



Overview and Insights

2026

Joy Simonton, Purchasing Agent

PURCHASING DEPARTMENT UPDATE

Achievement of Excellence in Procurement
Award Recognition

How Artificial Intelligence May Affect Public
Procurement

By The Numbers

Vendor Support

Job Order Contracting Initiative

On Our Horizon



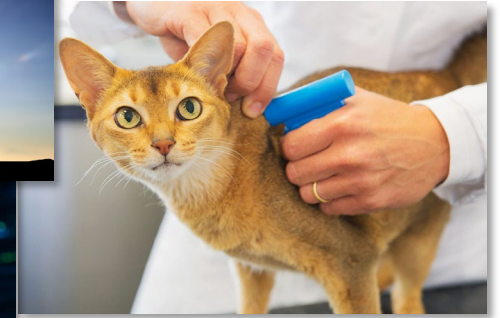
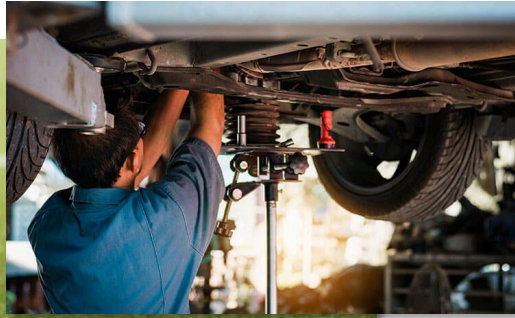
ACHIEVEMENT OF EXCELLENCE AWARD



26
CONSECUTIVE YEARS



GOODS, SERVICES AND PROFESSIONAL SERVICES



HOW ARTIFICIAL INTELLIGENCE (AI) MAY AFFECT PUBLIC PROCUREMENT



AI INFLUENCE ON PUBLIC PROCUREMENT

Short-term (1–2 years):

- Vendors will use AI to create a solicitation response document in minutes generating more responses for evaluation by public agencies.
- More competitive pricing.
- Prices may “flatten” as vendors will have access to real time cost data.
- Evaluating people and customer service in vendor finalist interviews will become even more important.
- Wilco staff specification writing will become faster and easier.

Mid-term (2–5 years):

- Predictive analytics for forecasting on costs.
- AI-enhanced oversight and compliance tools will be available.
- Embed AI procurement considerations into policies (e.g., LGC compliance).



BY THE NUMBERS



SOLICITATION PORTAL



Has been acquired by:



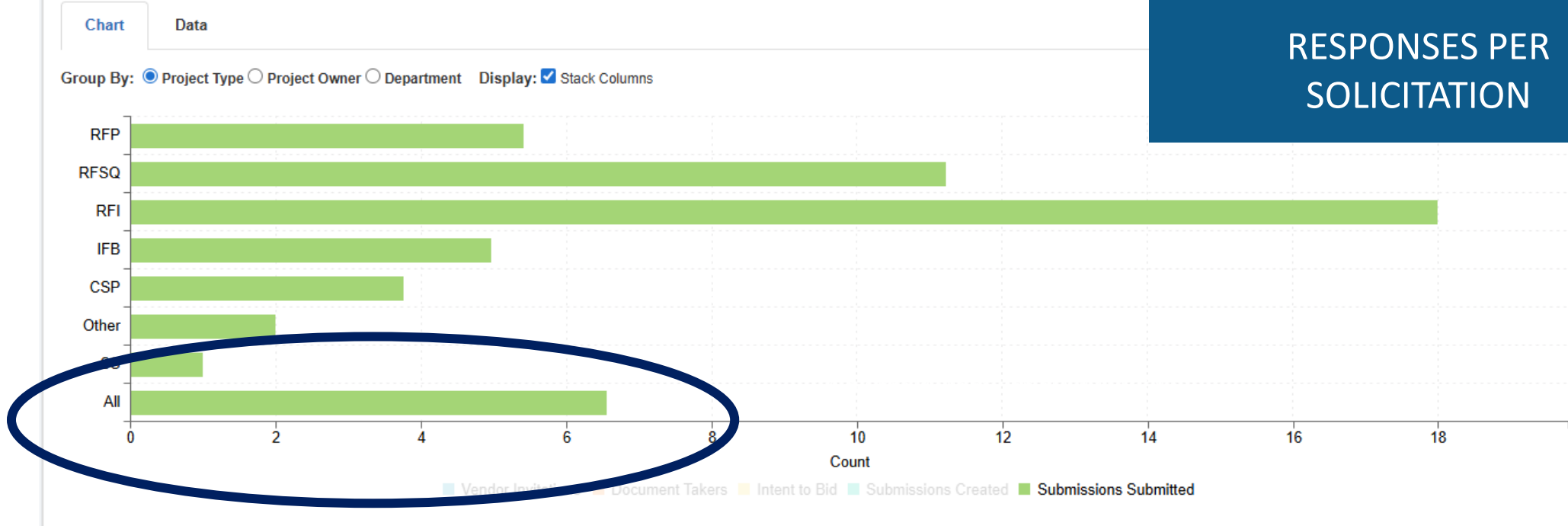
RESPONSES PER SOLICITATION



FY 25 AVERAGED
6
RESPONSES PER SOLICITATION

Average Opportunity Funnel

The average number of proponents engaged throughout the stages of responding to a bid opportunity



RESPONSES PER SOLICITATION

FY 24 AVERAGE

5

RESPONSES PER
SOLICITATION

FY 25 AVERAGE

6

RESPONSES PER
SOLICITATION

20%

Increase



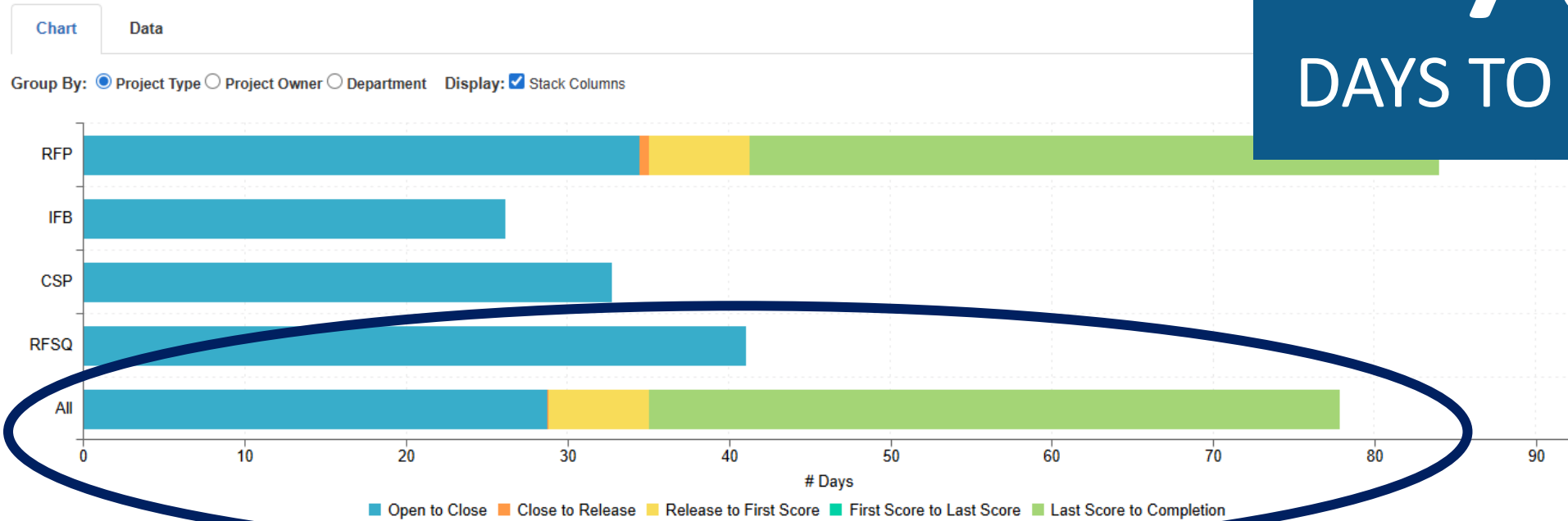
FORMAL SOLICITATION COMPLETION TIMES



CURRENTLY AVERAGING
78
DAYS TO AWARD

Average Time in each Project Stage

The average amount of time projects spend in each stage.



