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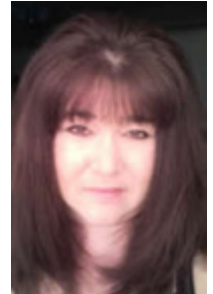
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President's Message

First, I would like to take this opportunity to congratulate Mr. Edward McMullen on a successful tenure as the 2013 NPI President, and a successful conference in St. Charles, Missouri. Ed remains fully dedicated to the success of NPI, but more importantly, he continues to inspire those around him. On behalf of NPI, thank you for your service, Ed. The effects of your leadership will continue to benefit our association in the future.

I would also like to congratulate the newly elected NPI Board of Directors. I am excited to have fantastic Executive Officers, Directors, and committee members to work with, all of whom are already hard at work for our association! Ed McMullen is representing NPI on the NCPPC Committee, and his latest report is included in this newsletter. Christine Green and the AEP Committee are implementing enhancements to the AEP Award Program, and finalizing the 2014 AEP online application. Dawn Berry is the Program Chair for the upcoming NPI conference, and is securing speakers to provide relevant sessions for our members. Jay Yoho and Jim Tillman have completed development of this year's partnership levels for Exhibitors, and will be working closely with the Vendor Advisory Committee to discuss alternative vendor models for future consideration. Zulay Millan has taken over the website redesign project, and will see it through to completion later this year. Annet Warzwick has been

following-up with potential members, and inquiring about non-renewals; and Zulay Millan and Jackie Saunders are developing marketing strategies, focusing on growing both the AEP Program, and our membership. Thank you to the Board of Directors for volunteering your time, and for all of your efforts!



Please remember to mark your calendars for upcoming NPI events. The Embassy Suites Dallas-Frisco Hotel, Convention Center and Spa is the venue for the NPI 46th Annual National Conference & Products Exposition, and the 19th Annual Presentation of the Achievement of Excellence in Procurement Awards, October 19th through October 22nd, 2014.

In closing, I would like to thank you for the opportunity to serve as your new NPI President. I am honored and humbled to serve NPI in this capacity. I will do my best to build upon the great leaders who served before me, and to advocate for positive changes in order to move our association forward.

Yours in Service,
January M. Cook, CPPO, CPPB
2014 NPI President

AEP



Deadline

The application deadline is May 30, 2014. Find the AEP application at www.npiconnection.org/aep.

See the brochure on page 3.

Call for Speakers

Plans are underway for NPI's 46th Annual Conference & Products Exposition in Frisco, Texas. NPI is issuing a call for speakers to provide relevant sessions to our conference delegates. If you are interested in presenting sessions relating to leadership, public procurement practices, or any of the Achievement of Excellence in Procurement award criteria, we invite you to submit the following information:

- Title of Session(s)
- Contact Information (name, title, firm/organization, address, city, state, zip code, phone, email address) for each presenter
- Audience: Short paragraph describing the audience for whom your topic is intended and why the subject area is of importance
- Bullet Points: List four to six bullet points that describe the specific issues you plan to cover (please note that sessions are either sixty minutes or ninety minutes in length.)
- Level: The level that the session is intended to be:
 - Introductory
 - Intermediate/Legal Update
 - Advanced
- Type of Materials: NPI encourages speakers to provide practical hand-outs, such as sample contract language, draft policies, or checklists. Please indicate what type of hand-outs you anticipate providing.

AEP Best Practices

Need some help with the AEP application? The AEP Best Practices were selected from actual AEP applications as examples of ideal submissions for each criterion. The Best Practices are available to NPI members by logging in to the Member Home Page and selecting "AEP Best Practices" from the menu bar on the left.

Questions? Contact Christine Green, cgreen@uptexas.org or 214-987-5480.



- Biography: Please attach a resume that includes a list of previous presentations for each of the presenters.
- Please also indicate whether or not you are a member of NPI or an affiliate organization, and if so, which organization(s) you belong to.
- Fees: Any fees associated with presenting the session(s)

Please submit the requested information via email to:
Dawn Berry, CPPB
Program Chair
dberry@lancaster-tx.com

Submissions will be accepted until February 15, 2014, after which time they will be reviewed for consideration.



Innovation
Professionalism
Productivity
Leadership
e-Procurement

Achievement of Excellence in Procurement®



ANNUAL Achievement of Excellence In Procurement® The National Program to Benchmark Organizational Excellence in Procurement



Recognition for a Job well Done!

