



PROCUREMENT FOR THE PUBLIC GOOD CHALLENGE

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Sponsored by the National Association of State Procurement Officials



Develop a solution to a purchasing, sourcing, or operational challenge impacting a school or community organization. Teams will evaluate options and recommend a strategy that improves value, efficiency, sustainability, innovation, or overall impact. Final submissions should demonstrate research, critical thinking, and strategic decision-making while addressing real-world organizational needs.

Driving Question or Challenge:

How can you identify a purchasing, sourcing, or operational challenge affecting your school or a community organization, and develop a strategic procurement solution that improves value, efficiency, sustainability, or innovation while addressing the organization's real-world needs?

Real-World Context:

This challenge asks DECA members to tackle a real purchasing, sourcing, or operational problem facing their school or a community organization. By researching options and recommending a strategy that strengthens value, efficiency, sustainability, or innovation, members will explore how institutions and nonprofits navigate vendor evaluation, budget management, and strategic sourcing decisions. This experience mirrors the work of procurement professionals, administrators, and public sector purchasing specialists, and challenges students to think critically about stakeholder needs, weigh trade-offs between cost and impact, and build a compelling, evidence-based recommendation.

CHALLENGE OVERVIEW

- This challenge consists of **two** major parts: research and evaluation matrix/comparison tool and a video presentation that is a maximum of **3-5 minutes** in length.
- Each entry will be composed of **two to four members** of a DECA chapter. Chapters may submit multiple entries for consideration.
- Teams must fully complete and submit the online registration form at www.deca.org/challenges no later than **January 8, 2027, 11:59 p.m. ET** to be eligible for awards.
- Late entries will not be accepted.
- Participants will identify a real procurement challenge at their school and develop a comprehensive solution with supplier research and cost analysis.
- National Association of State Procurement Officials will evaluate all submitted entries and select the top three overall teams.
- DECA Inc. and the National Association of State Procurement Officials are not responsible for lost, damaged, mislabeled, or misdirected entries.

KNOWLEDGE AND SKILLS DEVELOPED

Participants will demonstrate knowledge and skills needed to address the components of the project as described in the content outline and evaluation forms.

Participants will also develop Career Competencies, in the following categories, desired by today's employers:

- **Critical Thinking** - Thinks critically to understand and solve problems.
- **Communication** - Communicates clearly, effectively, and with reason.
- **Decision Making** - Considers the impacts of decisions.
- **Collaboration** - Participates and advocates in groups of all sizes to achieve common goals.
- **Innovation** - Demonstrates a creative and innovative mindset.
- **Technology** - Ethically leverages technologies to enhance efficiencies, complete tasks, and accomplish goals.

PRESENTATION GUIDELINES

I. Problem Identification and Stakeholder Analysis

- Problem Description: clearly describe the procurement problem at your school or community organization
- Stakeholder Analysis: who is most affected by this problem, including their needs and current challenges
- Impact Assessment: how this problem currently affects the school or organization

II. Proposed Procurement Solution

- Solution Overview: what you believe to be the best procurement solution to the problem
- Cost Research: the cost of the solution, including initial investment and ongoing expenses
- Supplier Research: the suppliers you evaluated and why they would be most effective
- Evaluation Matrix or Comparison Tool: a visual comparison of the supplier/solution options considered — shown creatively on-screen (graphic, animation, whiteboard, etc.) rather than as a separate document
- Expected Impact: how this solution would improve things for students, staff, or the community

III. Implementation Plan

- Implementation Timeline: proposed milestones and phases
- Budget & Cost Analysis: procurement costs, implementation expenses, and expected return on investment
- Supplier Selection Strategy: which suppliers you'd use and why
- Performance Metrics: key indicators to measure whether the solution is working
- Risk Management: potential challenges and how you'd mitigate them

IV. Executive Summary

- Executive Summary: a concise on-screen recap of the problem, proposed solution, and expected impact.

Additional requirements:

- All team members must participate in the video.
- Include compelling visuals, graphics, or demonstrations.
- Target audience should be school or community organizational decision-makers.

For evaluation details, please see the Presentation Evaluation Form.

PRESENTATION JUDGING

National Association of State Procurement Officials will evaluate all submitted entries and select the top three overall teams. From the final three teams, the overall winning team will be selected.

AWARDS

In partnership with the National Association of State Procurement Officials the following awards will be provided:

- 1st Place Team - \$1,500
- 2nd Place Team - \$1,000
- 3rd Place Team - \$500

The top three teams will be recognized on stage during DECA's International Career Development Conference in Anaheim, California. Eligibility to attend DECA ICDC is determined by the chartered association advisor based on their policies. Finalists should consult with their chartered association advisor for eligibility guidelines and gain approval from their school advisor to attend the conference.

TIMELINE

Challenge begins	September 2026
Challenge submission deadline	January 8, 2027
Top 3 teams announced	February 24, 2027
Top 3 teams recognized at ICDC (Anaheim, CA)	April 17-20, 2027



2-4 PARTICIPANTS



3-5 MINUTES
PRESENTATION TIME



1 VIDEO
ENTRY



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PRESENTATION EVALUATION FORM

Name of School: _____ City: _____ State: _____

Team Member Names: _____

Did the participating team...		Novice	Developing	Proficient	Exemplary	Judged Score
PERFORMANCE INDICATORS						
1.	Conduct thorough problem identification and stakeholder analysis.	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15	
2.	Explain the nature and scope of purchasing.	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15	
3.	Translate research findings into actionable business recommendations.	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15	
4.	Present detailed cost analysis and budget considerations for procurement solution.	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15	
5.	Describe the relationship between procurement and operations management activities (e.g., strategic sourcing, supplier relationship management, supply chain management).	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15	
VIDEO COMPONENT						
6.	Video clearly communicates the procurement problem, solution, and expected impact to the target audience.	0-1	2-3	4	5	
7.	Video includes a clear evaluation matrix or comparison tool illustrating how suppliers/ solution options were assessed.	0-1	2-3	4	5	
8.	Proposed solution shows understanding of institutional/public-sector procurement requirements and constraints.	0-1	2-3	4	5	
9.	Performance metrics and risk-management strategies are clearly defined and measurable.	0-1	2-3	4	5	
10.	Show evidence of creativity and originality in the video's format, storytelling, and visual design.	0-1	2-3	4	5	
TOTAL SCORE (100 points)						