



## Appian eProcurement for State and Local Government

Manage the full procurement process in a complete, compliant,  
and consistent way—all in a unified suite.

The Appian  
Government  
eProcurement  
suite gives teams a  
single hub to:

Create complete procurement  
requirements packages

Proactively manage contract  
award processes

Evaluate vendor quotes  
and proposals and simplify  
communication

Write contracts with the right  
clauses and provisions

### Are you making key decisions based on outdated systems?

Government procurement is complex, high-stakes, and time-sensitive—and too important to be left to inefficient systems like emails, spreadsheets, and shared drives. The majority of today's procurement technology offerings have not kept up with the pace of change.

Most eProcurement systems on the market can't adapt as technology changes. They are challenging to update, quickly becoming difficult to use and ultimately obsolete. Users become frustrated, hampered by slow decision-making and the burden of bureaucracy, despite technology that was supposed to help.

### Enter Appian.

The Appian Government eProcurement suite modernizes what is often a disjointed and cumbersome process. Built on the Appian Low-Code Platform, the eProcurement suite unifies and automates all aspects of the procurement process and is easily configurable to any department or program's unique requirements. With Appian, you can view all your data in one place—no coding or migration required.

Appian  
eProcurement  
solutions fully  
integrate with  
one another  
as a seamless  
suite or can be  
implemented  
as standalone  
solutions.



#### Requirements Management

Organize your  
requirements.



#### Evaluation Management

Select the  
right vendors.



#### Terms and Conditions Automation

Simplify terms  
and conditions.



#### Contract Management

Keep awards  
on time.



#### Vendor Management

Enhance  
communications.

## Continuous improvement, future-proof.

Appian integrates with your legacy environments and unifies processes, people, documents, security, and data in a single solution—so there's no need to “rip and replace” existing systems or migrate data.

Appian low-code applications and workflows combine the best aspects of commercial off-the-shelf solutions and custom development. The apps are easy to configure and integrate with legacy systems, using technologies such as robotic process automation (RPA), intelligent document processing (IDP), and artificial intelligence (AI) for seamless data access and workflow optimization.

Regular release updates to the suite stem from feedback from customers, partners, and prospects, whose input ensures product capabilities always meet or exceed market needs. Additionally, updates to the Appian platform are incorporated into all existing solutions, reducing technical debt and adding a “future-proof” element to any Appian Government eProcurement investment.

## Increase the timeliness of government purchases and reduce lead times.

### Appian Requirements Management.

Appian Requirements Management improves how procurement and program teams collaborate when defining, reviewing, and finalizing procurement requirements and strategies. It guides procurement and program staff through the requirements process to create packages that need fewer revisions and are immediately actionable. Each step in the procurement process is recorded and reportable to identify inefficiencies and help organizations better plan and forecast throughput and workload required to meet program needs.

- Automatically gather requirements based on state and local regulations and policies.
- Automate document creation, filing, collaboration, and approval, accelerating the delivery of goods and services.
- Create, configure, and complete requirement checklist items in one easy-to-use application.

## Accelerate procurement with streamlined processes and greater oversight.

### Appian Evaluation Management.

Evaluating vendor quotes and proposals is a complex, heavily regulated, and highly scrutinized undertaking. One misstep can result in a protest, an overturned contract, or a delay in the delivery of crucial citizen services or public goods.

Updates to the Appian platform are incorporated into all existing solutions, reducing technical debt and adding a “future-proof” element to any Appian procurement investment.

Appian Evaluation Management enables governments to make timely, defensible procurement decisions and is a pivotal piece of the puzzle for organizations trying to modernize their current procurement and contract-writing systems.

- Reduce time spent on tasks such as document creation and evaluations.
- Track and manage the process in real time.
- Ensure adherence to evaluation processes.
- Maximize security for sensitive documents.
- Reduce the procurement action lead time.

### Select terms and conditions with greater speed, ease, and accuracy.

#### Appian Terms & Conditions Automation.

The accurate selection of terms and conditions included in government solicitations and awards is paramount to the government's ability to confidently receive goods and services and to appropriately enforce contract delivery.


Appian Terms & Conditions Automation standardizes and secures the process, enabling consistent, accurate application of terms while mitigating risk and maximizing efficiency. Users can now access up-to-date, authoritative terms and conditions from a centralized dashboard, based on configurable business rules and streamlined by automation.

- Maintain terms and conditions standardization and policy logic.
- Present department-specific regulations alongside state or local terms and conditions.
- Validate terms and conditions automatically and flag items for contracting review.

### Proactively manage funding, spending, contract dates, and other activities.

#### Appian Contract Management.

Appian Contract Management allows you to manage your overall portfolio of key procurements more strategically, providing you with a centralized view of all contracts so you can quickly identify periods of performance, know when contracts are set to expire, and prioritize accordingly. With Appian Contract Management, state and local procurement offices now have the power to manage all contract award processes, activities, and data in a compliant, consistent, and reportable way.



Built on the Appian Low-Code Platform, the eProcurement suite solutions unify and automate all aspects of the procurement process and are easily configurable to any department or program's unique requirements.

- Eliminate the need for expensive single-source extensions to contracts.
- Reduce costs and improve program performance by eliminating missed option exercise periods.
- Use automation to increase productivity, allowing procurement and program staff to focus on higher value-add activities.
- Improve collaboration between procurement teams and program and policy staff.
- Increase the number of clean audit results and reduce non-compliance findings.

## Break down silos between government procurement and vendors.

### Appian Vendor Management.

Communicating with vendors has historically been a manual and cumbersome process for the government. Both parties are underserved by current technologies, and the way they interact is continuously evolving as regulations and best practices change. The government requires a single system that is built to keep up with changing procurement regulations.

Appian Vendor Management breaks down silos between government procurement offices and the vendor community, enabling secure data sharing, communication transparency, and optimized procurement processes.

- Centralized view of each opportunity to view data and monitor status.
- Configurable task management to create and maintain tasks, timelines, and required actions all from one place.
- Automated document management to verify which documents are needed from vendors for a given opportunity.
- Communication system that allows vendors and contracting personnel to communicate with each other and securely share documents.

## More than 200 government departments and agencies trust Appian and our open, enterprise-grade platform.



# appian

Appian is the unified platform for change. We accelerate customers' organizations and businesses by discovering, designing, and automating their most important processes. The Appian Low-Code Platform combines the key capabilities needed to get work done faster, Process Mining + Workflow + Automation, in a unified low-code platform. Appian is open, enterprise-grade, and trusted by industry leaders. For more information, visit [appian.com/government](https://appian.com/government).