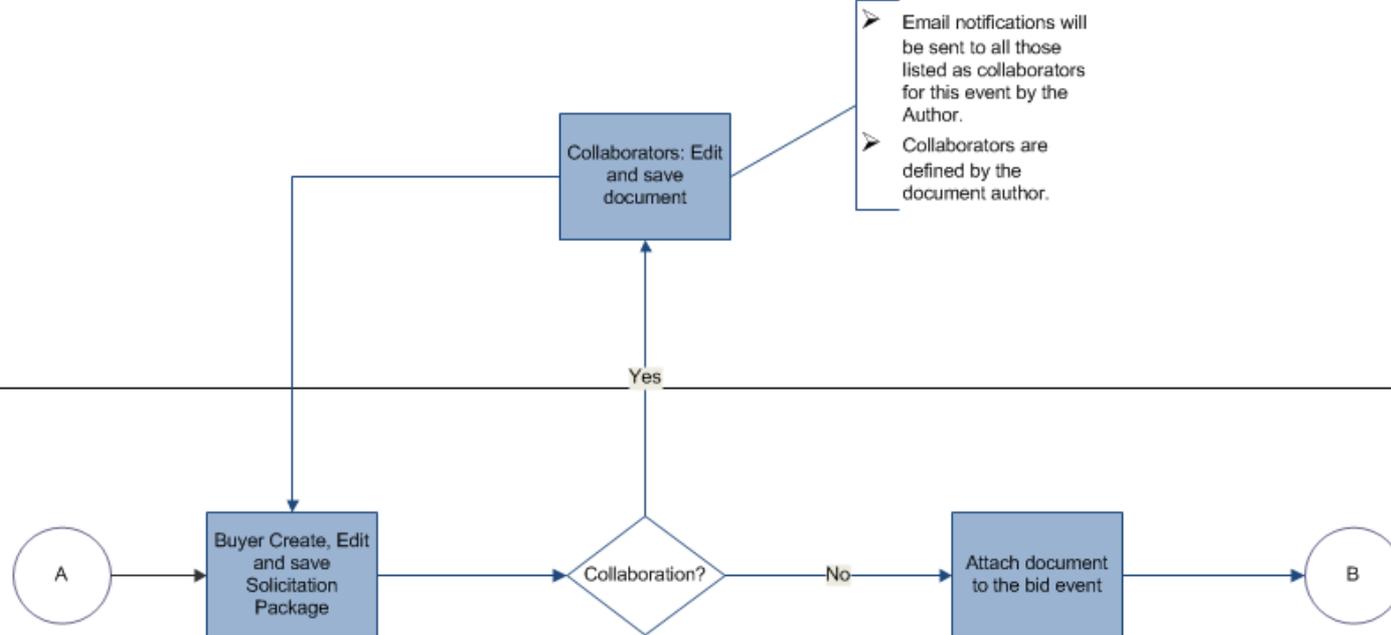
Manage Sourcing Detailed Process Flows

PO- Manage Sourcing – Create RFX Bid Event

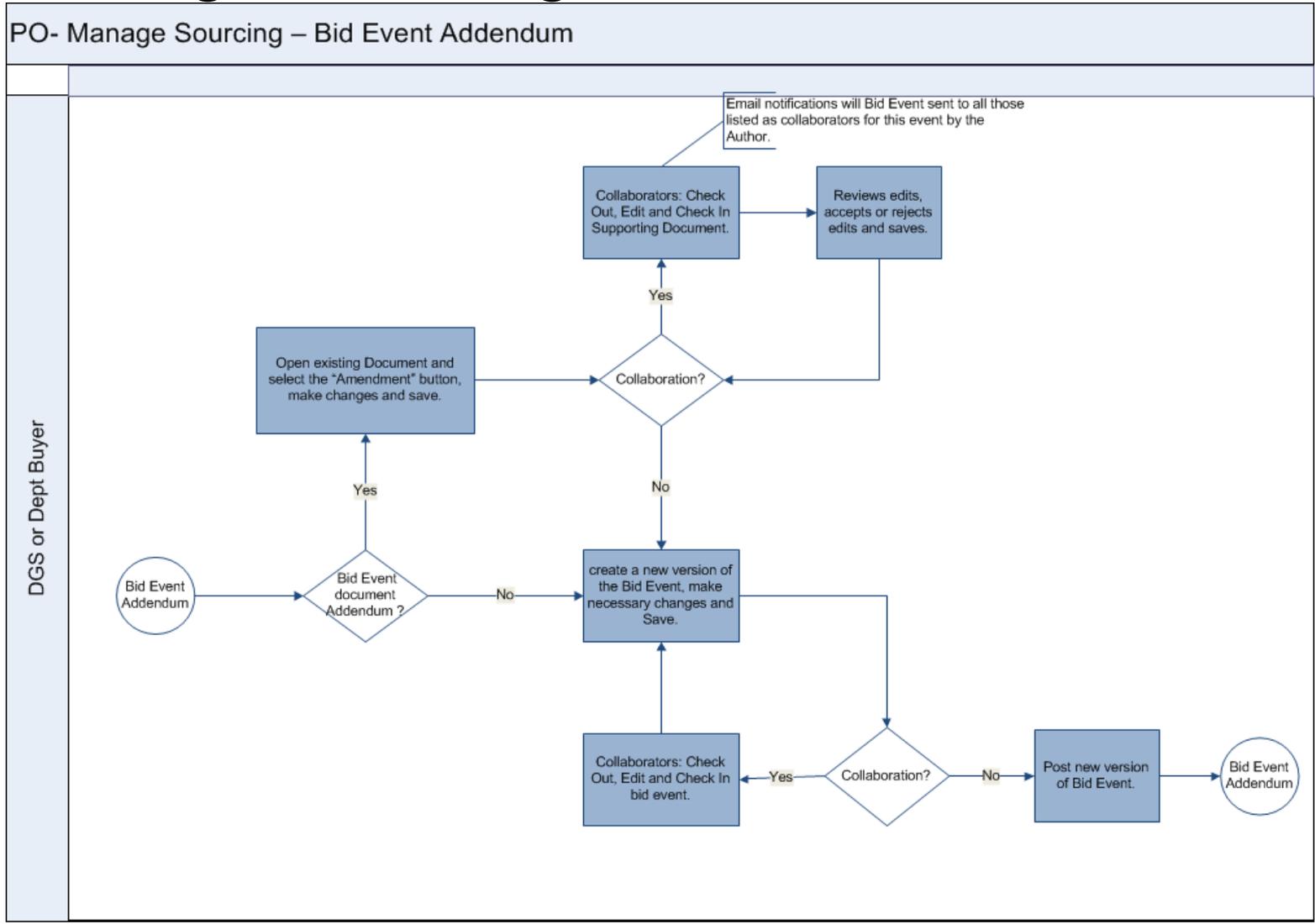


Manage Sourcing Illustrations

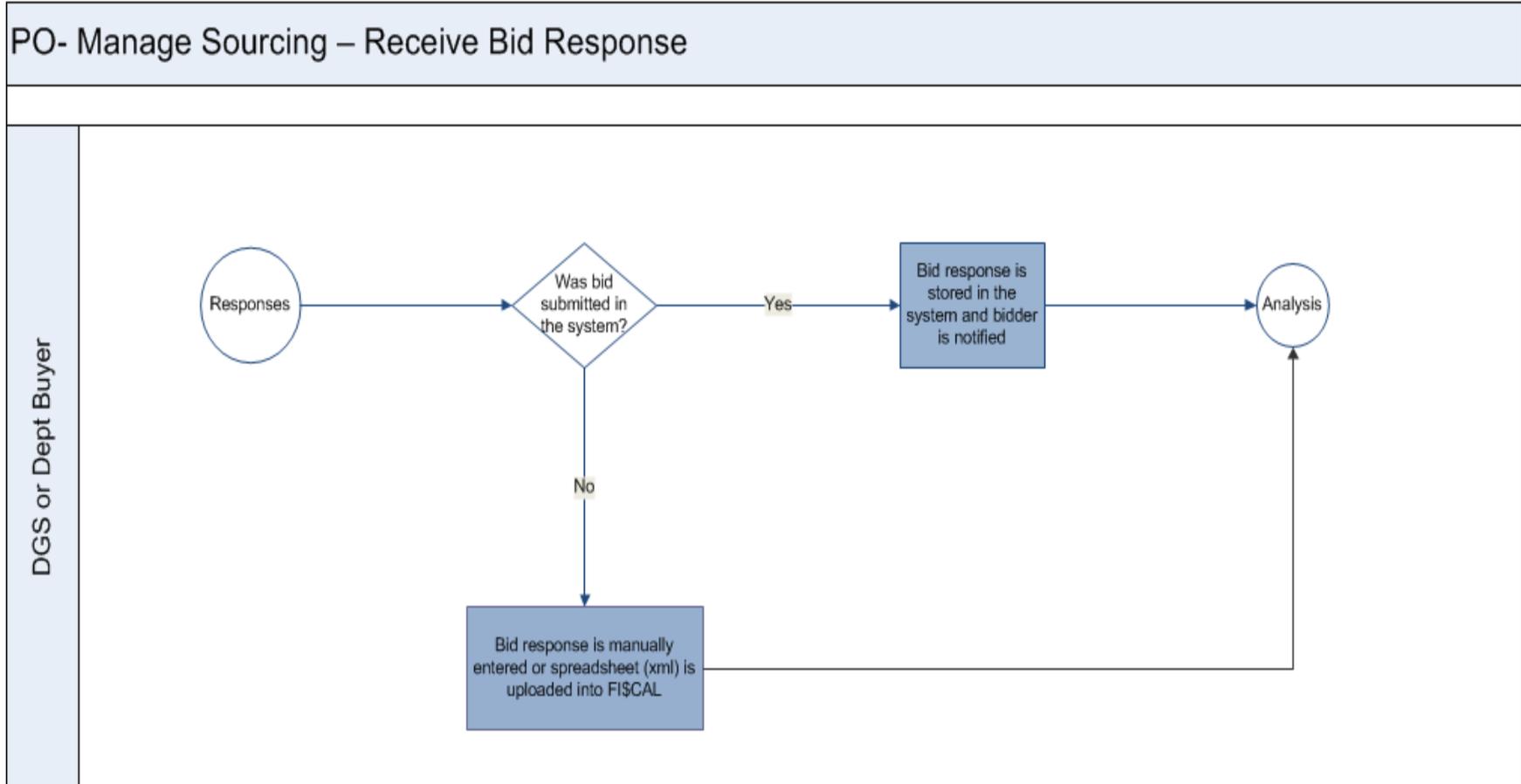
PO- Manage Sourcing – Create RFX Document Package



Manage Sourcing Illustrations

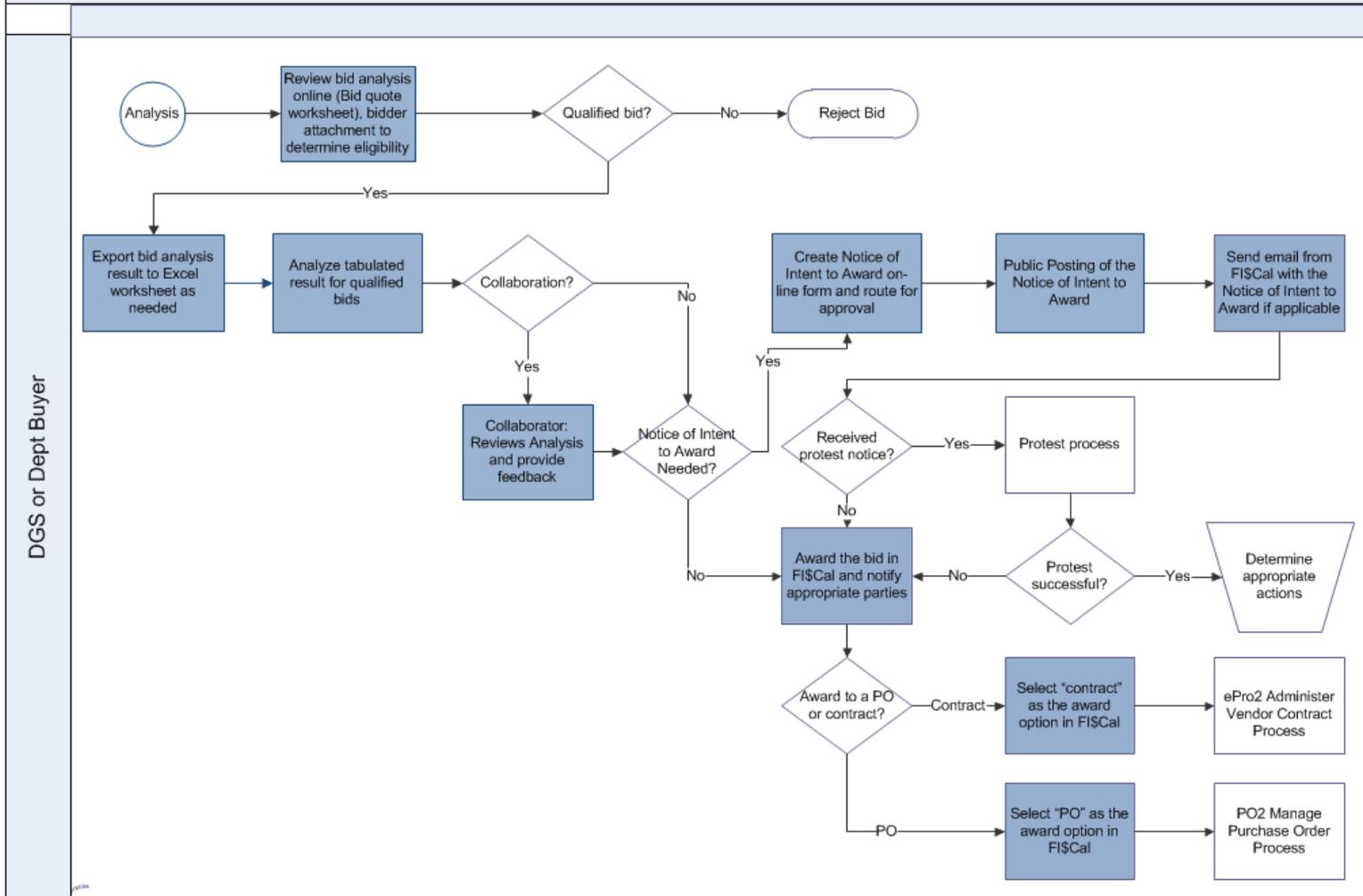


Manage Sourcing Illustrations



Manage Sourcing Illustrations

PO- Manage Sourcing – Bid Analysis and Award



Procurement Contracts Overview

- Contract process starts upon notification of award to supplier (or vendor).
- Includes ongoing activities necessary to create/amend contract, build contract document, approve contract and contract document, evaluate for extension, rebid or retire contract.
- Process also includes administration of contract (tracking of contract usage, enforcement of maximum amount(s), and contract effective dates).
- Process ends when contract is available to departments for procurement of goods and/or services, evaluated for rebid, extension or closeout.

