

# Public Procurement: A 2026 Playbook

by Andres Bernal

Bernal & Associates Consulting

*Economic Empowerment Anchored in Data-Driven Solutions*

# Public Procurement Is Evolving

Across the nation, governments are rethinking how procurement can advance innovation and economic empowerment.

2025 marks a turning point — not because of any one regulation, but because data is becoming the foundation of trust, transparency, and measurable impact in public spending.



- POLICY •



- DATA •



- STRATEGY •



- IMPACT •



# From Assumptions to Evidence

Recent national policy updates — such as the U.S. DOT's DBE rule change — reflect a broader movement toward proof over presumption.

Certification, goal-setting, and program evaluation now rely on data that demonstrates measurable disadvantage and economic impact.



**Assumptions**



# How Data Becomes a Driver of Economic Empowerment

## Three Anchors:

- **Transparency:** Open, verifiable data builds trust across stakeholders.
- **Accountability:** Metrics turn commitments into measurable progress.
- **Empowerment:** Data identifies barriers and unlocks targeted interventions.



# Turning Information Into Opportunity

When procurement data is analyzed through an empowerment lens, it can:

- Quantify how public spending supports small and diverse businesses.
- Map where gaps persist and where new capacity can grow.
- Show how equitable procurement fuels community wealth and job creation.



# Empowerment isn't automatic — it's engineered.

Agencies can strengthen outcomes by:

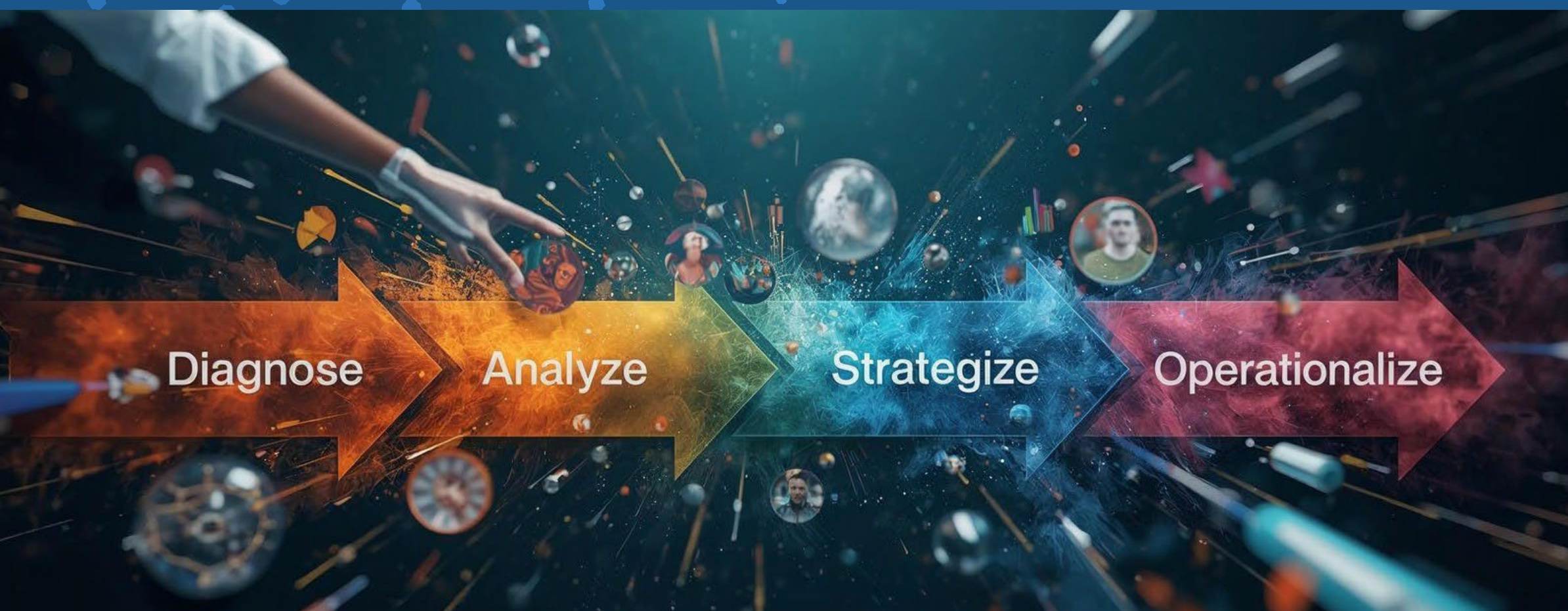
- Aligning data systems across procurement, finance, and community development.
- Conducting regular audits.

Embedding performance metrics that measure economic mobility, not just compliance.



# Four Steps to a Smarter Procurement Ecosystem

1. **Diagnose:** Assess gaps in participation and policy.
2. **Analyze:** Turn procurement data into actionable insights.
3. **Strategize:** Design equity-centered procurement strategies.
4. **Operationalize:** Implement systems that track and scale impact.



# Data as the Currency of Economic Growth

The future of procurement is not just digital — it's equitable.

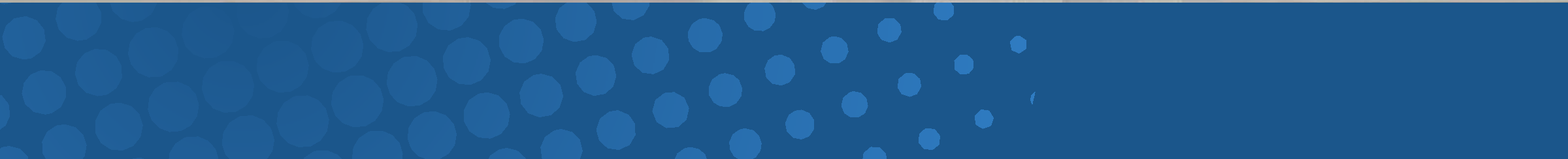
By embedding data into every decision, public agencies can transform procurement from a process into a platform for shared economic empowerment.



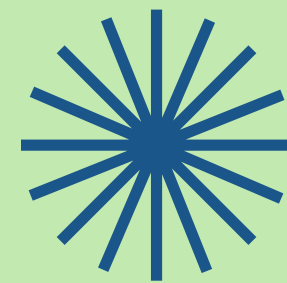
# Empowerment Starts with Insight

2026 is the year to turn data into economic empowerment.

Let's build procurement ecosystems that measure what matters — and invest where impact grows.



# Public Procurement: A 2026 Playbook



**I hope these ideas sparked some thought, please share with your network if you think others would benefit.**

