

Cliff Nilson
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Senior Procurement Leader
25 Years of Senior Management and Public Procurement Experience
Demonstrated Expertise in Florida Procurement Law
Complex Procurements and Contracts

Independent Consultant Self-Employed-June 2023-Present

Providing advice and representation for companies doing business with government.

Director and Chief Procurement Officer

Division of State Purchasing-December 2021-May 2023 (retired)

Responsible for leading the State Purchasing Office, including procurement and contract management, training and certification, governance, MFMP (the e-procurement system), and the Office of Supplier Diversity.

Deputy Director

Division of State Purchasing-July 2015-November 2021

Responsible for managing the day-to-day procurement functions within the division, including needs assessments, market research, planning, solicitations, contract management, as well as implementation of best practices across the division. Also serve as acting director when so delegated.

Bureau Chief for Services and Special Projects

Division of State Purchasing—April 2010 to June 2015

Since May of 2013, led a procurement team of ten people focused on services and other complex procurements including PCard, mail services, pharmaceuticals, professional consulting, contingent labor, insurance, and information technology services. Began as a lead purchasing analyst in April of 2010, was promoted to category manager in November of 2011 and to Bureau Chief in May of 2013.

Legal and Governmental Services Provider

February 2009 to April 2010

Provided a variety of legal and legislative services including drafting of contracts, policy statements, and situational analyses for a variety of clients.

General Counsel and Vice President of Governmental Relations

VISIT FLORIDA—December 1997 to February 2009

Primary legal and procurement advisor and contract negotiator

Assisted in creating and managed formal procurement processes

Conducted complex contract negotiations

Managed contract review and renewal process

Assisted in developing procurement policies and procedures

Selected and managed counsel for intellectual property, real estate, and litigation

Provided legal advice to staff and members of the board of directors

Member of the senior management team

- Acted as a team leader for company projects
- Provided input and leadership for company decisions
- Responsible for developing internal legal policy
- Responsible for alerting staff to the governmental impact of decisions and actions
- Assisted in the development and implementation of the company strategic plan

Primary representative to state government

- Provided counsel on government relations to the board of directors and staff
- Monitored and lobbied both substantive and budget issues
- Assisted in selecting and managed contract lobbyists
- Assisted in selecting and managing public relations contractors
- Responsible for accountability to Governor and Legislature

Legal and Governmental Services Provider

January 1997 to December 1997

Provided a variety of legal and professional services including contract negotiation and construction, legal advice for new businesses, rewriting government manuals in plain English, assisting organizations in conducting Sterling Self Assessments, and reviewing agency technology planning and purchase requests for the Governor’s Office.

Legislative Employment

House of Representatives—May 1982 to January 1997

Job titles

- Policy Director
- Staff Director
- Chief Analyst
- Senior Attorney
- Legislative Analyst

Places worked

- Speaker’s Office
- Rules Committee
- Agency Rules Committee
- Regulatory Reform Committee
- Majority Office

Job responsibilities

- Directing reform of technology use
- Negotiating and managing vendor contracts
- Directing team projects
- Managing committee resources
- Directing committee staff
- Providing strategic and tactical counsel
- Providing counsel on House Rules
- Providing legal counsel
- Drafting bills and amendments
- Writing reports and summaries of projects
- Reviewing and rewriting regulations
- Analyzing legislation

Subjects covered

- Business regulation
- Professional regulation
- Healthcare regulation
- Regulation of commerce
- Administrative procedures
- Government reform
- Finance and tax
- Transportation
- Pari-mutuels
- Judiciary

Credentials and Education

- Florida Certified Contract Negotiator—November 2012 to present
- Licensed to practice law in the State of Florida—May 1982 to present
- Licensed by the Federal Appeals Court, Eleventh Circuit—October 1982 to present
- Earned Juris Doctor degree at Florida State University College of Law—December 1981
- Earned Bachelor of Arts degree at Florida State University—December 1976