Procurement is at the heart of almost everything a government does. But states vary widely when it comes to how well they manage the things they purchase.

Ranking the States
Over the past year, the Governing Institute surveyed state procurement offices to assess how well they operate—including their use of technology, how they engage with vendors and how effectively central procurement offices work with agencies. The states were scored in 10 categories, which were then compiled into an overall ranking of the top 25 states.

Information Technology Procurement
1. Virginia
2. California
3. Massachusetts
4. Minnesota
5. Georgia

Use of Technology
1. Georgia
2. Virginia
3. California
4. Massachusetts
5. Utah

Relationship Management
1. Ohio
2. Georgia
3. Minnesota
4. Virginia
5. Utah

Organizational structure and authority
1. Ohio
2. Minnesota
3. Virginia
4. Georgia
5. Missouri

Organizational culture and leadership
1. Georgia
2. Utah
3. Virginia
4. California
5. Minnesota

Cultivating Good Management
Does your central procurement organization support or facilitate a community of practice to develop and share contract management knowledge across state government?

Promoting Inclusion
Do you provide training and coaching to small, emerging, disadvantaged and women-owned businesses?

Workforce, Training and Certification
1. Virginia
2. Georgia
3. Minnesota
4. Oregon
5. Montana

Contract Administration
1. Georgia
2. Missouri
3. Washington
4. Michigan
5. Florida

Sourcing
1. Minnesota
2. Virginia
3. Delaware
4. Massachusetts
5. Oregon

Pre-sourcing and procurement planning
1. Georgia
2. Utah
3. Virginia
4. Ohio
5. Oregon

Performance measures
1. Michigan
2. Minnesota
3. Virginia
4. Washington
5. Georgia