DEPARTMENTS AND VOLUME SUPPORTED

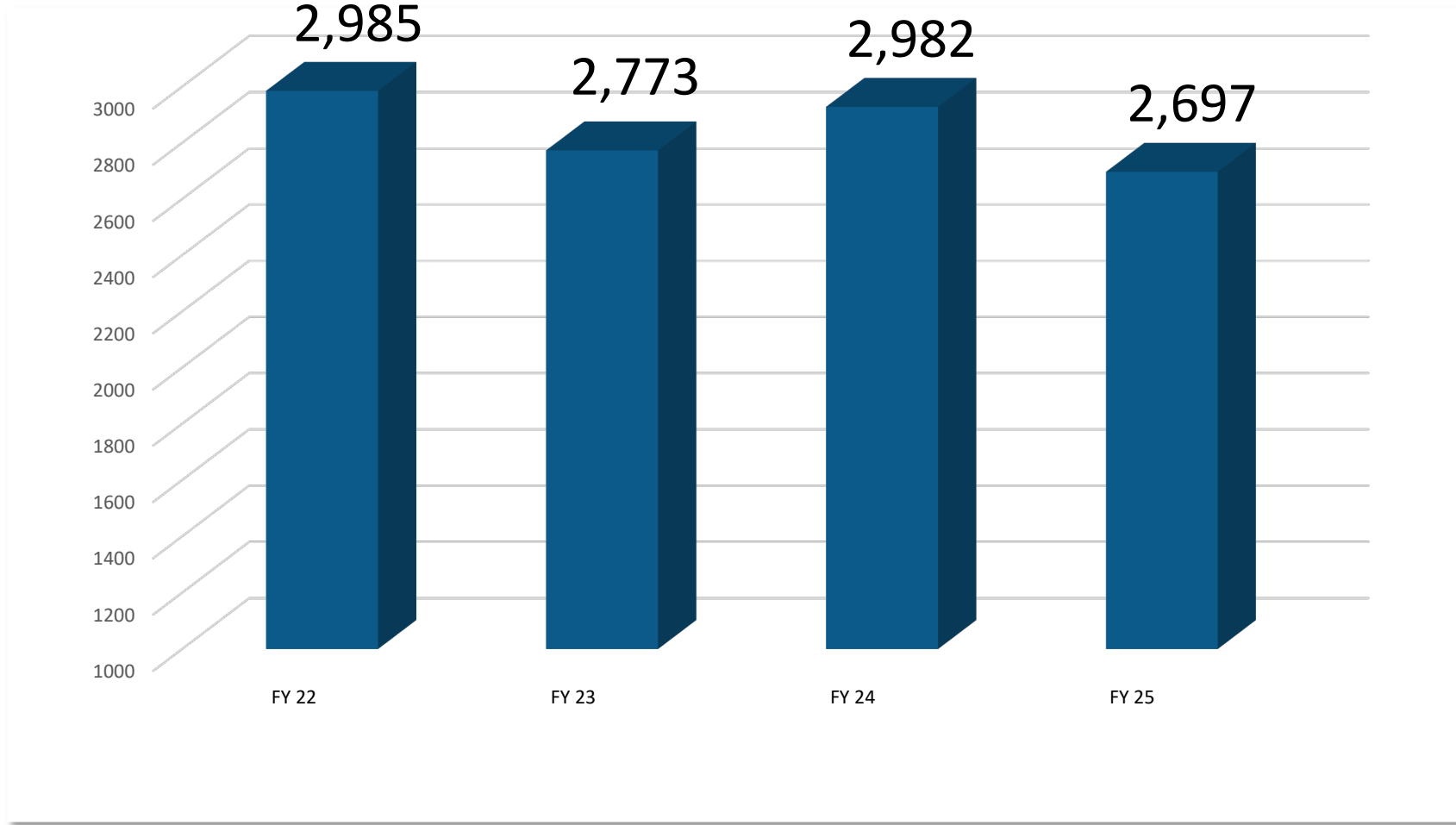
67

In FY 2025 the Purchasing Department provided oversight on over \$434 million dollars in spending, processed 2,697 purchase orders and added dozens of new vendors to the county's operation.