The Achievement of Excellence in Procurement Award (AEP) is earned by public and non-profit organizations that obtain a high score based on standardized criteria. All sizes and types of public and non-profit organizations have been successful applicants. Counties, cities, school districts, states, special districts, and universities, both public and private, are eligible. The judging criteria are designed as benchmarks of procurement excellence and measure:

- Innovation
- Professionalism
- Productivity
- Leadership
- e-Procurement



You Have to Show Off Your Best Practices to Win

Tooting your own horn is difficult. However, with the AEP program, the most prominent professional procurement associations are recognizing your organization's performance. This program encourages the development of excellence as well as continued organizational improvement to earn the award annually. The award is received by all that attain a minimum score of 100 on a rating of standardized criteria. The evaluation is conducted by an independent committee.

Get Started Now!

In order to receive consideration for the award, organizations are required to submit a detailed application with supporting documentation.

Review the criteria in the application and determine if your procurement organization meets these requirements. Your organization needs to score 100 points. There is a "self-scoring sheet" in the application. If you are at 100 points or only slightly above, it is highly recommended that you again score your organization and be very objective. Almost all first-time applicants have points deducted.

It is also recommended that you contact a previous winner (a list of all recipients is posted on the AEP website) to discuss the application process.

Questions or suggestions may be directed to: Christine Green, C.P.M., AEP Committee Chair, 214-987-5480, or cgreen@uptexas.org.

You may also contact any of the AEP Evaluation Committee members for additional assistance, a list is available online at www.npicconnection.org/aep.

SPONSORS



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"We received our first AEP award in 2005 validating our efforts to provide leading edge procurement, and we continue to use the award criteria as a benchmark to find ways to improve and evaluate our performance as a Purchasing department."

Cory Harms, Associate Director of Purchasing, Iowa State University
Senior Vice President, National Association of Educational Procurement (NAEP)

For Current AEP Award Information

Click Here

National Council for Public Procurement and Contracting (NCPPC)

On August 5, 2006, the National Council for Public Procurement and Contracting (NCPPC) officially came into being to be the voice of the public procurement profession.

The NCPPC joins the voice of eight charter associations and professional groups and individuals whose focus is public procurement and contracting. Collectively, the Council represents more than 37,000 members who are responsible for in excess of 2 trillion dollars of spend annually.

The mission of the NCPPC is to bring together not-for-profit associations that serve the public procurement and contracting profession in order to develop partnerships and programs that benefit the respective association members while influencing and promoting the value and recognition of the public procurement and contracting.

The Council's core values include dedication to the service of our respective associations, the belief that ethics lies at the heart of the profession, the commitment to work together using methods that are non-bureaucratic and respect the sovereignty and value of each member association, and an ongoing effort to build consensus between its particular associations.

The NCPPC is comprised of eight charter associations, each with equal representation:

- California Association of Public Procurement Officers, Inc. (CAPPO)
- Florida Association of Public Procurement Officials, Inc. (FAPPO)
- National Association of Educational Procurement, Inc. (NAEP)
- National Association of State Procurement Officials (NASPO)
- National Contract Management Association (NCMA)
- National Institute of Governmental Purchasing (NIGP)
- National Procurement Institute, Inc. (NPI)
- Canadian Public Procurement Council (CPPC)/
Conseil Canadien des marchés publics

In February 2013, the National Procurement Institute, Inc., at its winter board meeting voted to participate

NCPPC
NATIONAL COUNCIL FOR PUBLIC PROCUREMENT AND CONTRACTING

and support financially a study for the purpose of "Identifying Position Domains in Public Sector Procurement. The study was generated from the 2012 Universal Public Procurement Certification

Council (UPPCC) job analysis survey. A press release announcing the results of the study was release by NCPPC December 11, 2013. Excerpts from that press release are as follows;

The National Council for Public Procurement and Contracting (NCPPC) is pleased to publish the results of its study, *Identifying Position Domains in Public Sector Procurement: Towards the Establishment of Standardized Job Descriptions for the Profession*. The results of this study provide an analytical framework for identifying standardized position classifications within the industry.

The NCPPC hired Drs. Eric Prier and Clifford McCue, Associate Professors at Florida Atlantic University, to explore commonalities of job functions based on the 2012 Universal Public Procurement Certification Council Certification (UPPCC) job analysis survey. To complete their survey, the UPPCC compiled responses from nearly 3,000 subject matter experts from a variety of locations, work settings and experiences, as well as career and education levels. Input was received from 48 states in the U.S., 7 provinces of Canada, and from 10 other nations.

