



Data-Driven Leadership in Public Procurement (alignment with AEP criterion 4e)

Presenter

Colin Erhardt is a Director at Partners for Public Good (PPG), overseeing the Procurement Excellence Network, a free virtual community designed to empower public sector leaders seeking to transform their jurisdiction's procurement practices. Prior to joining PPG, Colin supported local governments across the country as they launched efforts to make procurement more strategic, fair, and innovative while at the Harvard Kennedy School Government Performance Lab. This work included helping to bring a results-driven approach to social services procurement in the State of Connecticut and facilitating candid spaces for senior procurement leaders to troubleshoot common challenges like integrating artificial intelligence into procurement operations. Colin previously oversaw a team within the Commonwealth of Massachusetts overhauling the front door to its Emergency Assistance Family Shelter Program. He has also worked for a corporate governance consulting firm, a criminal justice non-profit, and as an IT consultant.

Summary:

Many governments aim to improve procurement outcomes whether by increasing efficiency, expanding vendor participation, boosting competition, or strengthening compliance, but often struggle to translate these goals into performance metrics that can be measured regularly. This session explores how procurement teams can use data as a strategic leadership tool to diagnose challenges, drive decision-making, and improve outcomes across the procurement lifecycle. Participants will learn how to define and develop performance measures that enable their teams to uncover bottlenecks, assess performance, and guide continuous improvement efforts. Through a combination of facilitated discussion and real-world examples from peer governments, the session will highlight how data can be activated to move beyond reporting and toward actionable insights and system-level change. Participants will leave with a clearer understanding of



how to lead with data to strengthen both day-to-day operations and long-term procurement strategy.