Departments and Elected Officials

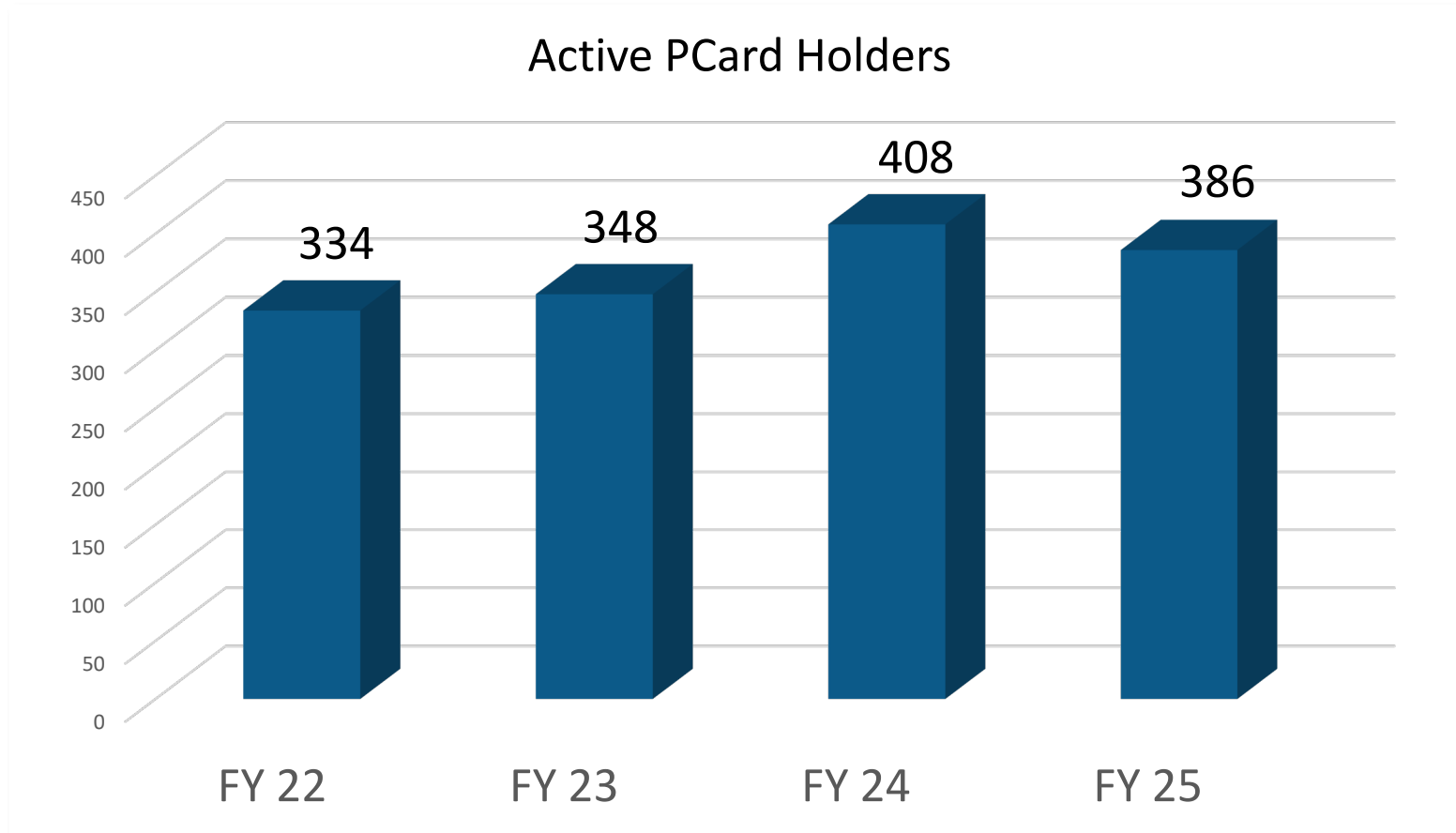


PURCHASE ORDER VOLUME



PCARD PLATFORM

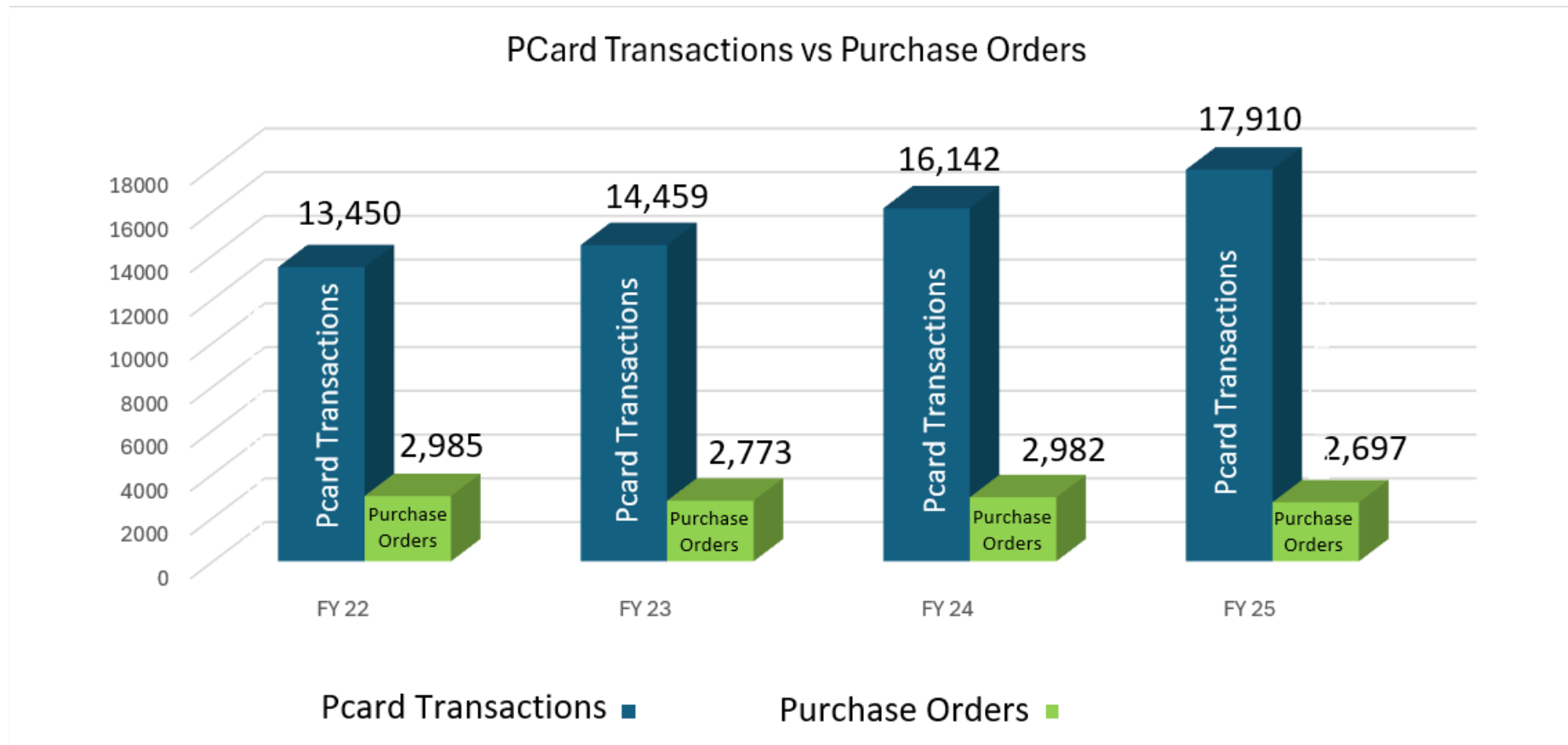
Pcards reduce the cost of high volume, low dollar transactions. This program helps reduce the use of check requests, and small dollar purchase orders. This program was launched at Williamson County in 2003.



PURCHASE ORDER VS. PCARD

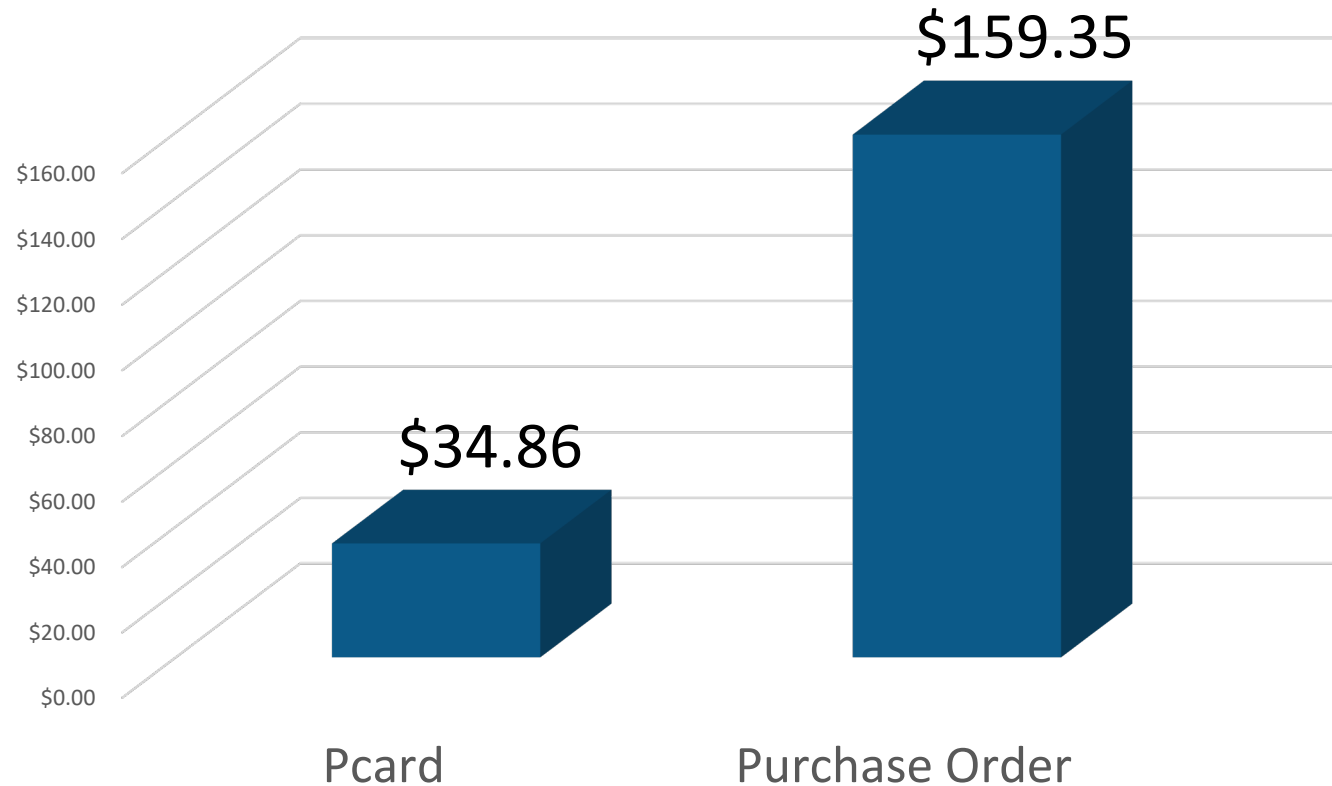
Pcard Purchases: Ideal for purchases less than \$5,000 made at the time of purchase.