In their analysis, the professors were able to identify and establish a standardization of job descriptions for the public procurement industry within Procurement Administration, Sourcing, Negotiation Process, Contract Administration, Supply Management, and Strategic Procurement Planning.

The complete study, as well as an overview describing the methodology used, is available for free by visiting the [NCPPC website](#).

Edward McMullen
Immediate Past President 2013 – 2014
National Procurement Institute, Inc.

Achieving Best Value

Editor's note: In December I posted a call for submissions to our NPI membership. This edition of NPIInsights contains three articles submitted in response to my request. I'm sure readers will agree that all three are great examples of the superior level of expertise and knowledge displayed by our NPI colleagues. Thank you for your submissions and I hope to hear from more of our experienced and dedicated members!

As the Purchasing Manager for the City of Concord (referenced as 'City'), my ultimate goal is to simplify the procurement process to obtain the best price and quality for the City while providing a fair, competitive bidding process. Without wasting valuable resources and time on both ends (private and public), our primary focus is to achieve the 'Best Value' for the City resulting in economic gains or cost savings for the community and businesses in general.

As every government shall institute best practices to achieve such 'Best Value', every agency may have its own interpretation and processes. In my opinion, there is no right or wrong way of defining the 'Best Value' as long as the fundamental purpose in the best interest of all is attained.

In order for the City to accomplish maximum results suited to the City's requirements, our City adopted in our Municipal Code, Ordinance, and Administrative Directive a 'Best Value Concept' as follows:

The contract shall be awarded to the lowest responsive bidder based on the City's best value concept. Criteria for determining low bids shall include, but not be limited to, the following:

1. The ability, capacity, and skill of the bidder to perform the contract or provide the supplies, services, or equipment required;
2. The ability of the bidder to provide the supplies, services, or equipment promptly or within the time specified without delay or interference;
3. The character, integrity, reputation, judgment, experience, and efficiency of the bidder;
4. The quality of the bidder's performance on previous purchases or contracts with the City;
5. The ability of the bidder to provide future maintenance, repair, parts, and services for the use of the supplies purchased.

In every procurement, the 'Project Manager' and/or department responsible for the specific project for such procurement will establish the 'Evaluation Criteria'

that will best address and measure the essential needs of the project commitments. The selected panel members will be involved in an evaluation process where they will rate or rank the identified criteria until all scores are summarized for the best overall cost effective solution to the proposal requirement.



As long as the following guidelines are followed, I truly believe that the 'Best Value' is achieved for your procurement:

- a. Define 'Best Value' for your government agency.
- b. Establish applicable 'evaluation criteria' including cost and/or technical factors with or without setting percentages, however you deem appropriate for the specific project.
- c. Compile panel members with objectivity in mind, no conflict of interest, and knowledge of the project for good judgment in finding the best solution.
- d. Maintain sufficient documentation as to how the final candidate was selected for a contract award. Even though in our City, we do not as a practice release any documents that show our evaluation of the bids as these documents are protected under the deliberative process privilege, it's good practice to be able to show how the selection was derived in a summary or some type of form (if not for audit purposes).
- e. Finally, as long as your agency can show that the selected vendor performs quality work with significant cost savings, there should be no problems. We all know that lowest cost is not always the best solution because low quality work can add tremendous cost and risks in the long run.

*Debbie D. Wellnitz, MBA
Purchasing Manager, City of Concord*

Measuring the Value of Procurement

*Opinion Piece by Larry Louie, Purchasing
City of Clovis, CA*

The integrity of a public agency's procurement process provides a value to that agency with much more than savings in taxpayer dollars. Granted, in simplistic terms, the function of the government procurement process is to acquire goods and services at the lowest responsible price in order to afford the taxpayers the best return on their dollar. If a procurement process is suitably executed, a monetary value to the public agency is attained by acquiring "best value" goods and services, which directly or indirectly benefit an agency's constituents. The residual effects of procurement efficiency allow fixed budgets to acquire more for less and in light of the state of our recent economic environment, have allowed agencies to achieve maximum benefits when most needed.

Savings in dollars is a paramount concern for any agency and rightfully so, but the value of the procurement function is measured in much more than its inherent monetary value. The actual process of creating and maintaining a procurement function in itself is filled with a host of challenges. Program structure, processes, streamlining, qualified staffing and transparency are a few of the many challenges that can hinder the efficiency of the aforementioned function. Adding to these challenges are the many procurement variances that exist amongst public agencies inclusive of; is the organization big or small; is the procurement function centralized or decentralized; is e-procurement a piece of the agency's procurement strategy; does the agency, in fact, have a division strictly dedicated to the practice of procurement or is this scope of work partially piecemealed amongst a number of various employees, are all variables that create the environment in which the function must exist.