Procurement Contracts Overview

- Contracts will be created for Leveraged Procurement Agreements (LPAs) and departmental contracts.
- FI\$Cal contracts will enforce spending against maximum amount and contract term (start and end) dates.
- Contracts may be set up for multiple years.
- Ordering/release against contracts is via POs.
- FI\$Cal contracts will keep track of all the individual PO releases and remaining balance of the contract.

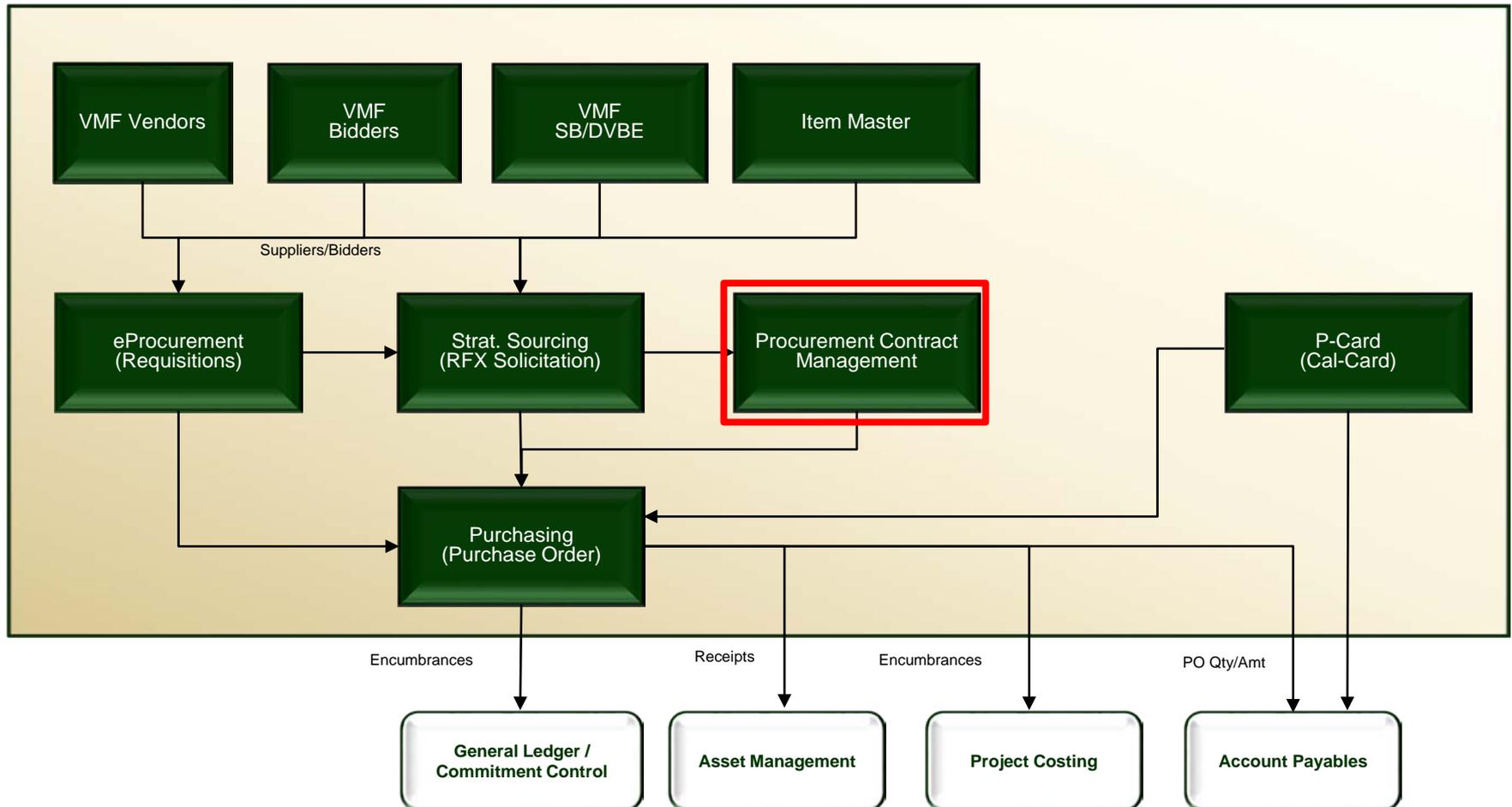
Procurement Contracts Key Terms

| Term | Definition |
|-------------------------------|--|
| Contract (General) | An agreement between the State and another entity to procure goods or services. |
| Procurement Contract | Also referred to as a Vendor or Supplier Contract. An agreement with an individual or entity (e.g. vendor, grantee, finance/ leasing company) that the state will pay. This includes the transactional contract and the contract document. |
| Transactional Contract | A term used for the contract transaction. A user can perform transactions such as create and maintain contract items, amounts, dates, and prices. |
| Contract Number | Unique identifier for a contract. |
| Contract Status | Provides Current Status of Contract (Open, Approved, Closed, Canceled, On hold). |

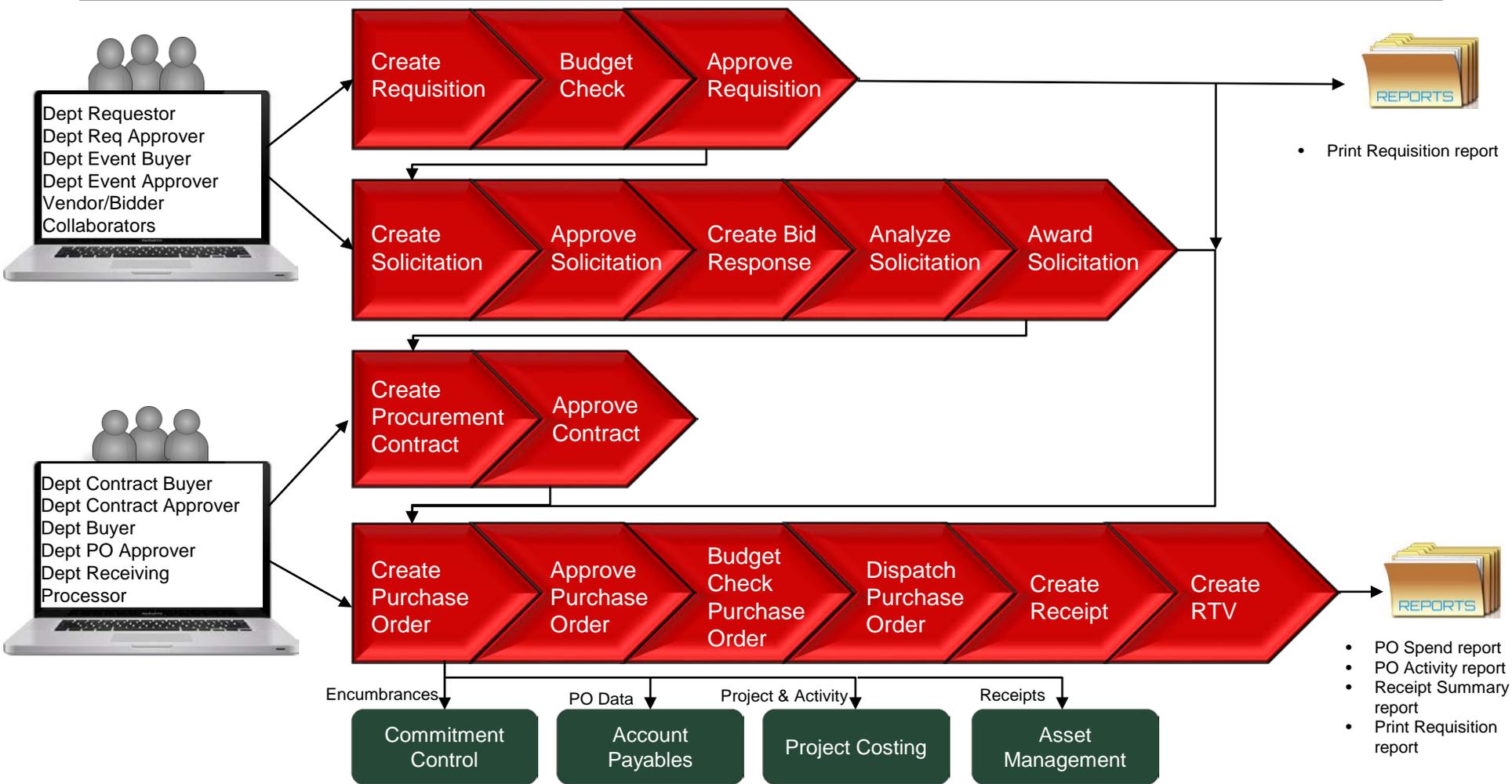
Procurement Contracts Key Terms

| Term | Definition |
|-------------------------------|---|
| Expiration Date | Date contract becomes unavailable to procure goods and/or services. |
| Maximum Amount | The maximum amount that the contract cannot exceed. |
| Line Item Contract | Contract line specified by item id/item description. |
| Category Contract Line | Contract line specified by a group of items based on an item category (UNSPSC codes). |
| Open Item Contract | A contract that allows ordering of goods or services as specified by the contract, e.g. vendor catalog. |
| Spend Threshold | A monetary amount or date criteria for a contract used for triggering contract alert notifications, e.g. against max amount, end date, or renewal date. |
| Contract Version | The revision level of a transactional contract. This is currently called a contract amendment. |

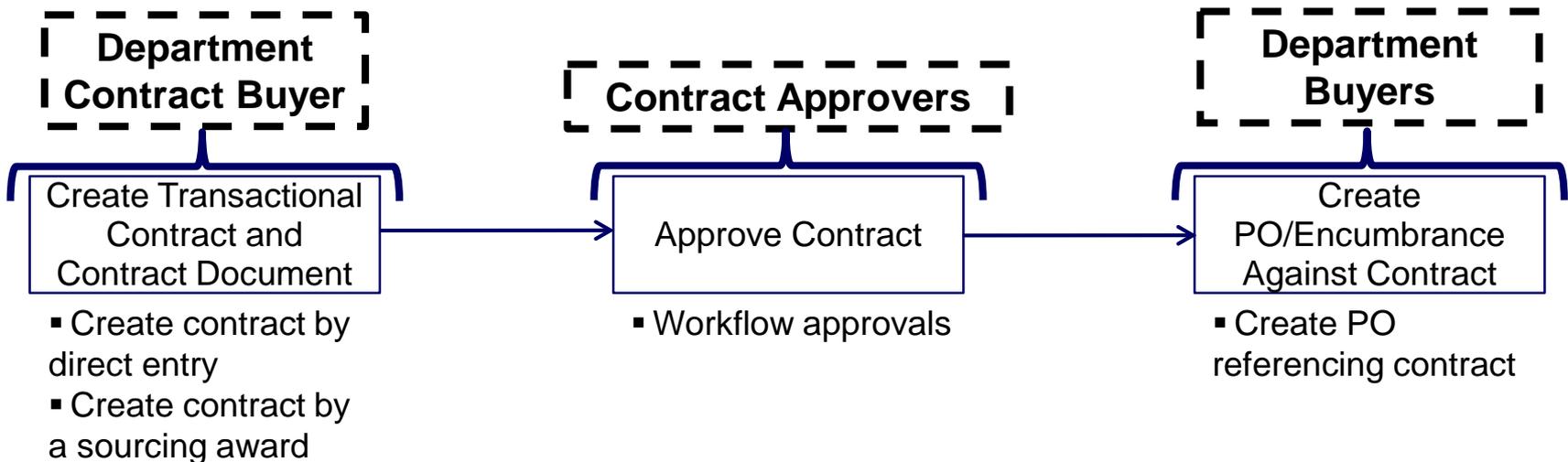
FI\$Cal Procurement Solution



Requisition to Receiving



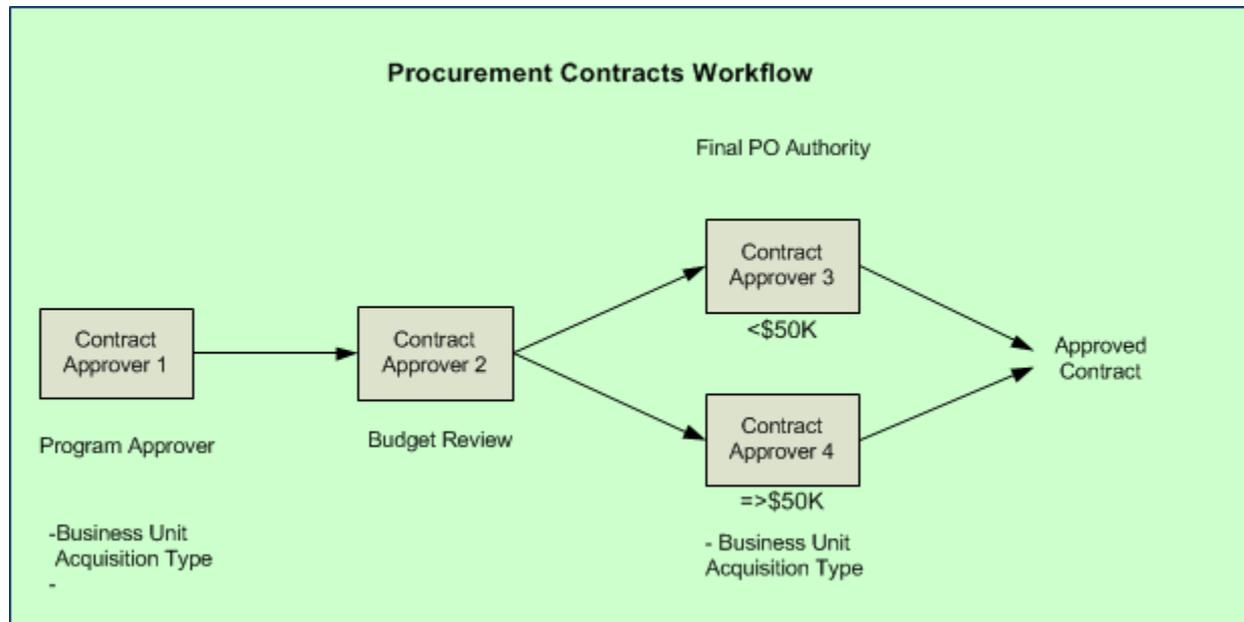
Procurement Contracts Summary Flow



Key Impacts

- Contracts may be created by award from Solicitation, direct entry, or copying from an existing contract.
- Contract will be either an LPA or a departmental contract.
- Wet signatures on contracts still needed from vendors.
- Purchase Orders are the release mechanism for ordering against a contract.
- Contract documents will be attached to a specific area in the transactional contract.

Procurement Contracts Workflow



- Contract workflow will follow the 3-step approval process for PO approvals.
- Contract approval routing is based on business unit and acquisition type route controls. Funding is optional in contracts so reporting structure cannot be used as a route control.
- The contract document will be attached to the transactional contract, routed and approved at the same time as the transactional contract.
- Approved contract is routed back to the buyer for execution and distribution.
- Additional approvers can be added via ad hoc functionality as needed.