Purchase Orders: Used for purchases \$5,000 or higher or those purchases that are not ideal for a Pcard.



ADMINISTRATIVE COST OF PURCHASING

Cost of PCard Transaction vs Purchase Order



Administrative cost of staff time associated with the purchase-to-pay cycle to include:

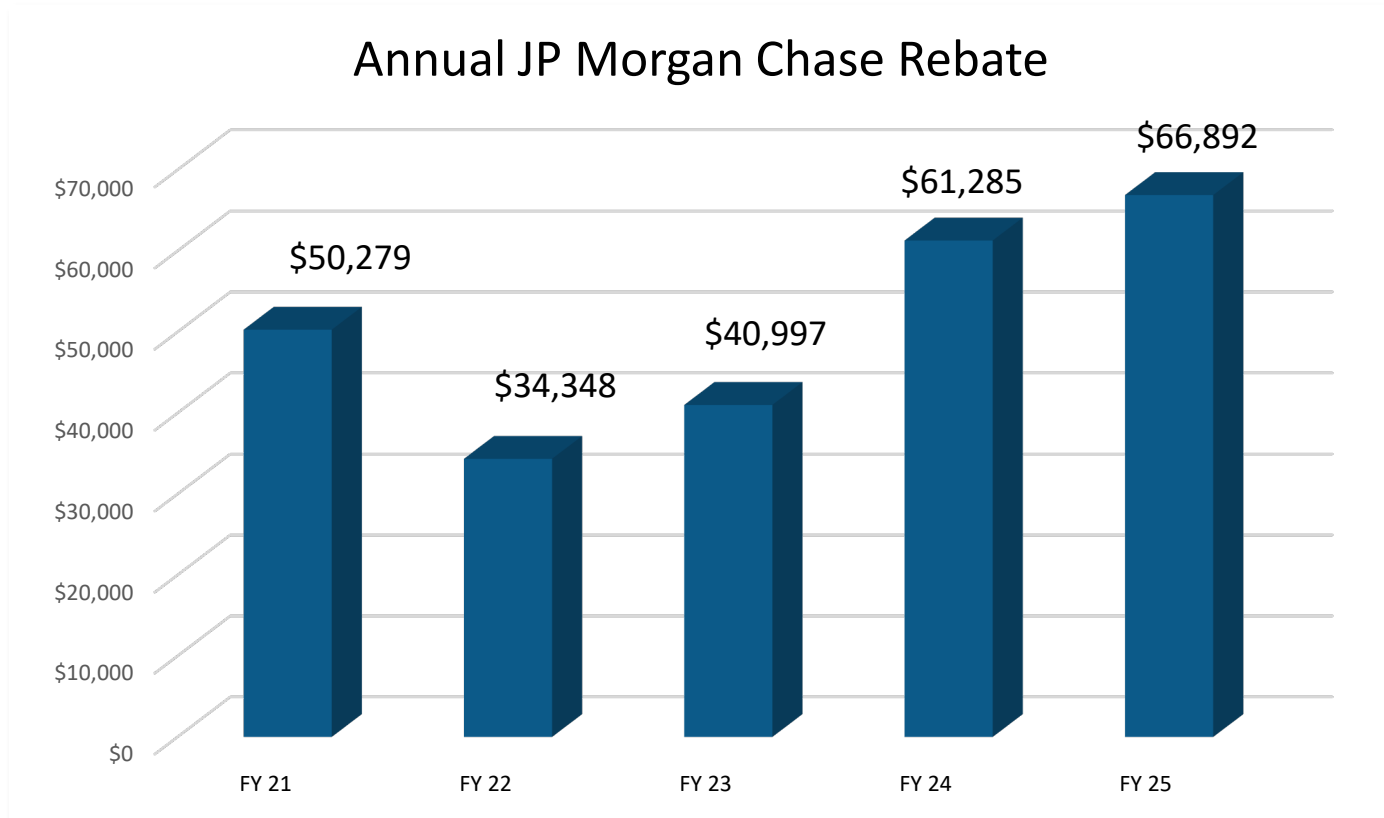
- End Users
- Purchasing
- AP

Reference: naccp.org/processcosts 2012. Adjusted for inflation.



JP MORGAN CHASE REBATE

Williamson County utilizes JP Morgan Chase for its Pcard platform. The contract offers a rebate paid each year based on the total spend amount for the organization.