These challenges and variables can impede any agency's quest of attaining

merit within their procurement function, therefore if merit can also be considered a value by which a procurement function is measured; it stands to reason, achieving excellence in organizational procurement also enhances that organization's moral fiber through integrity, honesty and transparency. The value placed upon the merit of an organization's ethical integrity attained through a municipality's largest money-exchanging function is immeasurable, when related to the organization's public image and credibility to its taxpayers.

Every public agency, regardless of size, structure or organizational resourcefulness has the ability to meet a certain threshold in terms of excellence within their procurement function. The National Procurement Institute's (NPI) Achievement of Excellence in Procurement (AEP) award criteria is a perfect example of the standards each organization can utilize for self-betterment.

Over the past few years, our city has systematically used the AEP scorecard as an informal agenda, selecting and implementing the different benchmarks that fit our current organizational structure while embarking on to loftier goals with the utilization of e-technology. As a result, our organization has progressively grown from how we once operated within our paper jungle. Validation of excellence in procurement is our division's primary goal, knowing once attained, we will have afforded immense value to our city's procurement function through professionalism, staff development, maintaining high ethical standards and procurement efficiency.



Board Spotlight - Zulay Millan

Zulay Millan is currently a Senior Purchasing Agent with Orange County Government. For over 12 years her career focus has been contract administration, purchasing and budget. Zulay holds a Bachelor's degree in Business Administration and her CPPB and FCCM certifications. Zulay is the 2014 Vice-President of the Central Florida Chapter of NIGP and an active member of the Florida Association of Public Procurement Officials.



Zulay Millan,
CPPB, FCCM

Zulay is currently serving NPI in roles as the Communications Team Chair and as a member of the Membership & Marketing Team. Thanks Zulay and welcome to the Board!

Shipping Spend Management

Recently UPS Freight, the nation's fourth largest less-than-truckload (LTL) carrier, announced a general rate increase averaging 5.9 percent covering non-contractual shipments in the United States, Canada and Mexico.

The rate adjustment took effect on July 16, 2012, and applies to minimum charge, LTL rates and accessorial charges. UPS Freight's portfolio of services includes UPS WorldShip and Quantum View Manage technology, allowing both small package and LTL freight customers the capability to create bills of lading, schedule freight pickups, receive rate quotes and easily track shipments. Since 2006 Baltimore County Public Schools (BCPS) has saved our taxpayers over \$1 million negotiating our own transportation contracts.

By establishing our own shipping contracts with several freight brokers instead of just accepting the proposed rate from the publisher we were able to leverage our large purchases of textbooks to optimize the broker's services and reduce costs. Our proven freight management approach has produced tens of thousands of dollars in freight savings for our school system. By obtaining rates from different providers, we found quite a wide range in the pricing offered. We found that often, a less than truckload (LTL) cargo shipper would realize savings by utilizing an online marketplace or other intermediary, instead of contracting through the publisher directly. Brokers can



shop the marketplace and obtain lower rates that are typically 50% to 80% discounts from the publisher's rates. We know that even though a publisher would tell us that its costs are 7% to 15% for shipping, in all likelihood shipping is actually between 2.5% - 3%. When you couple that with the fact that a publisher's cost to produce a textbook is around 10-15%, you can quickly see that there are big profits in the textbook industry costing school systems and their taxpayers millions of dollars.

In the spring of 2006 we purchased a new math series valued at approximately \$8.2 million with an initial shipping charge of 10% which added another \$1.2 million to our order. We were able to negotiate the publisher down to 6% which lowered the shipping costs from the \$1.2 million to \$492K, for a savings of \$708K. In 2008 we bought a new elementary math series for \$289K with a quoted shipping cost of 10% which added \$28,913 to the total cost of the purchase. We were able to negotiate with the publisher a locked in discount rate of 5% which lowered the shipping costs to \$14,456 a savings of \$14,456. From the spring of 2006 to 2009 we saw similar success for most of our purchases by negotiating five year contracts with locked in textbook prices and discounted shipping rates but we could not get below that 5% to 8% level.