Break!!!



Purchase Order Overview

- The Manage Purchase Order process is used to create purchase orders (POs) and change orders (amendments) for existing POs. This includes activities necessary to create POs, approve POs, budget check (encumbrance), and dispatch POs to support State/Department procurement activity.

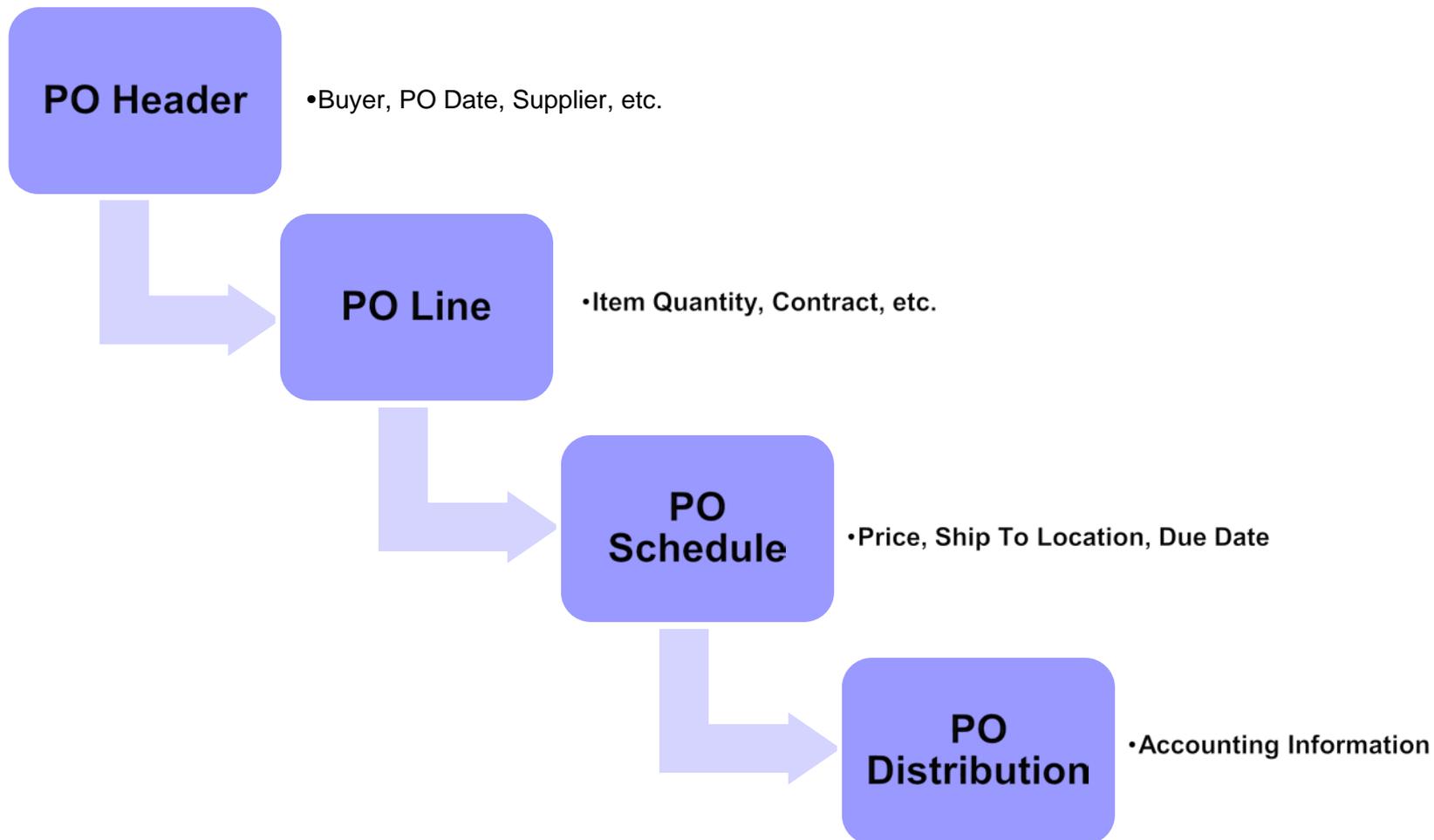
- This includes the following sub-processes:
 - Create Purchase Orders
 - Approve Purchase Orders
 - Run Budget Check
 - Dispatch Purchase Orders



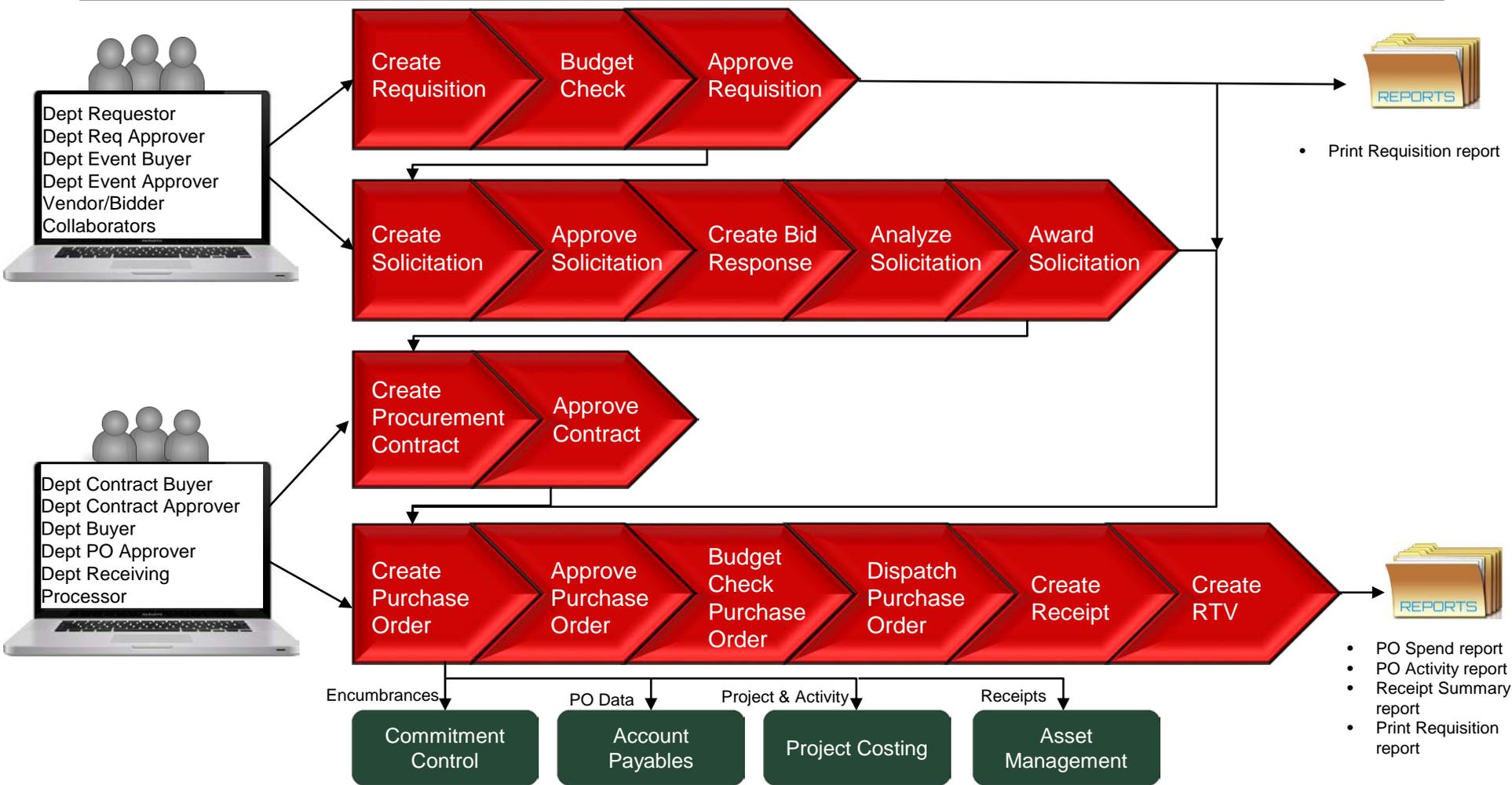
Purchase Order Key Terms

| Term | Definition |
|---------------------|--|
| Header | General information pertaining to the entire order. This includes the PO Date, Vendor, Buyer, PO Type, and PO Reference. The Buyer can also place the order on hold and initiate the approval and budget checking functions. Informational fields include order status and whether the order has been budget checked and dispatched. |
| Lines | Item description, Unit of Measure (UOM), Category, and Quantity for each item you are ordering. |
| Schedule | Due Date, Ship-To Address, and Unit Price are stored on the requisition for each item line. |
| Distribution | Accounting information (the GL ChartField string) is entered. The ChartField string includes Account, Fund, Reporting Structure, Program, Appropriation Reference, and Year of Enactment. |

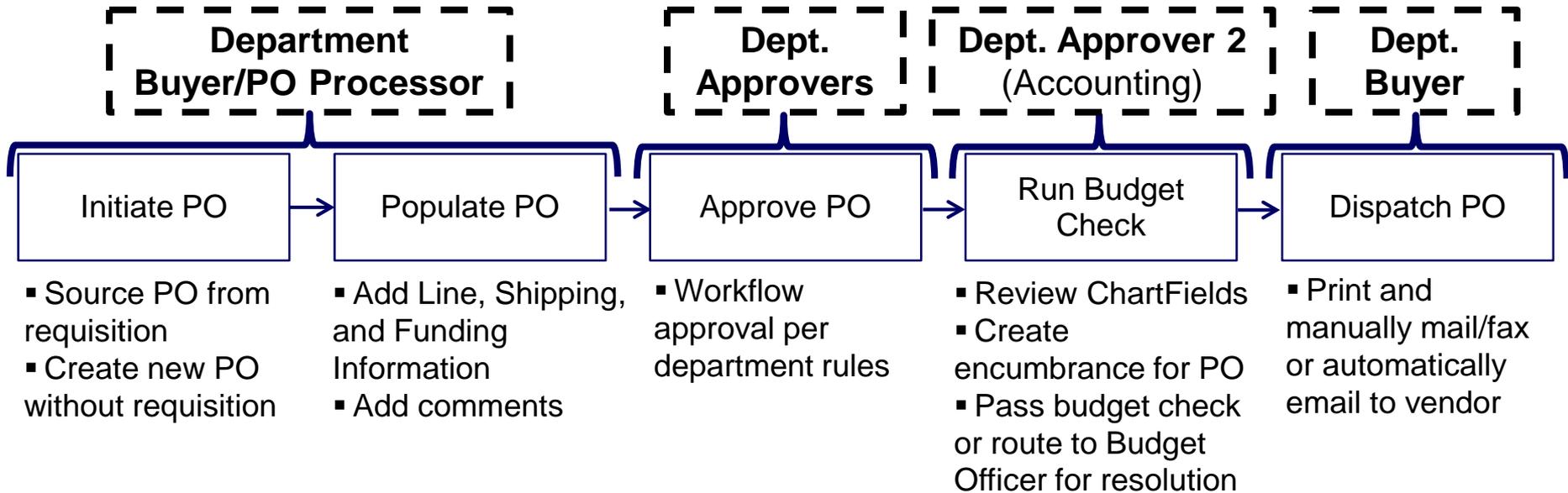
Purchase Order Data Hierarchy



Requisition to Receiving



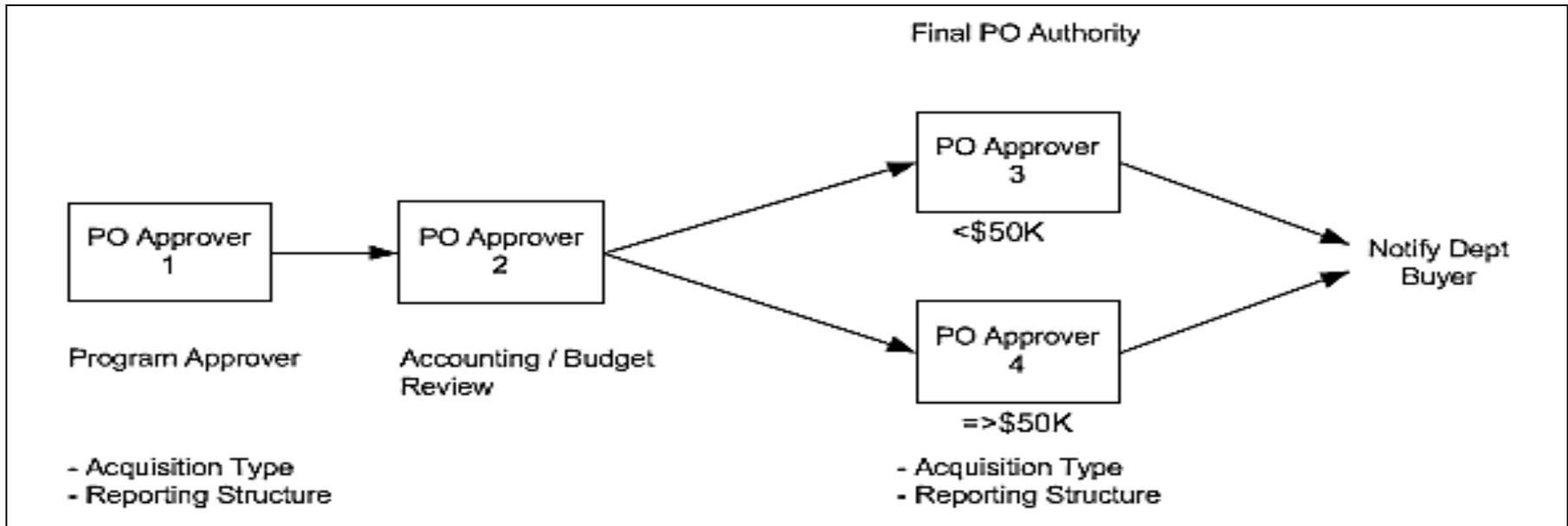
Manage Purchase Order



Key Impacts

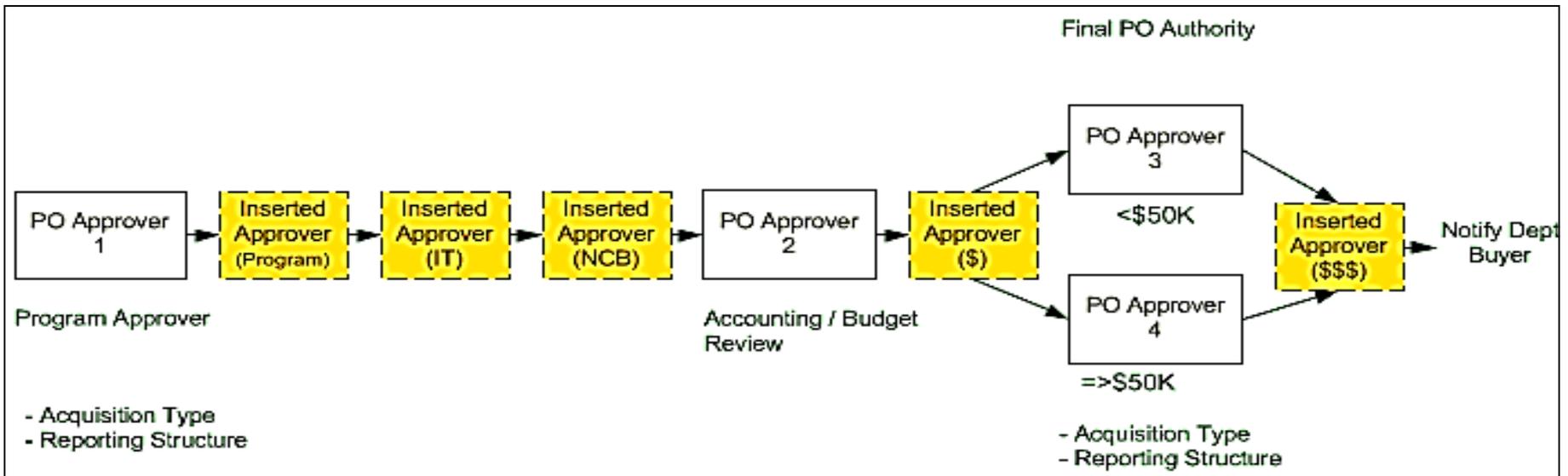
- Only users with the role of Department Buyer or Department PO Processor are allowed to create POs.
- Electronic routing and approvals for POs.
- Automated budget check/encumbrance.