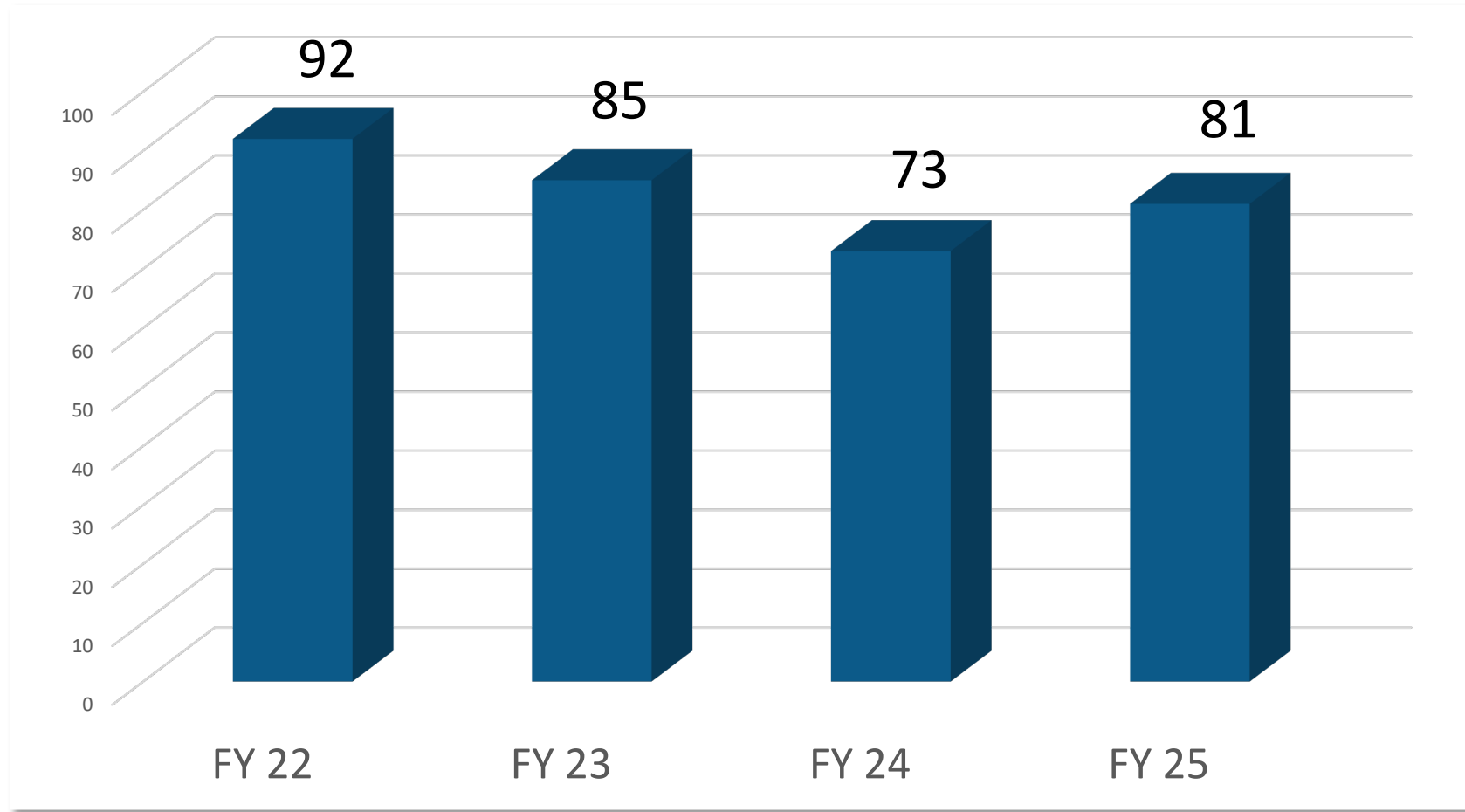
Rebate Percentage

1.22% - 1.54%

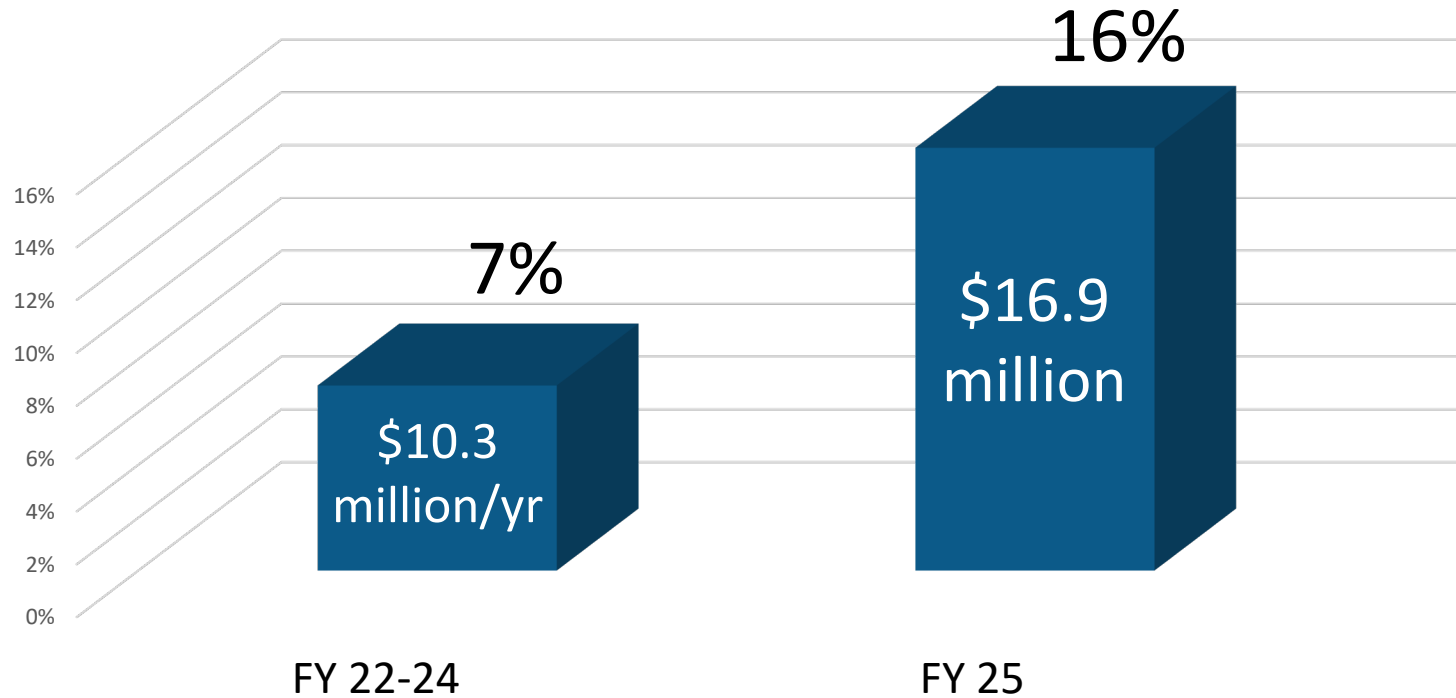
JPMorganChase 



FORMAL SOLICITATIONS - \$100K AND HIGHER



SAVINGS THROUGH SOLICITATIONS

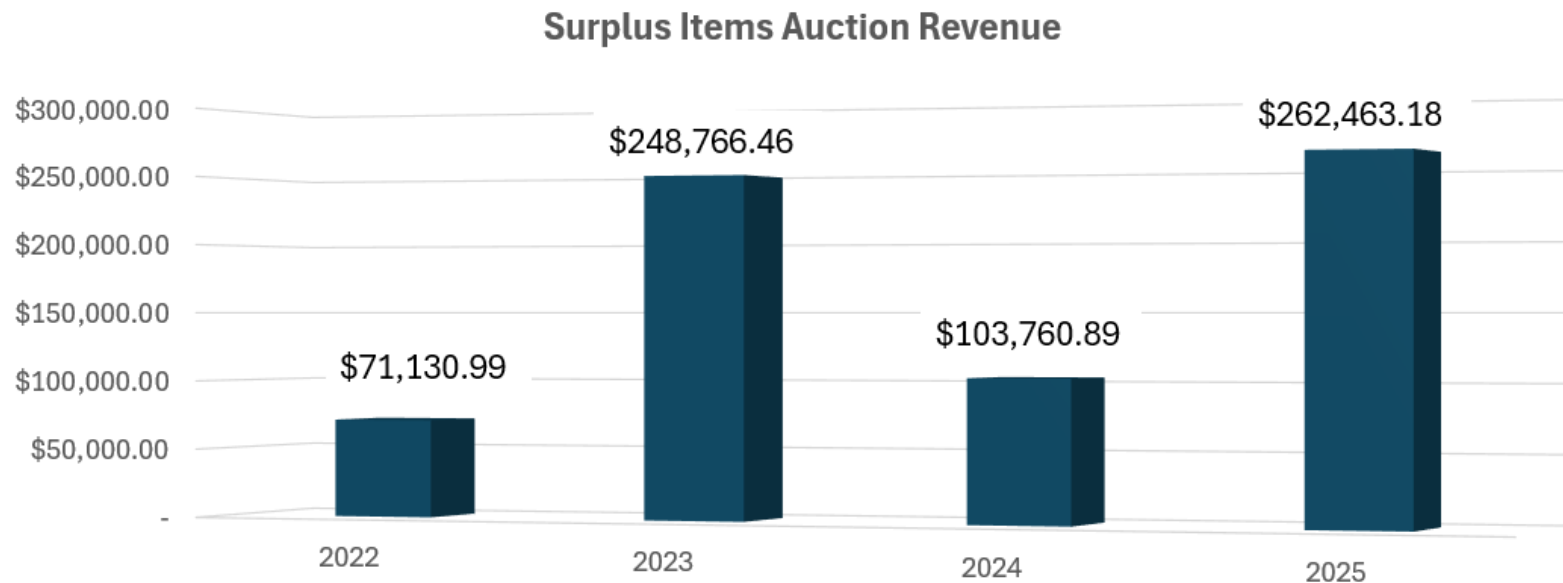


Average savings achieved through the solicitation process.
Data compiled from operational solicitations and Road Bond solicitations. Budget compared to actual contract and Engineers Estimate compared to contracted amount.

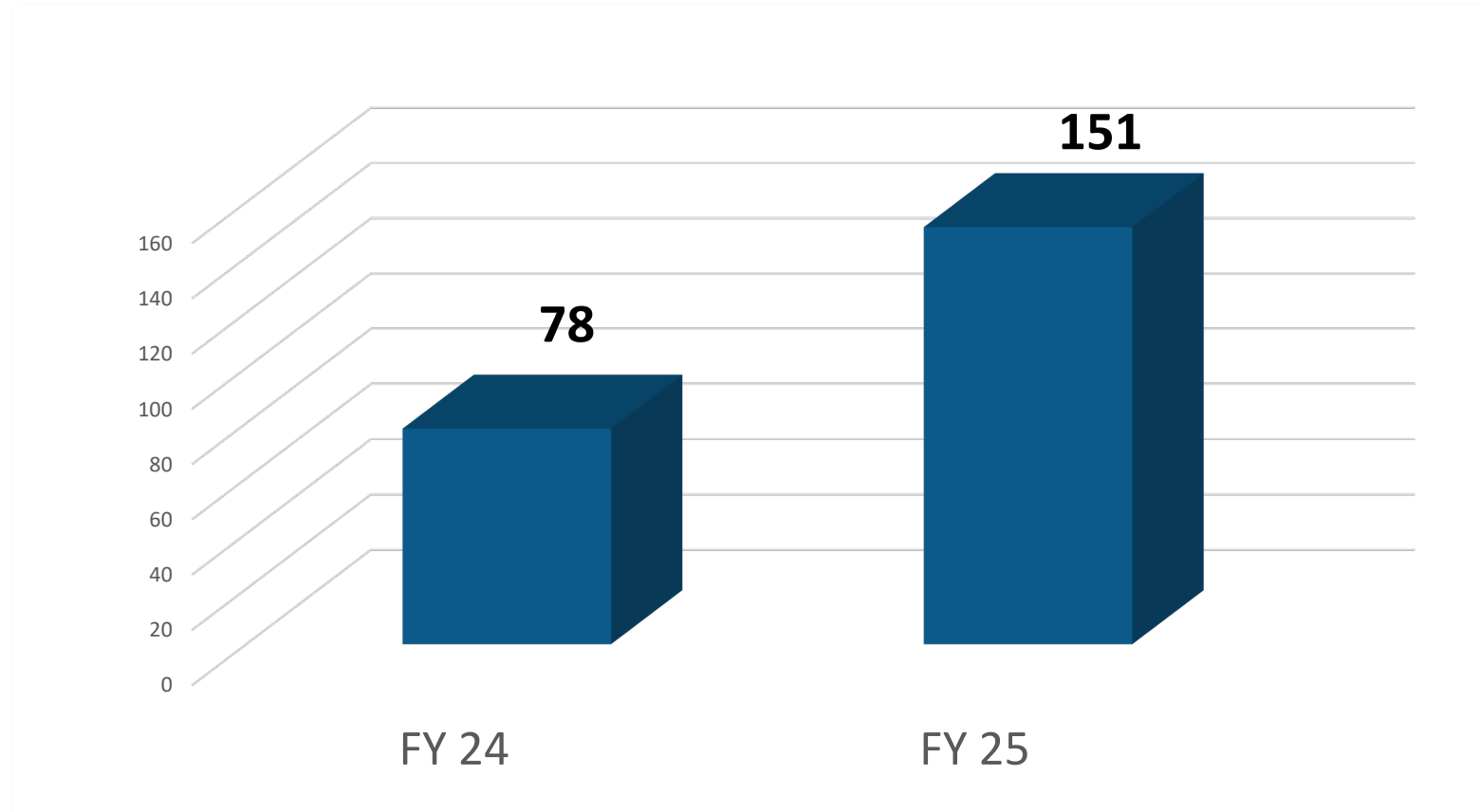


SURPLUS AUCTION REVENUE

Williamson County utilizes GovDeals and Gaston & Sheehan as online auctioneers to sell surplus and obsolete items.



PUBLIC INFORMATION REQUESTS



ADDITIONAL UPDATES



COUNTYWIDE CONTRACTS

- 1) Countywide Temporary Labor Contract
- 2) Equipment Rental
- 3) Pre-positioned Emergency Contracts

Debris Removal

Debris Monitoring

Generator Purchase and Rental

Facilities contracts with FEMA addendum

- Creates a go-to resource
- Master Services Agreement for quick transactions



AS-NEEDED PROFESSIONAL SERVICES POOL

Solicitations 24RFSQ32, 24RFSQ53, 24RFSQ74, 25RFSQ7 established prequalified pools of consultants for As-Needed Design and/or Engineering Services for Road and Bridge Projects and Minor County Building Projects for the Facilities Department. This approach to soliciting for professional services resulted in **41 contracts being awarded** from four (4) solicitations that otherwise would be individual solicitations.