Beginning in the spring of 2009 using our proven

freight transportation management approach and our knowledge of the shipping industry best practices, we began to optimize the value of our freight expenditures in our large textbook purchases to obtain significant cost savings. Realizing that our state education agency did not have the legislative power to drive us to a single adoption anytime in the near future, we began negotiating with our textbook publishers in an attempt to lower our purchasing costs for a new adoption of textbook materials which could be in the millions of dollars, depending on the size of the adoption. What we discovered was that because California, Florida and Texas have statewide adoption processes, they dictate a few key components to all of the other school systems across the nation in their contracting for the purchase of textbooks. They dictate the adoption cycle for the publishers, including when texts should be updated/revised. They set the floor for textbook pricing including supplemental material and on-line tools. Other school systems or districts are therefore forced to adopt the same adoption cycle to ensure the latest version of a particular text at the best available price. Because the big three have incorporated “Most Favored Nation” clauses into their contracts there are literally no negotiations between the publisher and the other school systems regarding discounted pricing, because if the publisher were to discount the price to smaller school systems, they would have to provide the same discount to California, Florida, and Texas, thereby costing the publisher potentially millions of dollars.



Once we realized the price of the textbook and the corresponding ancillary materials were nonnegotiable we began to look for opportunities where we could impact our overall cost and create savings. What we noticed in the cost proposals from the publishers was that shipping was a percentage estimate of the total cost of the proposal. As we analyzed

it, we saw that these costs were running 7% to 15%. At first we sought to control these costs by actually entering into contract negotiations with the publishers whereby these shipping costs which were not controlled by the single adoption process could be discounted. We found through our centralized purchasing negotiations that we could bring the necessary business focus into the process and drive prices down and service up. What we discovered through our negotiations was that we could influence the cost of shipping which should have been between 3-4% for the larger publishers and began to achieve a locked in shipping rate of 6% to 8% for up to five years. If you consider that the publisher is enjoying a much lower rate than what their actual discounted costs are, you will quickly find that you are attacking a profitable revenue stream for the publisher. For example, if they are giving you 10% for shipping their actual cost is probably 3%. This means that the 7% differential goes straight to their bottom line as a profit center. The reason we were never able to reach a lower discounted level in the shipping rate according to the publishers was the various intangibles such as the cost of fuel, so they were reluctant to go lower than the 5% to 6%. Smaller publishers are not able to even come close to this level primarily because the volume of their sales prevented them from negotiating favorable rates from the shipping companies they would have to use to carry their materials. Still by entering into negotiations with the large and small publishers we were able to leverage the size of our purchase to obtain locked-in pricing for up to five years without a price increase in the cost of the books as well as lock-in a discounted shipping rate of between 6-8%.

In June of 2009 we purchased a new science textbook valued at \$1.6 million for the FY 2010 school year. The publisher quoted us a shipping rate of 8% adding an additional \$130K to the value of the order. This time we tried a new strategy that we hoped would lead to significant cost savings for shipping. Over the same time period we had established working relationships with several freight brokers and by working directly through them and outsourcing our textbook receiving and distribution, and therefore bypassing the textbook publisher's altogether, we hopefully could reduce our shipping costs below the 6% level. We also had another advantage that we felt would help us further

streamline our shipping costs, centralize receiving. With centralized receiving and distribution we had seen our receiving and distribution services usually equate to around a 5.5% shipping rate, ideal for large purchases from a single publisher. We hoped that the use of a central warehouse would enable us to dictate an even lower shipping rate for the delivery to a single location by exercising strict control over both our receiving activities and the redistribution process to our schools. Further, cost reductions were achieved when we worked directly with the publishers to palletize by school location, and to stretch shrink-wrap our textbook packages for a mixed-freight shipping environment. We were ecstatic by the results that we were finally able to achieve through this process. For example, the science textbook we received quotes from our contracted brokers of 2% this lowered our shipping costs for that \$1.6 million order to \$32K a savings of approximately \$98K. The table below details what we've saved over the last four years using this same process.

This is truly a unique way of doing business with the textbook publishers. Since we can't impact the cost of the textbook we went after the one cost we could

influence. What we've begun to experience is that the publishers are now coming in at 2% to 4% on their shipping proposals to our curriculum departments in the hope that they can still get some of the shipping revenue. We now use that lower cost point from the publisher to negotiate even better rates with our freight brokers. This type of contracting can easily be replicated through an RFP process or through a consortium process allowing other school systems that do not have the same buying power to take advantage of what we've been able to achieve. Over the last several years this innovative way of reducing costs has demonstrated that through effective and efficient use of our resources and cost analysis, we are returning those savings to the classroom to educate the children rather than using those resources to ship their books to the classroom. Additionally, we have freed-up additional \$1.2 million over the last seven years in funding that can be utilized to purchase more textbooks and materials or to redirect those resources to the purchase of other textbook materials on a waiting list or new technology.

