

EUNAVERSE

# Revolutionizing Public Sector Procurement For Efficiency and Effectiveness

Euna Procurement

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# EUNAVERSE

Freddy Lutz serves as Principal for Northampton County, PA-based PennBid/Apex PM Solutions. Mr. Lutz boasts over 25 years' experience in municipal operations, project management, communications & marketing and capital project implementation. With a keen sense for cost-effective and practical solutions, Mr. Lutz is a thought leader specializing in consensus building, creative thinking, and moving public sector clients forward.



Freddy Lutz  
Principal, PennBid

# Blending efficiency, effectiveness, and political realities



# Reverse Engineering

Harness the Politics

Harness Relationships

Triage Powers Resilience

~~Good, Fast, Cheap~~

# Key Takeaways

- 1 Start with the Outcome in Mind (Reverse Engineering)**  
You can always take away requirements, but you can't add them once the process starts
- 2 Invite the Politics into the Process**  
Elected officials want to be at the ribbon cutting, so bake in community engagement.
- 3 Scenario Plan to Over-Deliver**  
Eliminated in-progress delays due to logistical challenges
- 4 Use Time as a Resource to Build Resilience**  
You can't be efficient or effective without understanding existing conditions
- 5 Invest in Higher-Quality Work for Long-Term Savings**  
You don't go to the lowest-ranked doctor just because they're certified

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**Thank you!**

Let's reach for the stars!