Workflow – Purchase Order



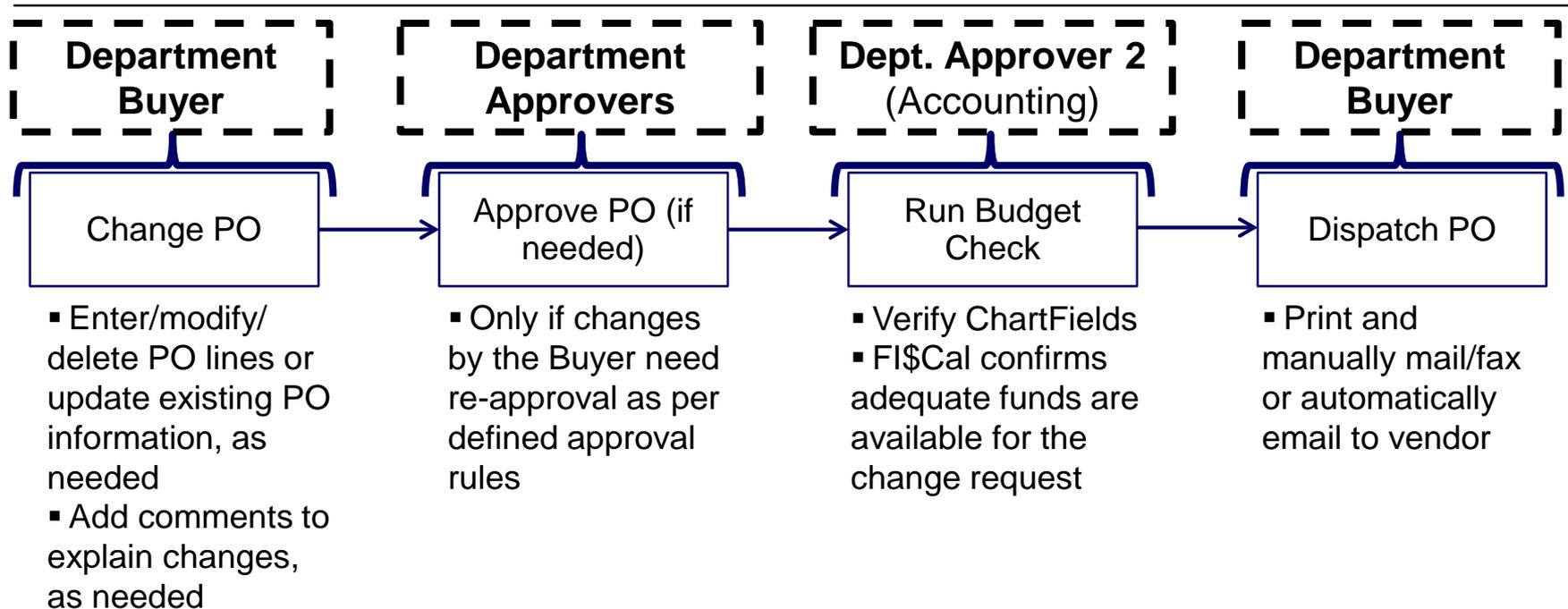
- Additional approvals (dollar thresholds, acquisition type approvals, etc.) will be handled by inserting ad hoc approvers or reviewers.
- Either PO Approver 3 or 4 will approve, depending on the amount of the PO.

Ad Hoc Workflow – Purchase Order



- Additional approvals (dollar thresholds, acquisition type approvals, etc.) will be handled by inserting ad hoc approvers or reviewers.
- Either PO Approver 3 or 4 will approve, depending on the amount of the PO.

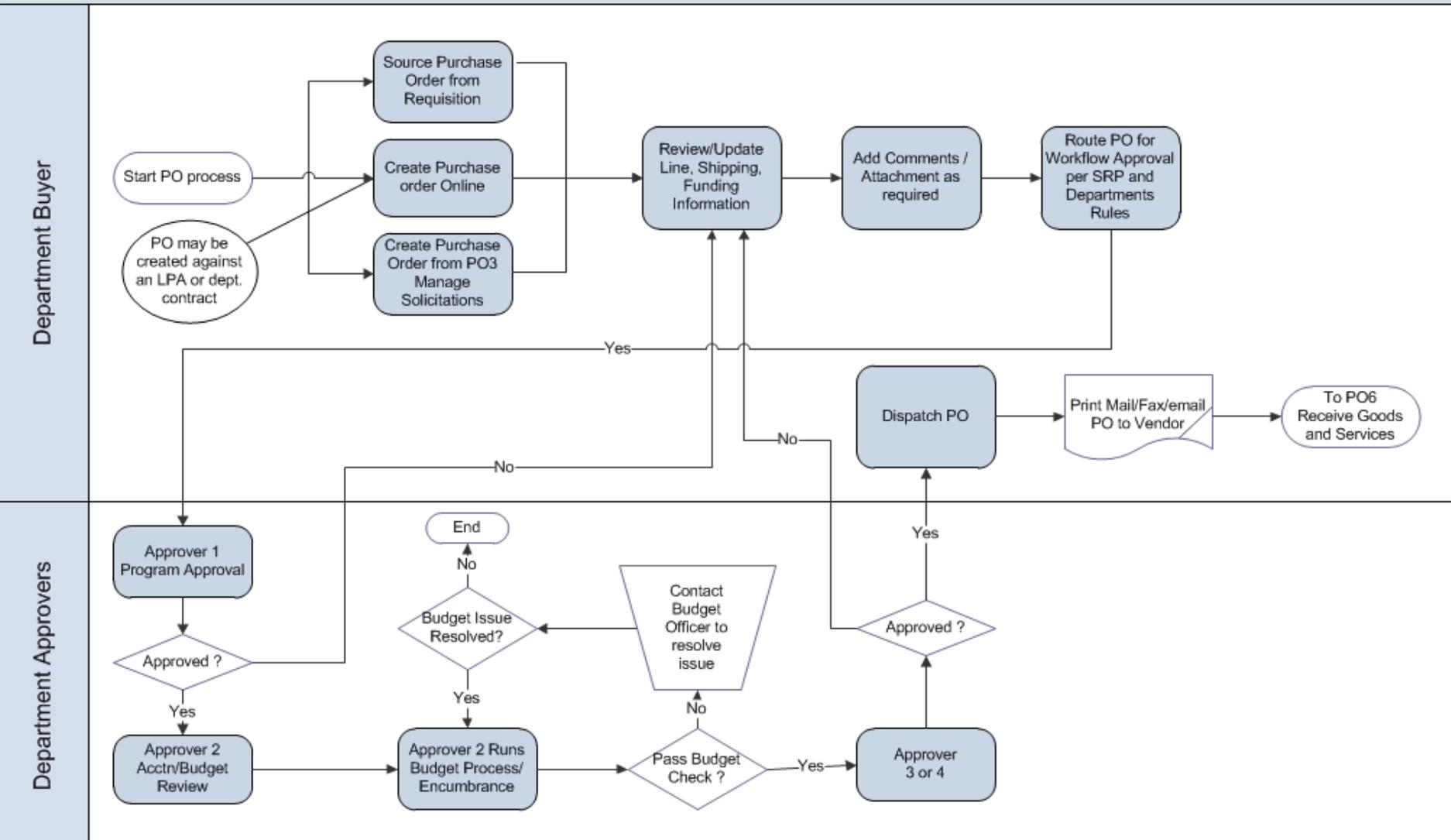
Manage PO Change Order



Key Impacts

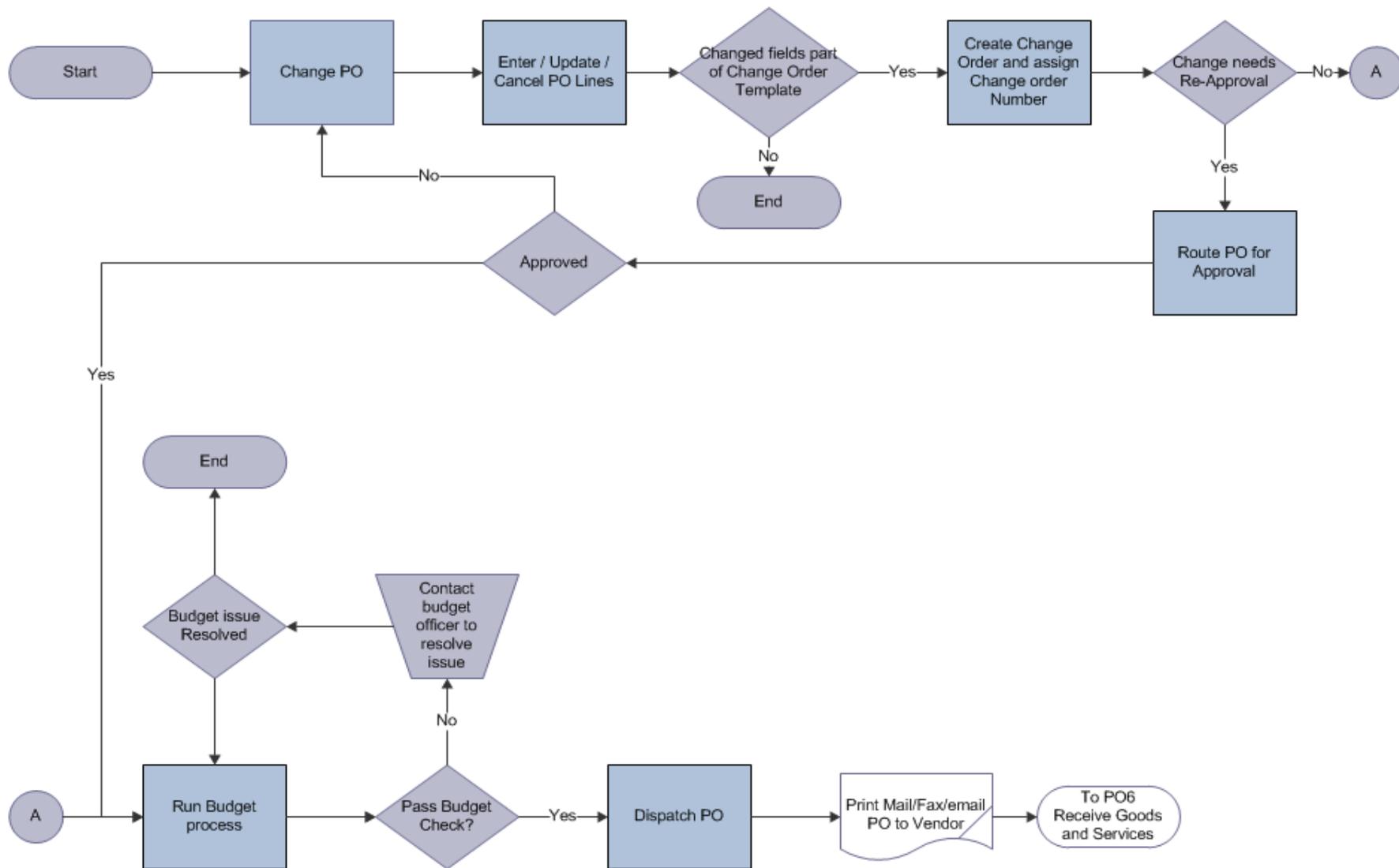
- PO numbers remain the same following a Change Order because the revision number is incremented and tracked by FI\$Cal.
- When a Change Order is triggered, the PO may need to be re-approved.