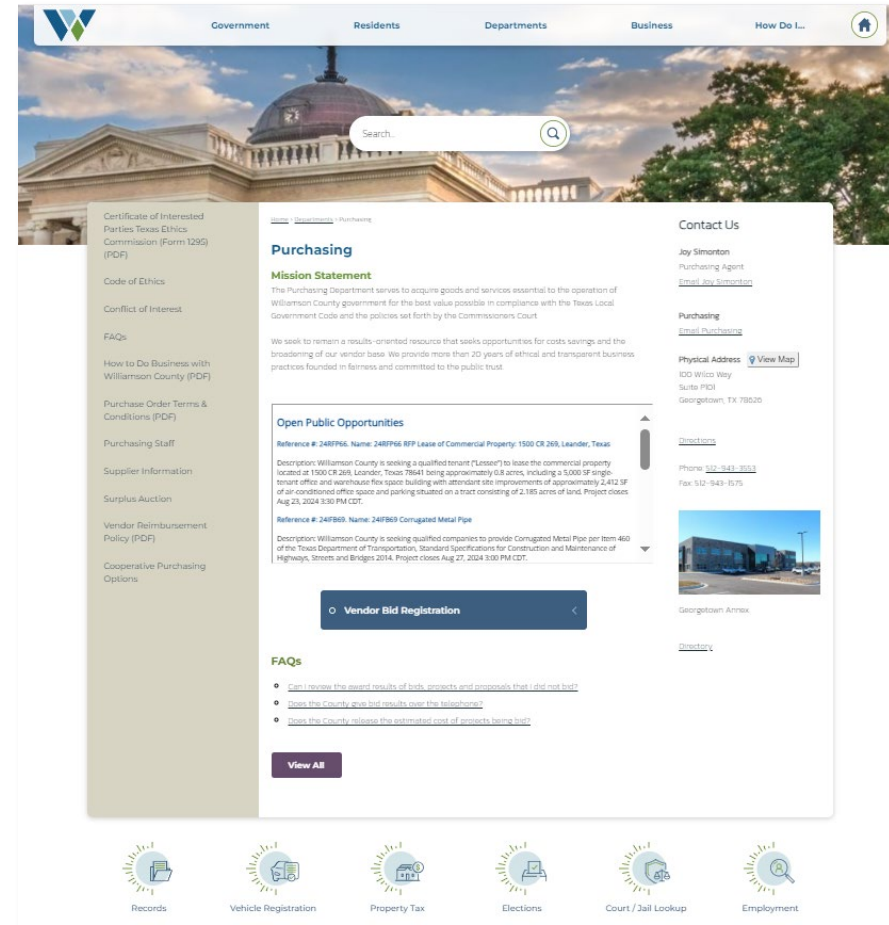
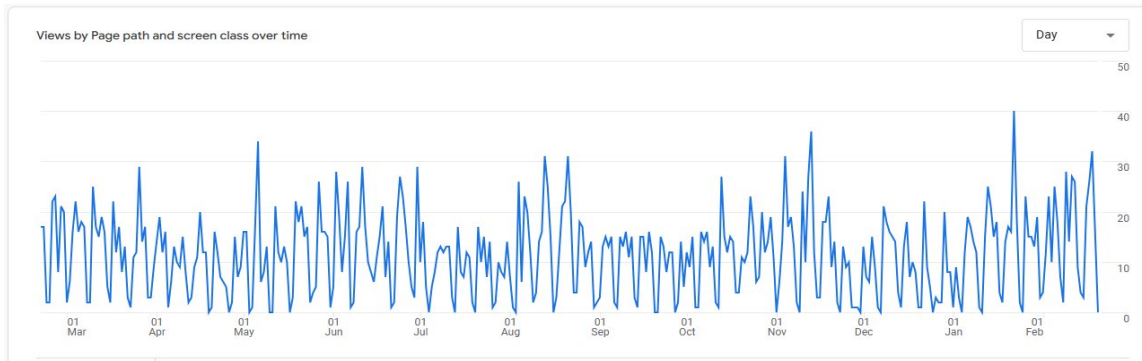
41 Consulting Contracts awarded from Pre-Qualified Pool

Architectural
Civil Engineering
Landscape Architecture
Mechanical, Electrical and Plumbing Engineering
Environmental Engineering
Fire Protection Engineering
Roofing Consulting
Building Envelope Analysis
HVAC Testing and Balancing (TAB) Engineering



PURCHASING WEBSITE TRAFFIC

Unique page visits in the past 12 months.



1,351 FY 24

4,161 FY 25



JOB ORDER CONTRACTING FOR FACILITY MANAGEMENT



CONSTRUCTION CONTRACTING VOLUME

In FY 25, Williamson County Facilities Management worked to support 100 operational locations that provide services to Williamson County residents. This required issuance of:

- 566 Purchase Orders
- 32 Master Service Agreements
- 53 Contracts
- 21 Professional Services Agreements
- 6 Solicitations

100

Buildings Maintained



MASTER SERVICE AGREEMENTS (MSA)

Utilizes established contracts approved by the Williamson County Commissioners Court

- 95+ MSAs currently in use by the Facility Maintenance Department;
- Ideal for building **maintenance**;
- MSAs typically provide service for one licensed trade such as HVAC;
- Pricing is pre-determined and established at the time of contract;
- Work is let through a Work Order
 - **Under \$100,000: Facility Management Director may authorize Work Order, commence work and ratify the contract through the Commissioners Court;**
 - **\$100,000 and over: Commissioners Court must authorize of Work Order prior to commencement of work.**



JOB ORDER CONTRACTS (JOC)

Contracts will be competitively procured through a Wilco solicitation, and the contracts will be approved by the Commissioners Court.

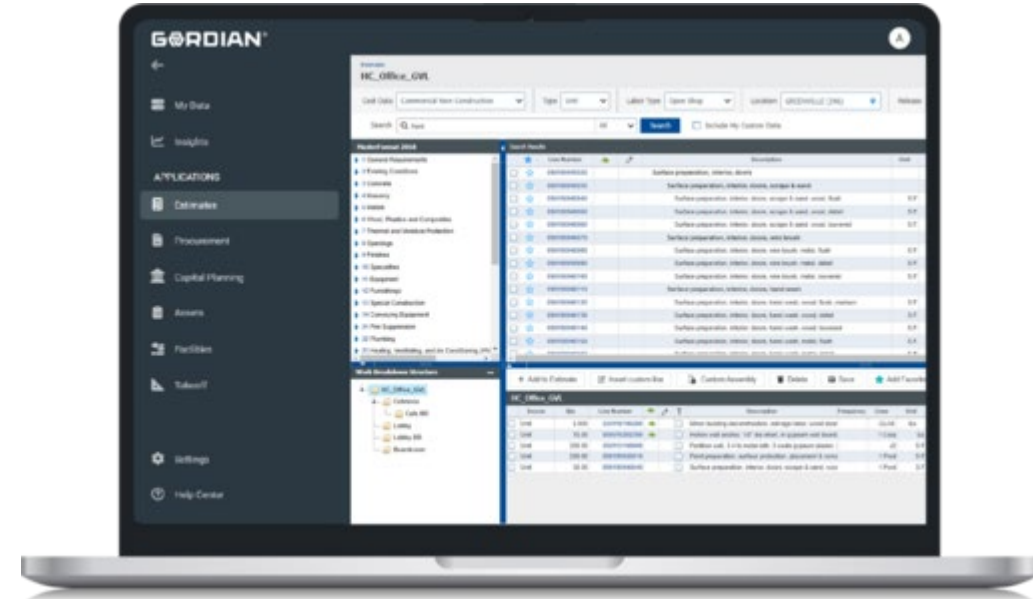
- Ideal for **construction projects**;
 - Texas Govt Code Section 2269.401: is a procurement method maintenance, repair, alteration, renovation, remediation, or minor construction of a facility when the work is of a recurring nature but the delivery times, type, and quantities of work required are indefinite.
 - JOCs will involve one or more license trades and related contractors, supervised by a GC
- Work is let through a Task Order
 - Under \$100,000: Facility Management Director may authorize Task Order, commence work and ratify the contract through the Commissioners Court;
 - \$100,000 and over: Commissioners Court must authorize of Task Order prior to commencement of work.



RS MEANS DATA ONLINE

- Index used for planning, budgeting or estimating construction projects.
- Fast way to find reliable cost data on construction materials, equipment and labor in 970 US markets.
- Construction professionals access RSMeans Data Online to build estimates, find and validate construction costs, compare local costs against national averages, or get quick, conceptual estimates for a variety of building types.
- Database contains 85,000 unit prices, 25,000 building assemblies and 42,000 facilities repair and remodeling costs covering every category of construction.