*Rick Gay, CPPO, RSBO, Purchasing Manager
Baltimore County Public Schools*

Date	Textbook Subject	Contract Cost	Pub Ship Quote	Ship Cost	Broker Quote	Broker Cost	Savings
Jun 2009	Science	\$1,621,646	8%	\$129,731	3%	\$32,432	\$97,298
Jul 2010	Geography	\$423,360	10%	\$42,336	2.75%	\$11,642	\$30,693
Jul 2010	Spanish I-III	\$321,359	10%	\$32,135	2.75%	\$8,837	\$23,298
Jul 2010	Art	\$166,964	5%	\$8,348	2.75%	\$4,591	\$3,756
Jul 2010	English	\$96,000	9%	\$8,640	4%	\$3,840	\$4,800
Jul 2010	English	\$47,450	5%	\$2,372	4%	\$1,898	\$474
Jul 2010	English	\$82,695	5%	\$4,134	4%	\$3,307	\$826
Sep 2010	Earth Science	\$174,731	6%	\$10,483	4%	\$6,989	\$3,494
Oct 2010	Geometry	\$598,800	6%	\$35,928	3%	\$17,964	\$17,964
Nov 2010	Math Gd 1-5	\$110,874	7%	\$7,761	4%	\$4,434	\$3,326
Apr 2012	Math Gd 1-5	\$48,013	5%	\$2,400	2.3%	\$1,104	\$1,296
Apr 2012	Elm English	\$141,990	10%	\$14,199	2.5%	\$3,549	\$10,649
Apr 2012	Math	\$122,760	10%	\$12,276	4%	\$4,910	\$7,365
Jul 2013	K-5 English	\$2,536,407	7%	\$177,548	0.84%	\$21,350	\$156,198
Jul 2013	K-5 English	\$410,110	4%	\$16,404	1.62%	\$6,642	\$9,762
Total		\$6,903,159		\$504,695		\$133,489	\$371,206

NPI Partners

A big THANK YOU to all of our partners!

PLATINUM PARTNER



The National Joint Powers Alliance® (NJPA) is a national municipal contracting agency directed to establish and provide purchasing contracts on behalf of its member agencies. The contracts are leveraged and competitively solicited on behalf of all government, education and non profit entities nationally. There is no cost for membership. www.njpacoop.org

GOLD PARTNERS



National Intergovernmental Purchasing Alliance Company (National IPA) was established through a collaborative effort of public agencies across the United States with the specific purpose of reducing procurement costs by leveraging group volume. All master agreements are publicly solicited, awarded through an RFP process, and held by a Principal Procurement Agency. www.nationalipa.org



National Purchasing Partners is one of the largest group purchasing organizations in the nation. NPP negotiates discounted rates on a multitude of products, and passes the savings to our members. Our publicly awarded contracts save members time and money on the contract bid process. Owned by a non-profit healthcare facility, our proceeds contribute to the medical center's crucial research initiatives. Membership is free and there is no obligation to purchase. Visit www.nppgovernment.com to learn more about our offerings.



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TYMCO, Inc. is the creator of Regenerative Air Sweepers. TYMCO manufactures several models of Regenerative Air Sweepers for municipal (streets) Airports, construction, parking lot, and industrial uses. All TYMCO Regenerative Air Sweepers are AQMD Rule 1186 Certified PM10 Efficient. www.tymco.com, john.jansing@tymco.com

News and Notes

Share your knowledge!

We are reaching out to professional procurement organizations for information, contacts, white papers and/or research studies. Our Purchasing Department is going to change our business process to commodity-based buying. Currently each Buyer has assigned departments and we also issue formal solicitations that result in county-wide price agreements (i.e. electrical, plumbing, janitorial and office supplies). We are looking for procurement professionals who have gone through such a transition and would be open to sharing their knowledge and experience with us.

We look forward to hearing from you.

*Natara Landrau, Purchasing Administrator
Bernalillo County Purchasing*

Responses can be sent directly to Natara at nlandrau@bernco.gov with a copy to bgarrity@orovalleyaz.gov for inclusion in future editions of NPIInsights.



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