Manage Purchase Order



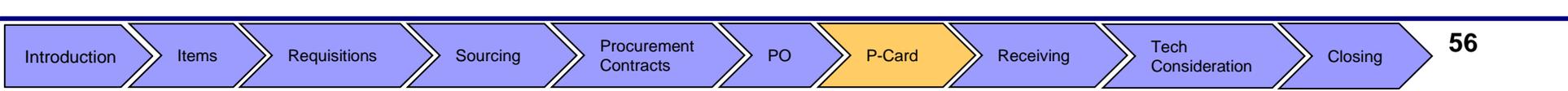
Manage PO Change Order

Department Buyer



Process P-Card Transactions Overview

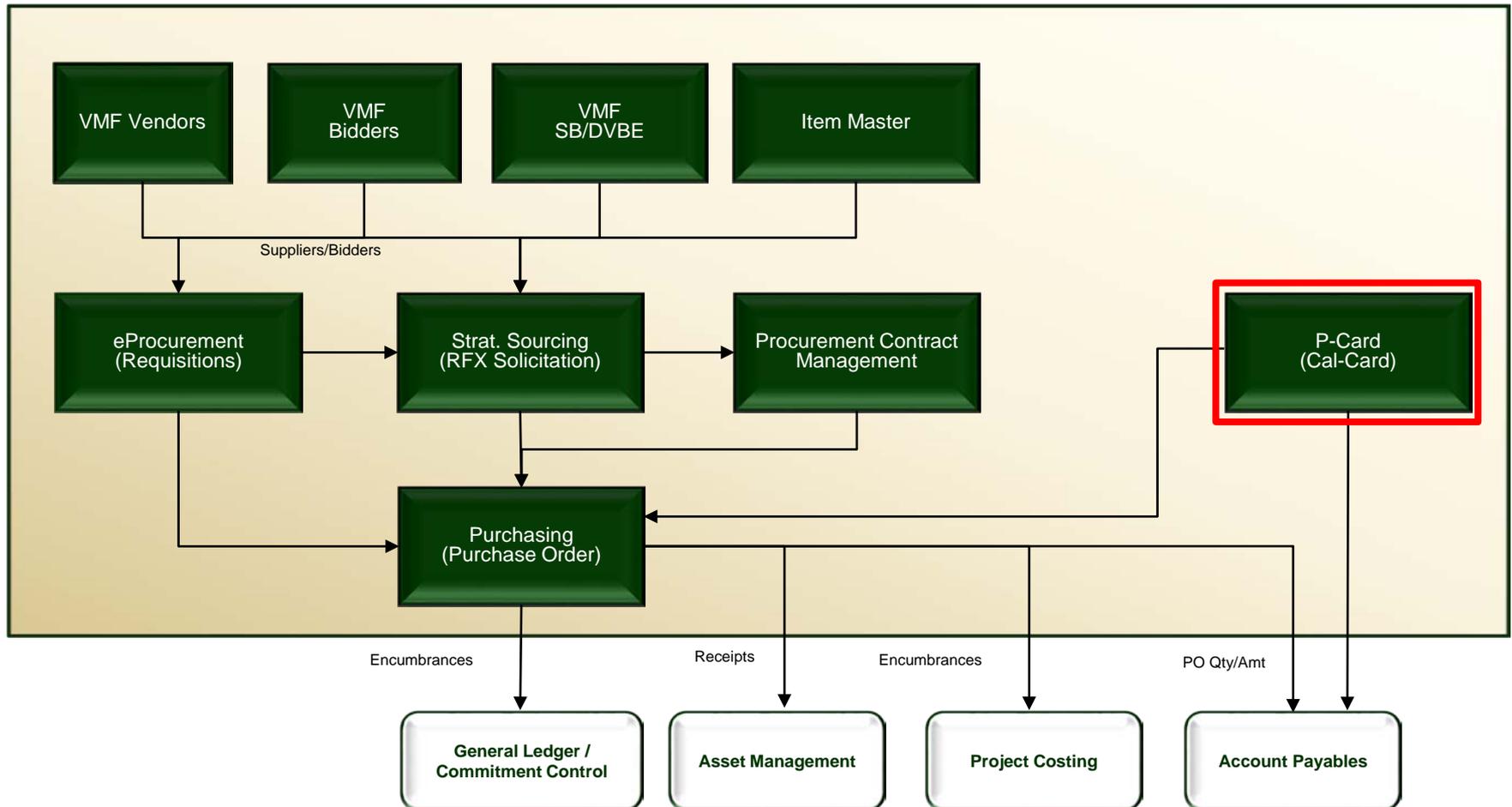
- The Procurement Card (P-Card) Process includes:
 - Creating and administering cardholder profiles
 - Loading, reconciling, and approving P-Card transactions
 - Generating payments to the bank
- Transaction statements will be received from the bank electronically and loaded into FI\$Cal. Reconciliation by cardholders/proxies is performed in FI\$Cal.
- The following are the two main scenarios in which the P-Card is used (per State procurement rules):
 - Requisition/PO created prior to obtaining goods/services via P-Card
 - Directly at Merchant



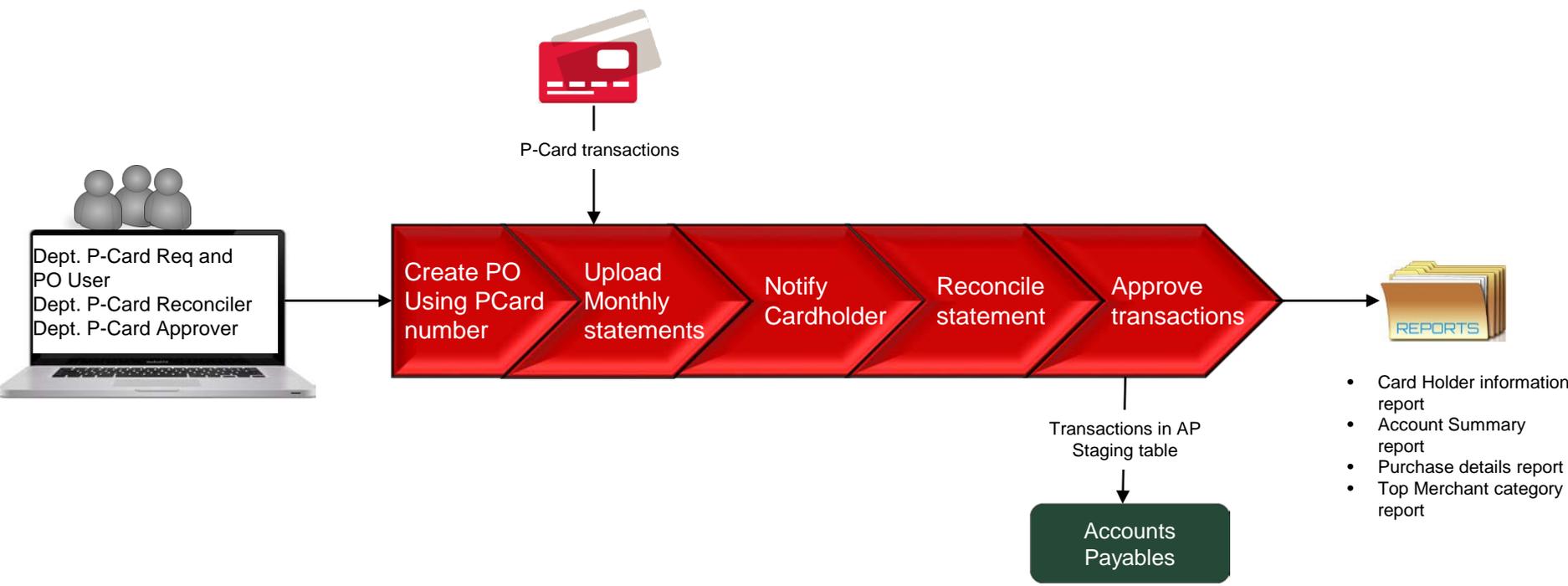
P-Card Key Terms

| Term | Definition |
|-----------------------|--|
| P-Card | A payment mechanism (Visa payment card) that can be used in conjunction with a department's delegated purchasing authority. Referred to currently as CAL-Card. The P-Card procurement mechanism can be used with or without a PO, following State rules. |
| Lines | Individual transaction lines from the P-Card statement to be reconciled and approved within FI\$Cal. |
| Reconciliation | The task of checking validity of Bank P-Card charges, comparing and attaching scanned receipt, entering procurement information (UNSPSC code, vendor, etc.). |
| Proxy | A user designated to perform online reconciliation on behalf of a cardholder, and approve and/or review a cardholder's P-Card transactions. |

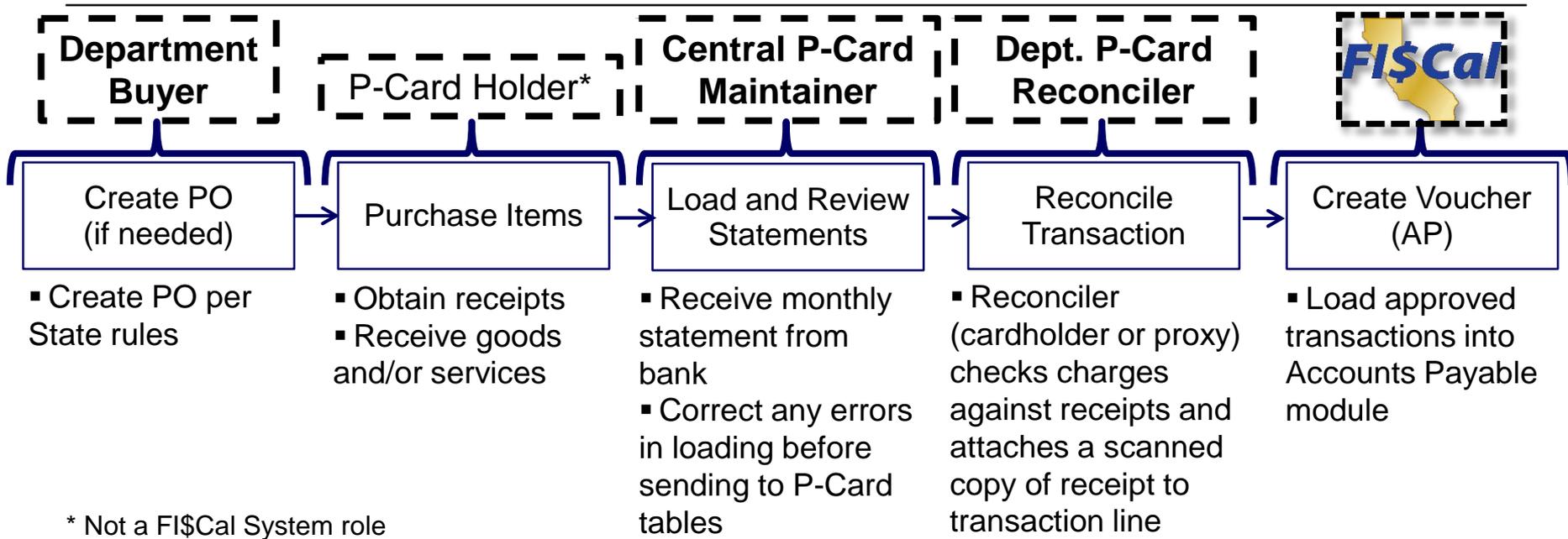
FI\$Cal Procurement Solution



P-Card



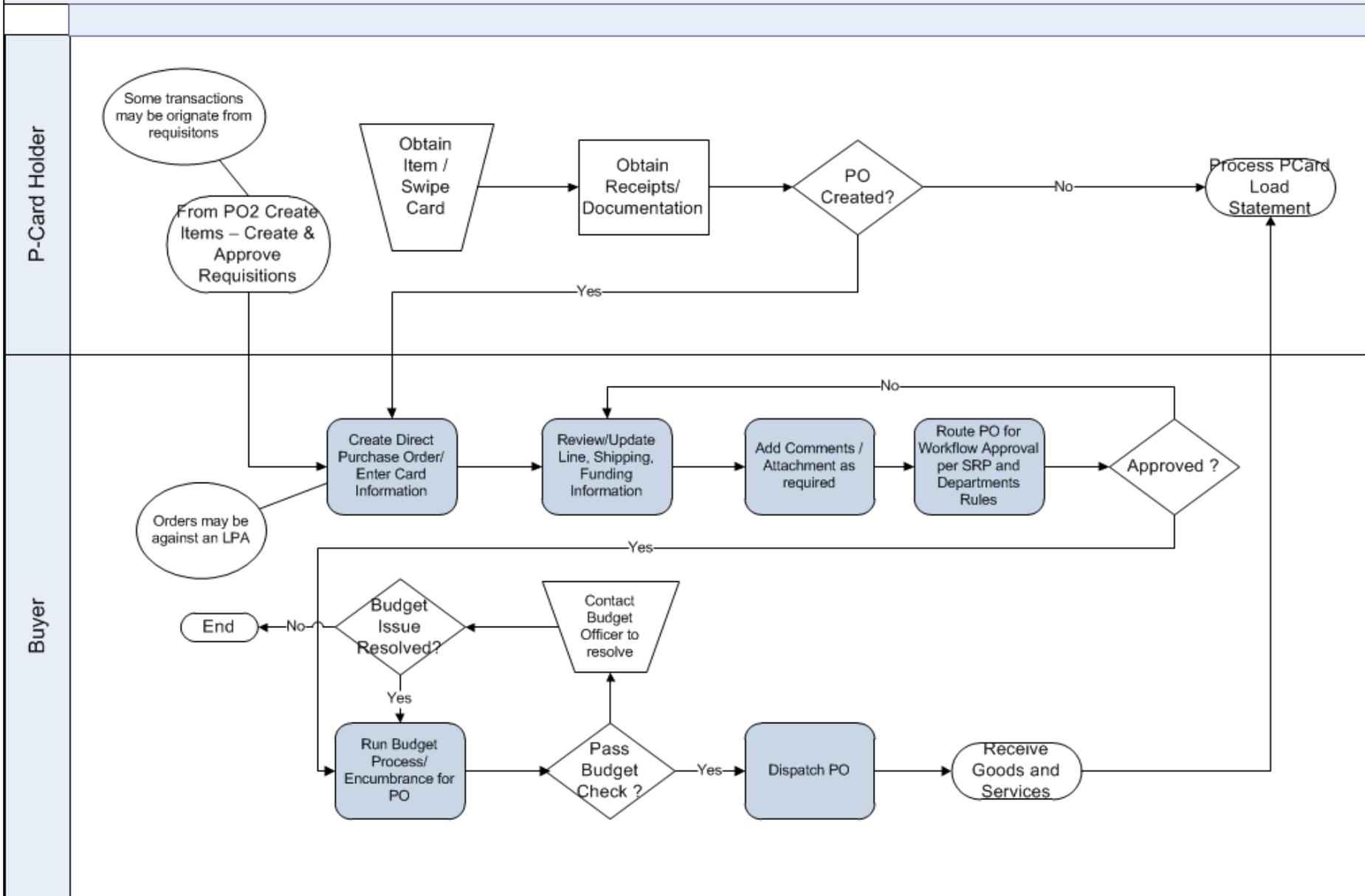
Process P-Card Transactions



Key Impacts

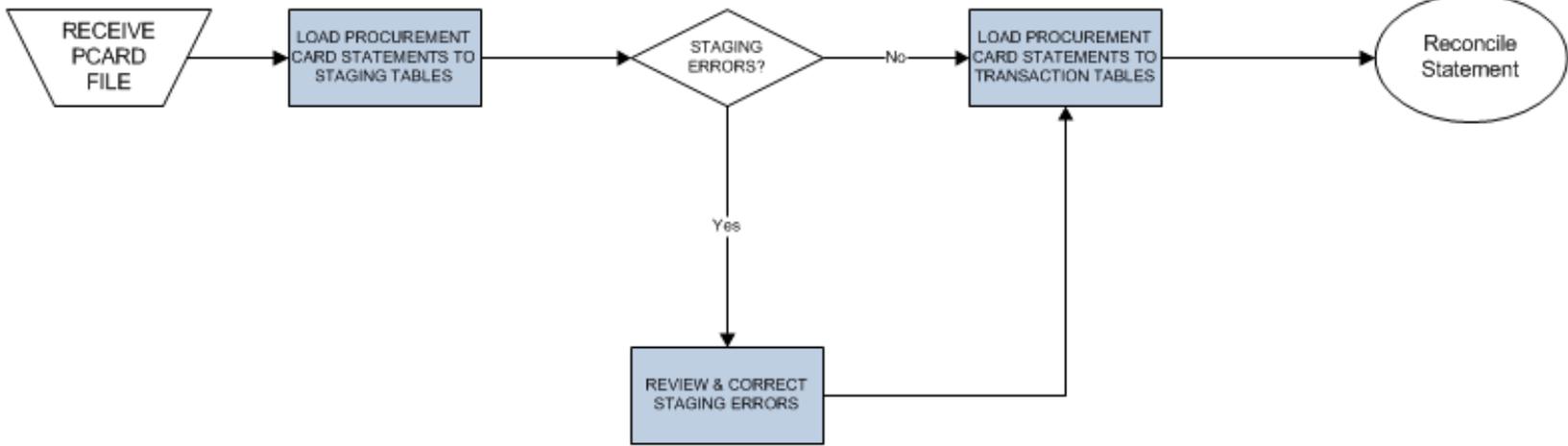
- Bank Statements will be loaded and P-Card reconciliation will be performed in FI\$Cal.
- Reconciliation includes adding UNSPC code, acquisition method type, SABRC recycle, EPP compliance, and identifying the vendor (including SB/DVBE participation) if a PO was not created.
- Reconciled and approved transactions are pushed to AP for payment processing.