RSMeans
FROM THE GORDIAN GROUP®



MSA VS. JOC APPROACH

Master Services Agreement

Job Order Contracting

Wilco Solicitation Issued
 Cooperative Contract
 Construction Services
 Building Maintenance
 Not to Exceed Amount on Contract
 Under \$100,000 FMcan Authorize
 Over \$100,000 CC Must Approve

✓	✓
✓	
	✓
✓	
✓	✓
✓	✓
✓	✓



PROPOSED JOB ORDER CONTRACTING PROCESS

1) CIP Request and FM Budget Request

Williamson County Department Head or Elected Official makes request during the budget cycle.

2) Estimate Provided by JOC Contractor

Awarded JOC Contractor provides detailed scope and estimate for project.

Estimates under \$100,000 Facility Management Director may approve the estimate, create a Task Order and commence with the work. Task Order shall be submitted to the Commissioners Court for ratification.

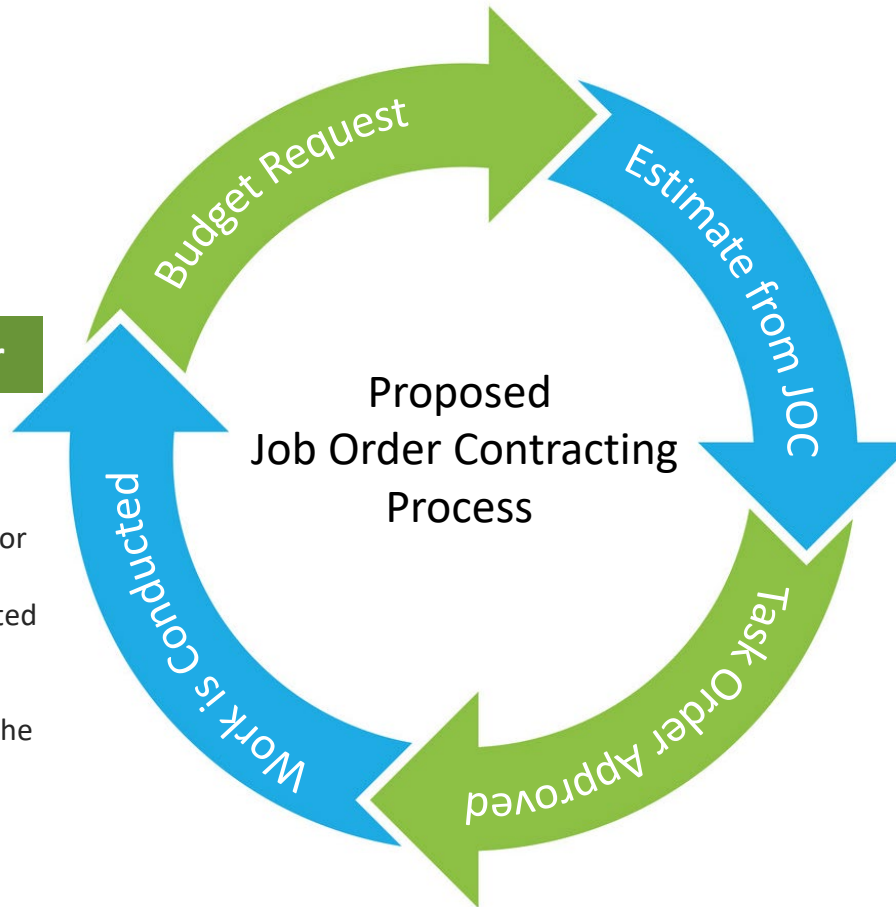
Estimates \$100,000 and higher must be presented to the Commissioners Court for review and approval or Task Order prior to commencement of work.

3) Task Order Created and Approved

Awarded JOC Contractor provides detailed scope and estimate for project through. Task Order created.

4) Work Commences

With approved Task Order work on the project will commence.



VENDOR SUPPORT



ANNUAL VENDOR FORUM AND REGISTRATION GUIDE



WILCO TEXAS April 30, 2026 • 2 p.m. - 3 p.m.

VENDOR FORUM

DOING BUSINESS WITH WILLIAMSON COUNTY

INFO WILL INCLUDE:

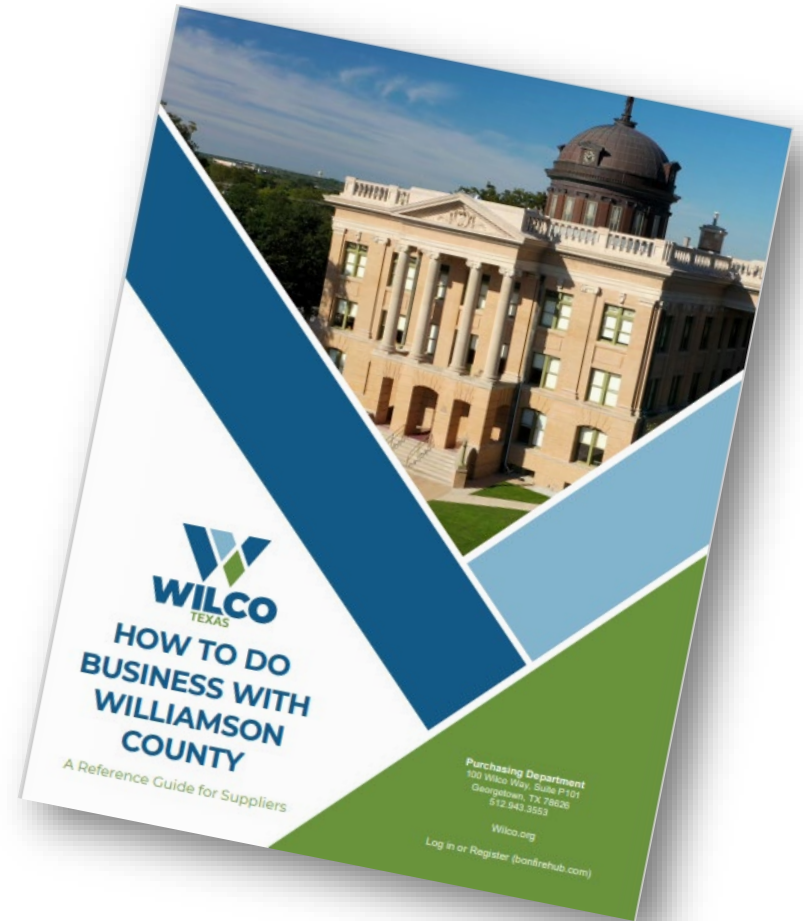
- Competitive bidding
- Joining vendor databases
- Ethics and standards
- Billing and payments
- Types of goods & services

MICROSOFT TEAMS VIRTUAL MEETING

Meeting ID: 212 637 018 848 5
Passcode: j2Xm2km7
Call in (audio only): +1 940-304-2814
Conference ID: 392 969 098#

HOW TO DO BUSINESS WITH WILLIAMSON COUNTY

Suppliers are encouraged to review *How to do business with Williamson County* for detailed instructions on vendor registration, terms and conditions and other guidelines.



WILCO TEXAS

HOW TO DO BUSINESS WITH WILLIAMSON COUNTY

A Reference Guide for Suppliers

Purchasing Department
100 Wilco Way, Suite P101
Georgetown, TX 78626
512.943.3553

Wilco.org
Log in or Register (bonfirehub.com)



ON THE HORIZON



TRANSACTION WORKFLOW





WILCO
PURCHASING