Process P-Card Transactions – Use P-Card

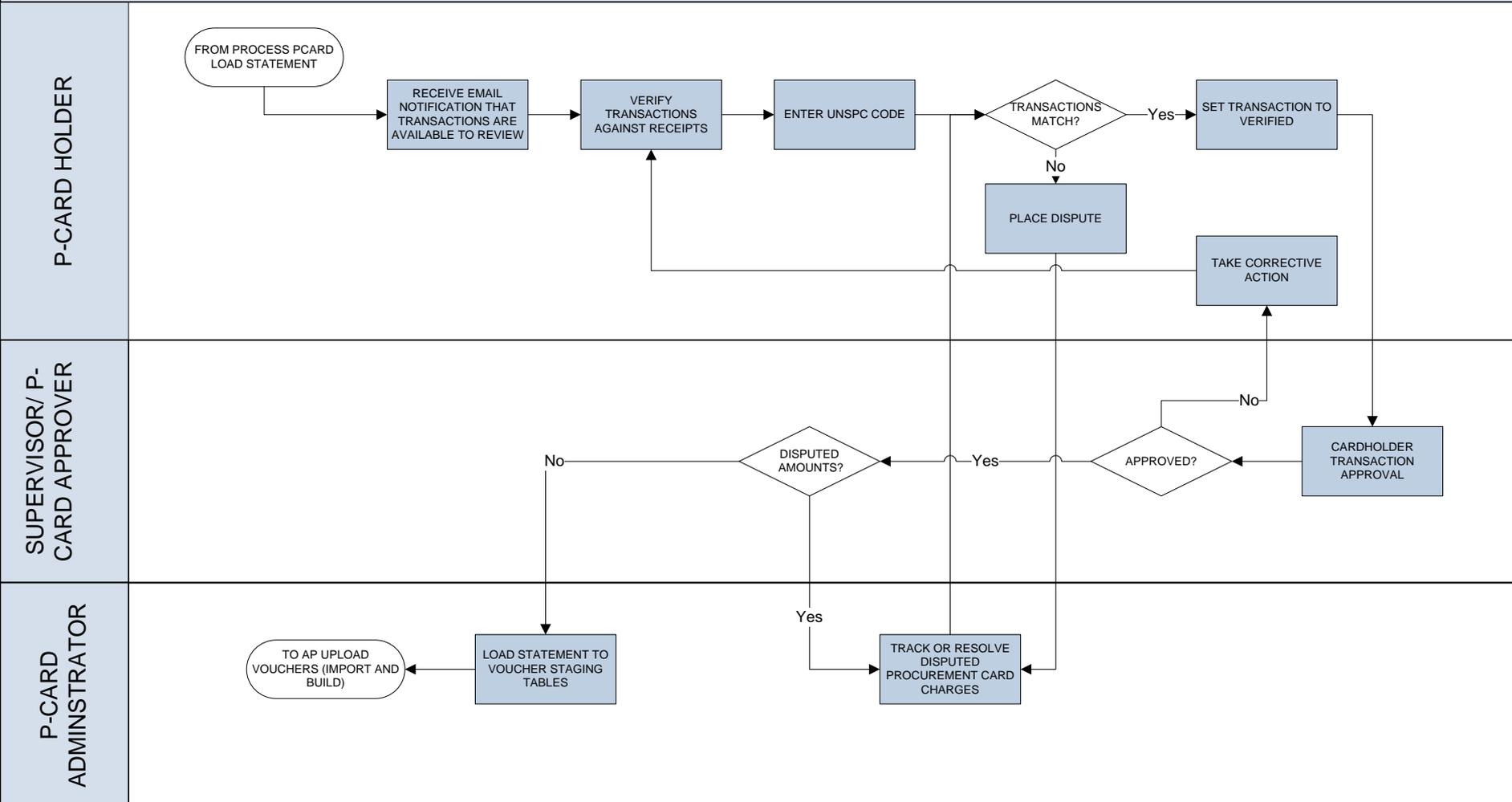


Process Procurement Card – Load Statement

FI\$Cal Pcard Adminstrator



Procurement Card Reconcile Transactions

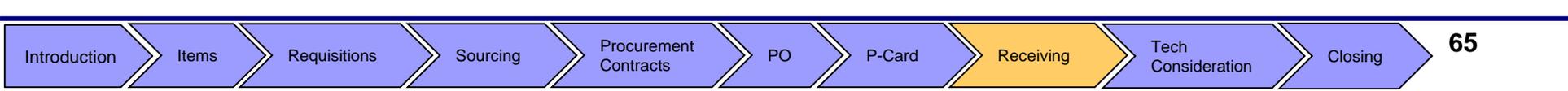


Receiving Key Terms

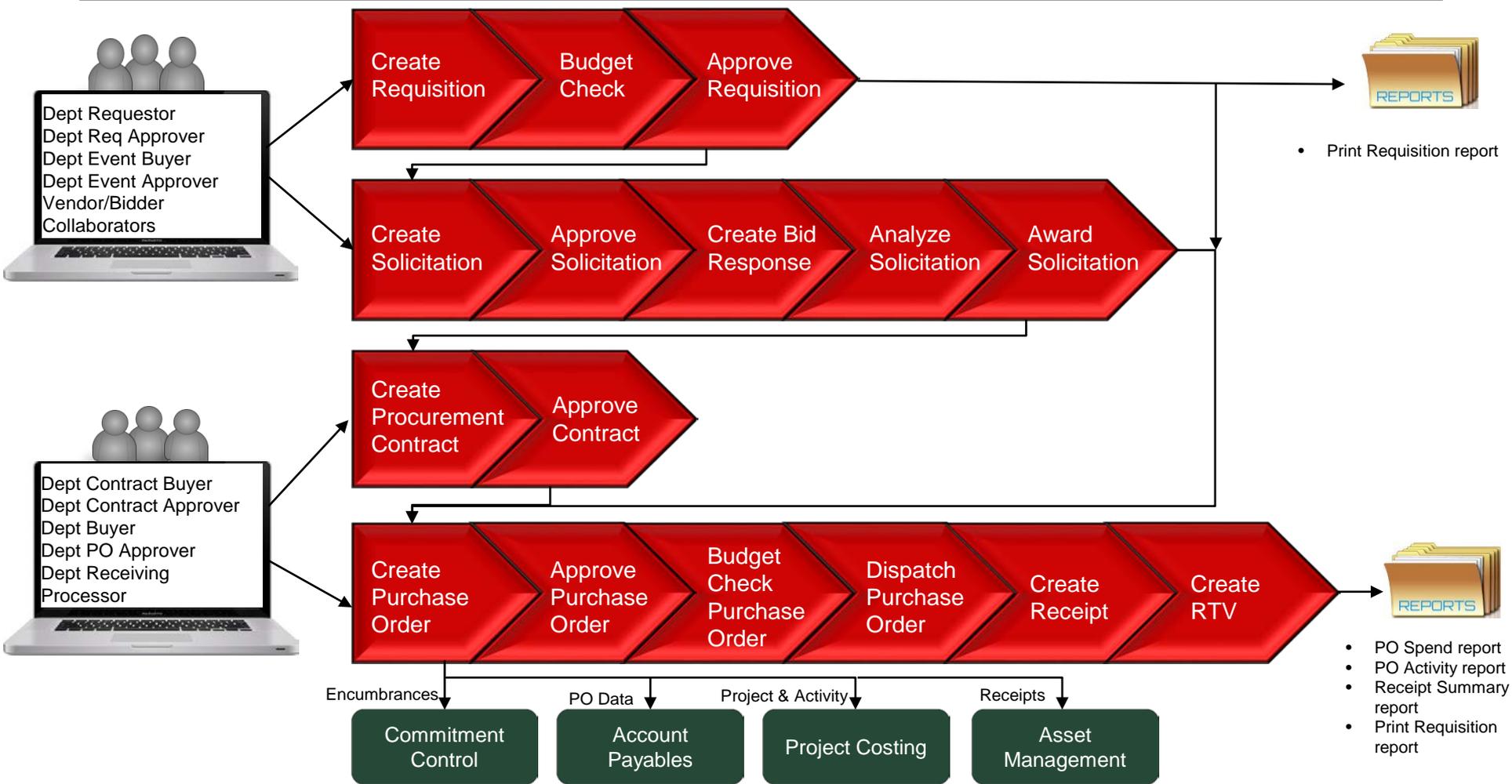
| Term | Definition |
|-------------------------------|--|
| Receiving | The act of taking possession of goods or services in order to stage them for inspection, place them into inventory, or deploy them for immediate use. |
| Inspecting | The act of examining products that have been delivered to determine conformance to the purchase specifications. Performing required “acceptance testing” on goods or services received as a condition for authorizing payments for the purchase. |
| Acceptance | Acknowledging that the products and/or services conform to the requirements of the PO so that the vendor may be paid. |
| Return to Vendor (RTV) | The process of returning goods and/or services that have been received and subsequently found unacceptable. |

Receiving Overview

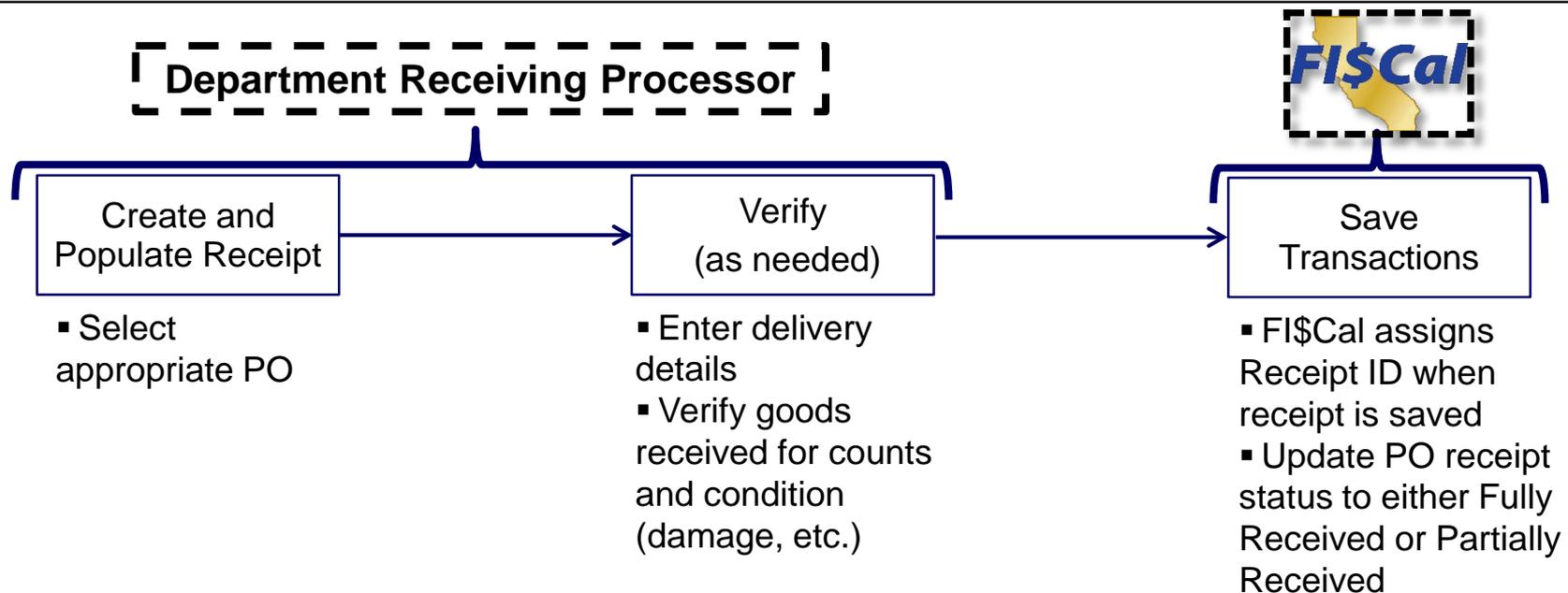
- The Receive Goods and/or Services process records the receipt of goods and/or services by the State and verifies conformance to shipping documents and PO requirements.
- Reject quantities, reject reason and disposition are recorded in the system for full traceability.
- Full receipt or partial receipt(s) may be performed.
- Receiving may be performed in dollars (amount) rather than quantity commonly used in Services POs.
- This includes the following sub-processes:
 - Create Receipt
 - Inspection
 - Create Return to Vendor (RTV)



Requisition to Receiving



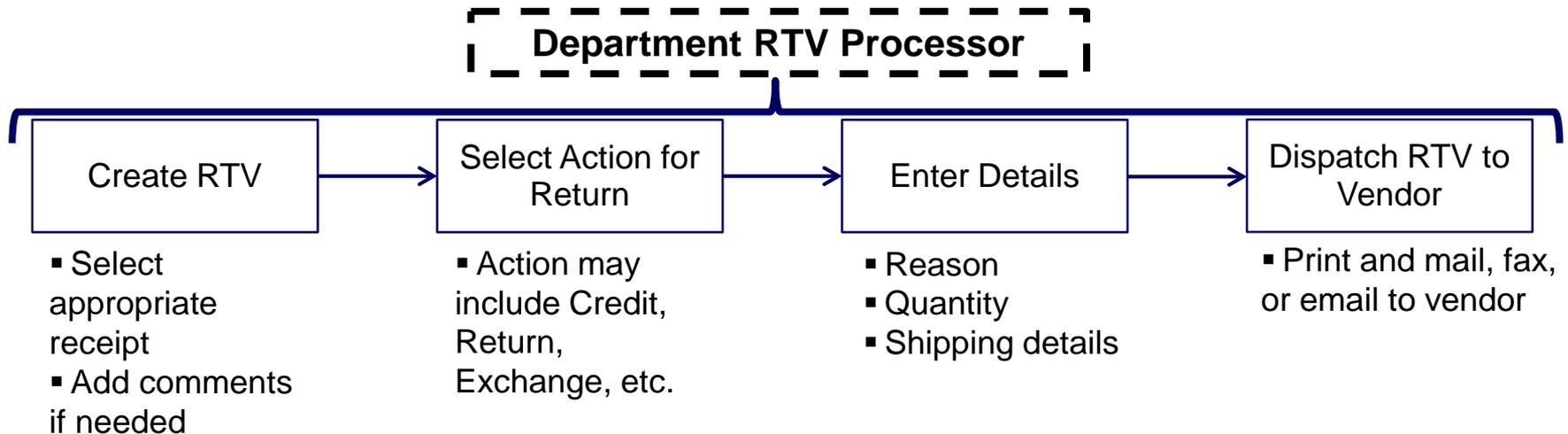
Create Receipt



Key Impacts

- Receipt delivery, accrual, summary, ship-to, and account details are captured in FI\$Cal.
- Blind receiving will be implemented.
- Automated update of PO status when goods/services are received.

Create Return to Vendor (RTV)



Key Impacts

- RTV instructions and reason codes are incorporated in creating an RTV.
- A query is available to view overshipments.

Technology Considerations

- A conversion is the transfer of data from its current format to a type that can be integrated into the FI\$Cal system.
 - There are two key conversions that will be performed with departments transitioning to FI\$Cal:
 - Procurement Contracts Conversion
 - Open PO Conversion
 - Conversions can be done automatically or manually.

- The data in the system can be given a confidential classification which masks details from non-approved users.

Session Recap

- Answer unfinished questions
- Discuss the key input/feedback provided during session
- Any new questions?

More Information Can be Found at...



FI\$Cal Project Information:

<http://www.fiscal.ca.gov/>

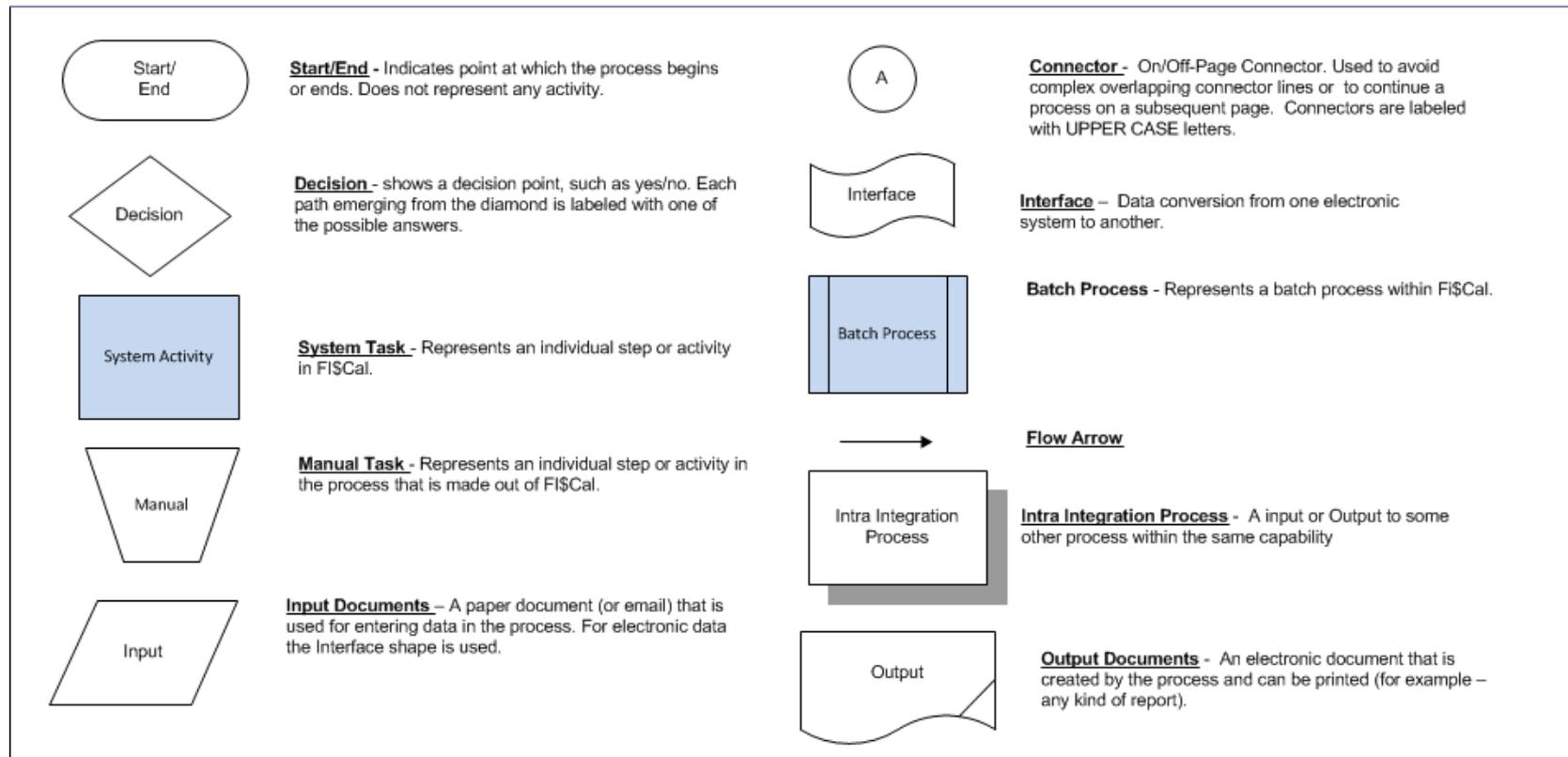
or e-mail the FI\$Cal Project Team at:

fiscal.cmo@fiscal.ca.gov

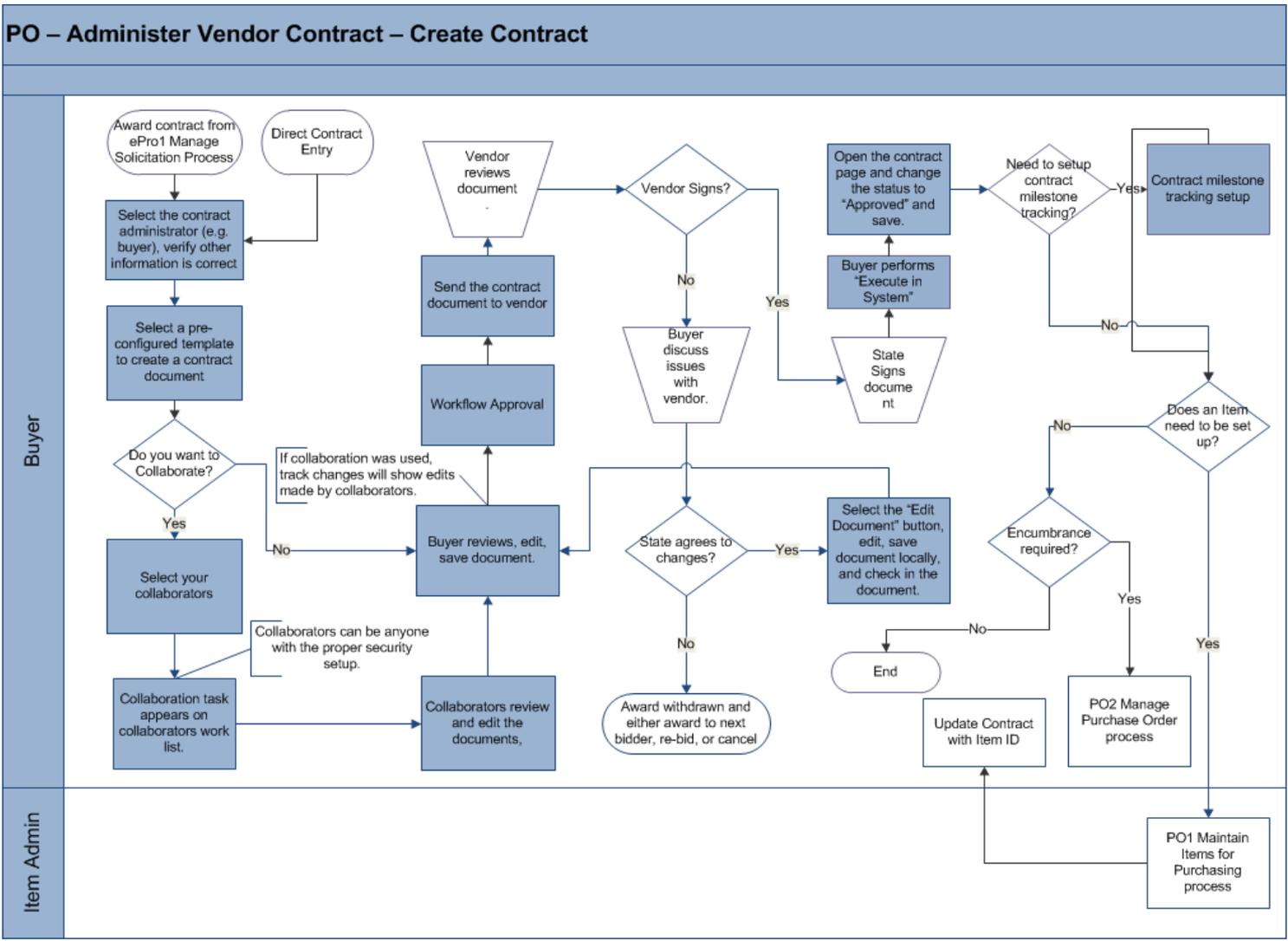
Appendix

Additional information and screenshots for reference

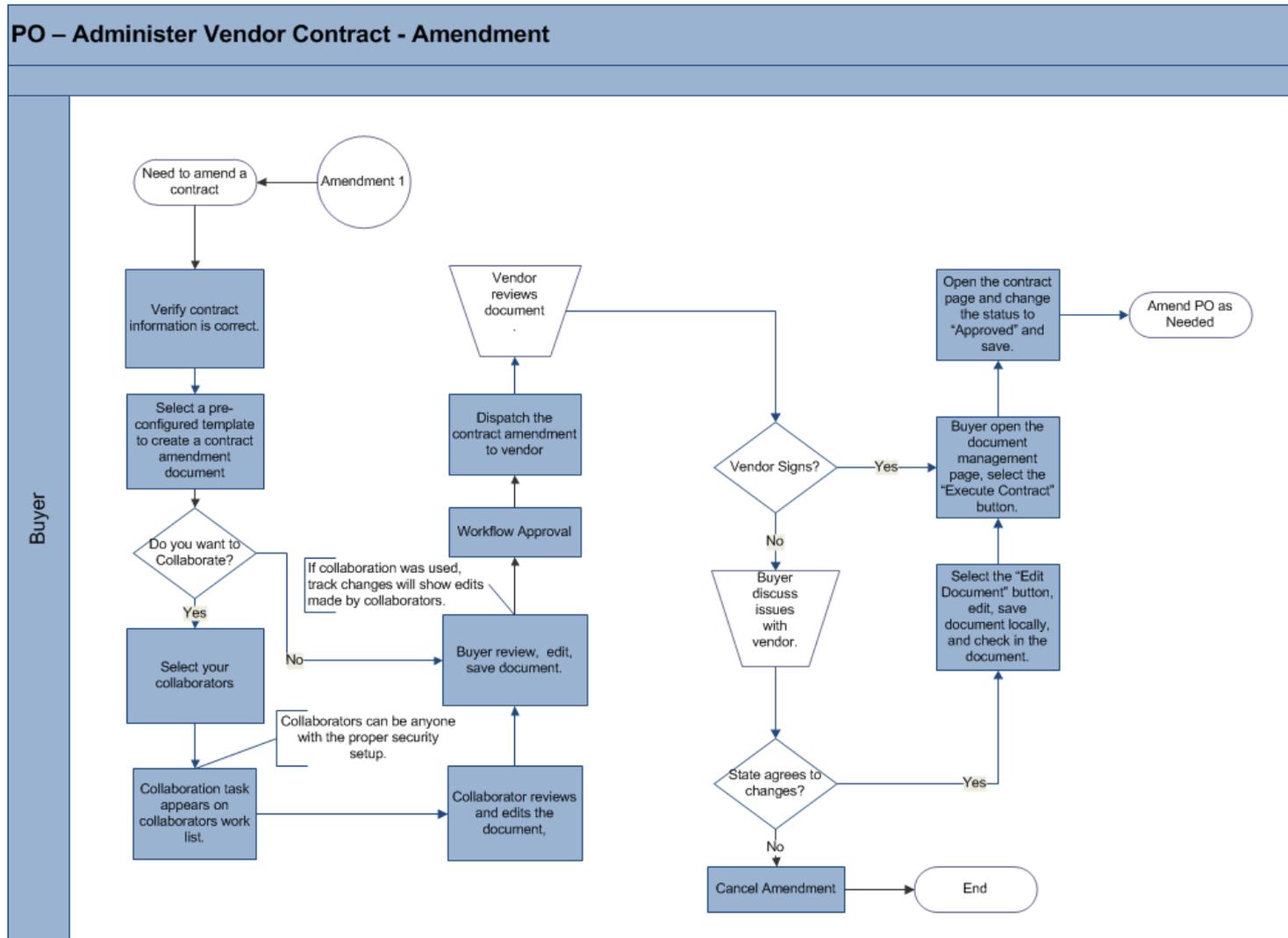
Guide to Symbols in Flows



Administer Supplier Contracts - Detailed Flows

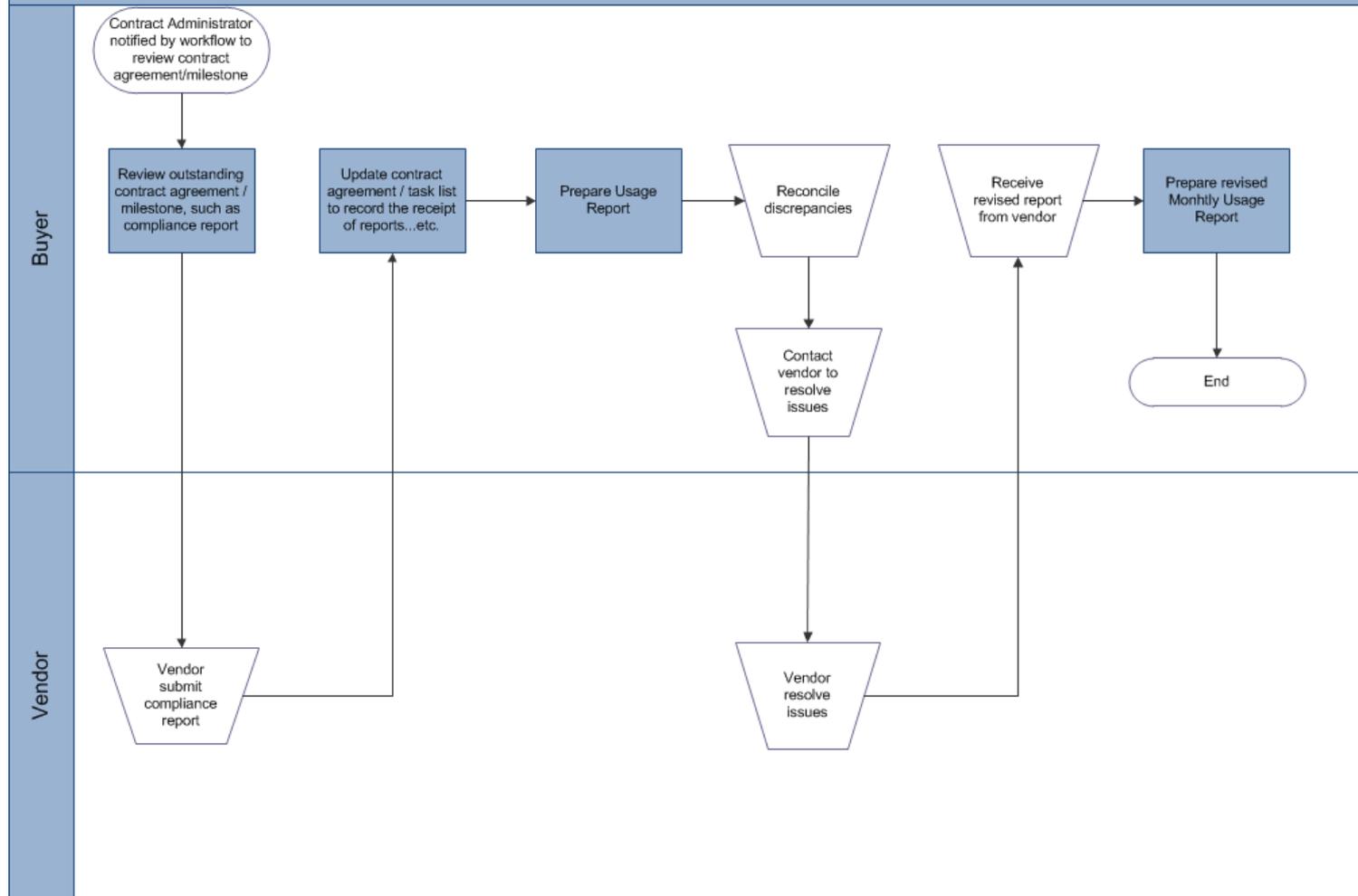


Administer Supplier Contracts – Detailed Flows

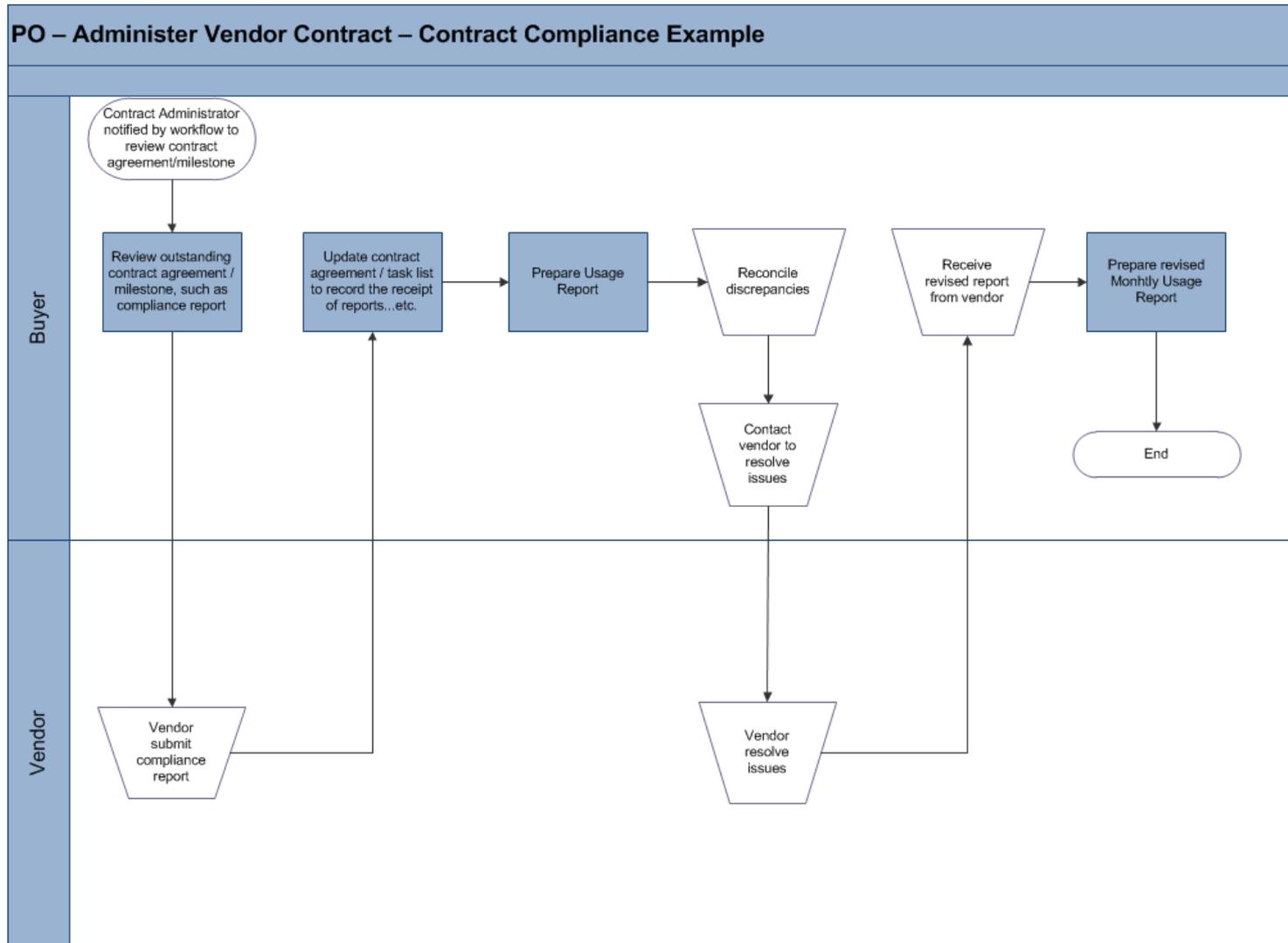


Administer Supplier Contracts – Detailed Flows

PO – Administer Vendor Contract – Contract Compliance Example



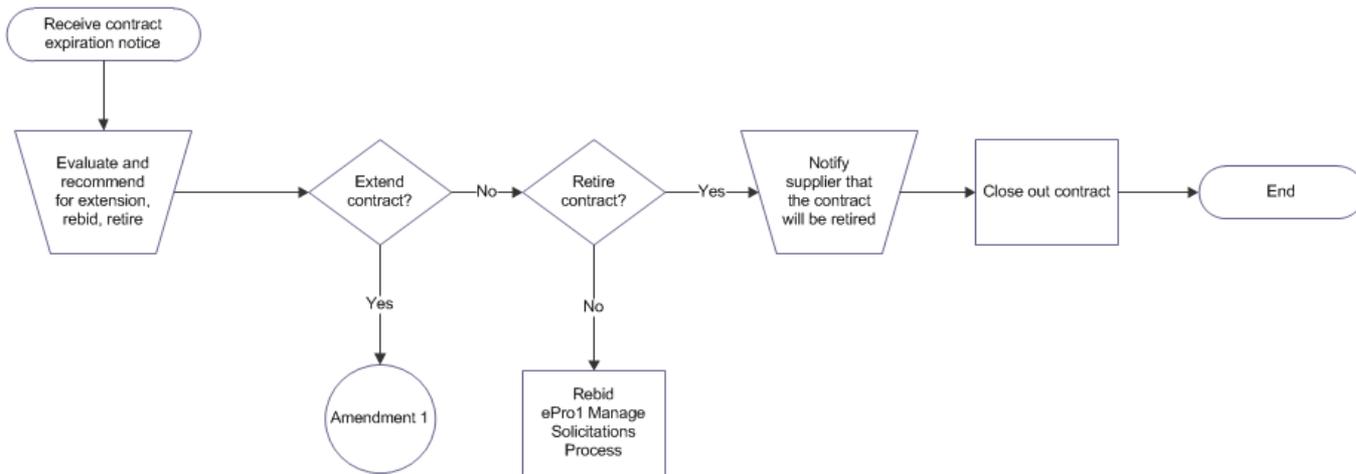
Administer Supplier Contracts – Detailed Flows



Administer Supplier Contracts – Detailed Flows

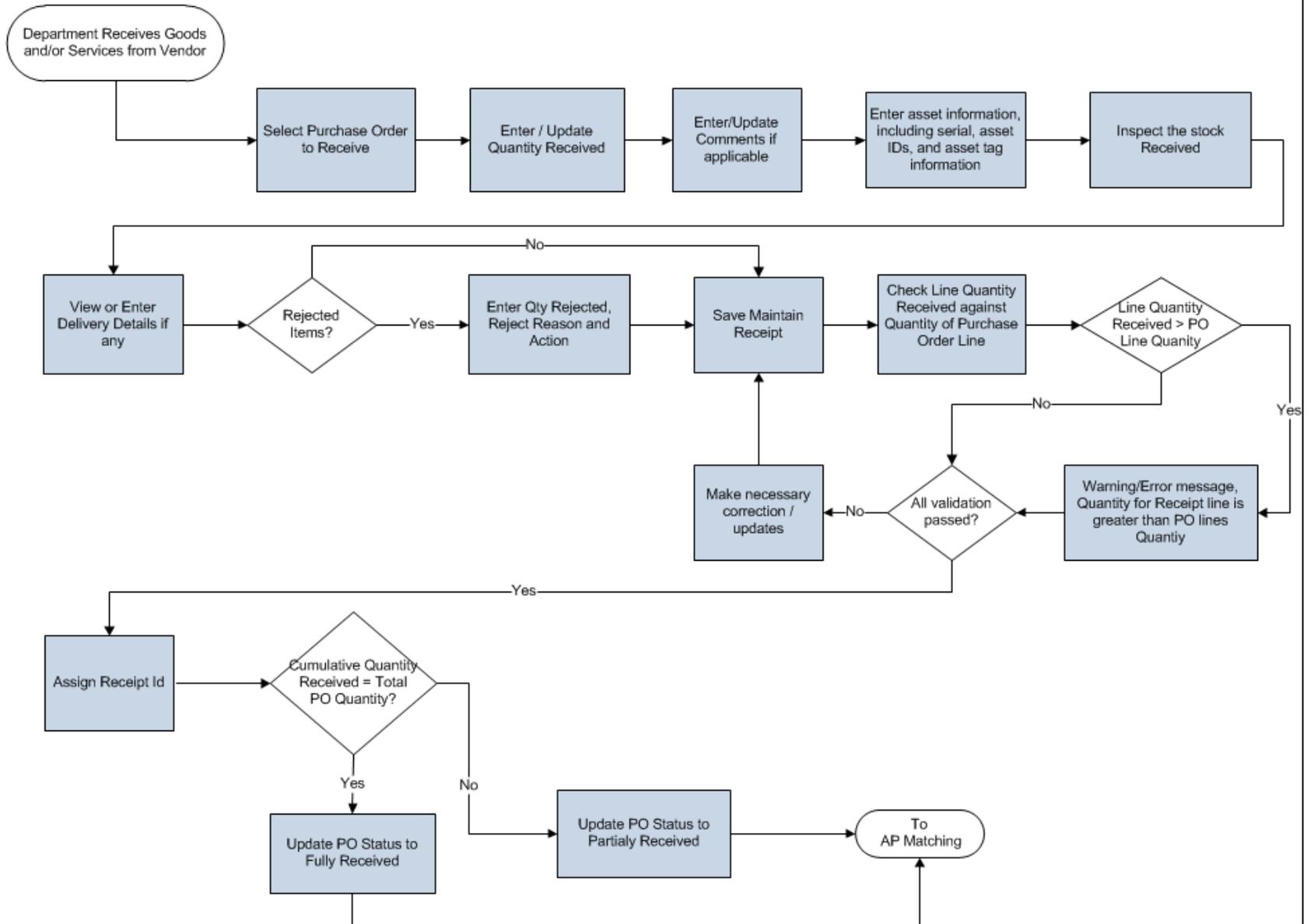
PO – Administer Vendor Contract – Contract Extension, Rebid, Retire

Department or DGS Buyer



Create and Manage Receipt

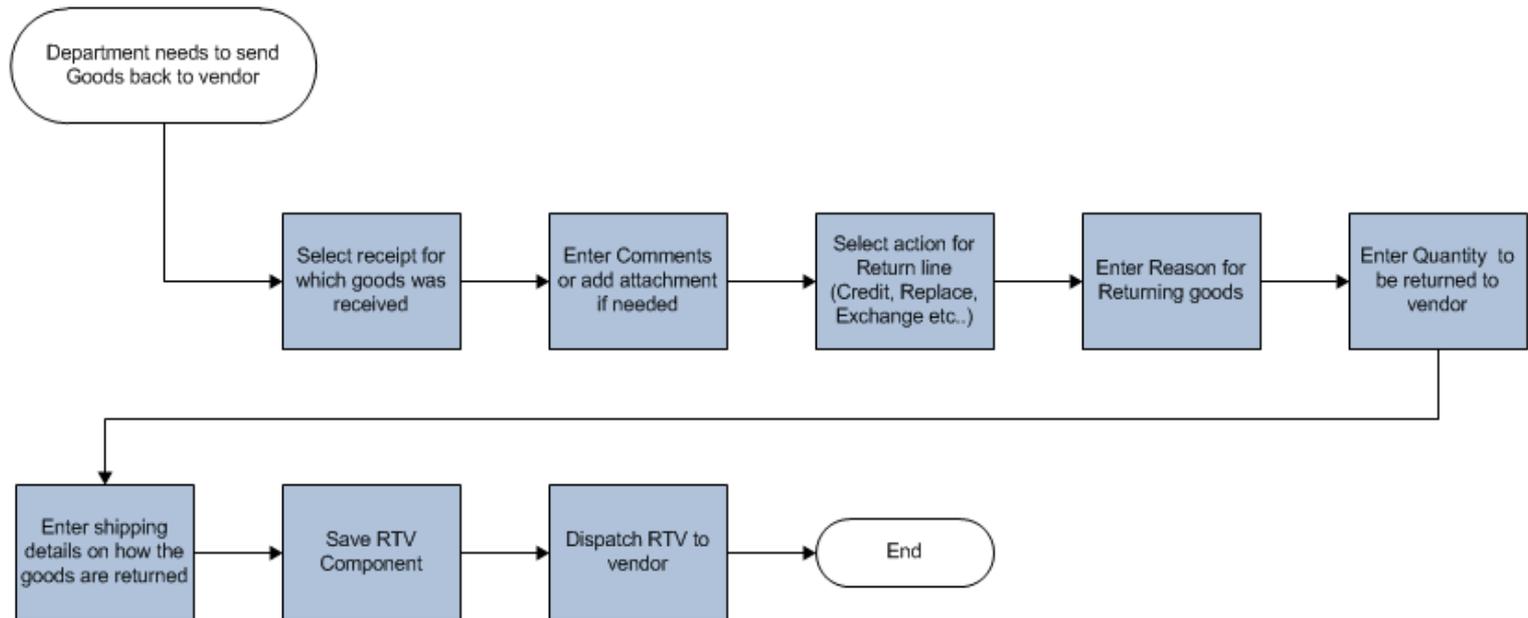
Department Receiving Processor



Create and Dispatch RTV

Create and Dispatch RTV

Department RTV Processor



ChartField / UCM Codes Cross-Reference

