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President's Message

Congratulations to all of the Achievement of Excellence in Procurement® award winners! The AEP Evaluation Committee reviewed a record number of applications this year, resulting in 199 awards. The list of winners, as well as the AEP statistics is posted on the NPI website. Thank you to all of the AEP Evaluation Committee members for your hard work and continued support of the program.

Christine Green, C.P.M., has served as the AEP Chair for the last 3 years. As many already know, Christine accepted the City Secretary position for the City of University Park, Texas. During the upcoming NPI Conference, Christine will perform her last duties as the AEP Chair before officially handing over the reins. Christine, on behalf of the Board of Directors and our membership, I cannot adequately express our gratitude in words for all of the time and effort you have dedicated to the program, in addition to the several years of service you have volunteered to our association. You are truly one of a kind, and you will be missed. Congratulations on your new position! We wish you the best of luck as you venture off into a new direction, but know that you will always be one of us, and you will always have a home with NPI.

Congratulations to Brian Garrity, C.P.M., CPPB, who has been appointed as Christine's successor! Brian is assuming the AEP Chair position

at a crucial time for our association, as we are implementing enhancements to the AEP program that will further automate and improve the process for both the applicants and evaluators. The Board of Directors is confident that Brian will be instrumental in moving the AEP program to the next level.



Congratulations to Phillip Ellison, MBA, CPSM, C.P.M., RTSBA, and Annet Warzwick, CPPB, for being named as the newest AEP Evaluation Committee members representing NPI! Also, a special thank you to Pam Kirkland, CPPO, CPPB, and Penny Marchell, C.P.M., for extending your terms as evaluators. All of you truly represent the best NPI has to offer!

This is an exciting time for NPI, as we will be celebrating the 20th anniversary of the AEP Program in 2015, which will be commemorated with a beautiful, special edition crystal AEP trophy! The 2015 application fee has increased to \$600 for non-members. Remember to renew your NPI membership in order to receive the NPI member discounts on the AEP application and conference registration, and to access the AEP Best Practices!

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As many of our members have been preparing for the fiscal year-end, the NPI Board of Directors has been hard at work gearing-up for the NPI 46th Annual National Conference and Products Exposition and the 19th Annual Achievement of Excellence in Procurement Awards Presentation. NPI is offering a fantastic educational program worth continuing education hours that can be applied towards ISM and other certification/recertification requirements (18.5 CEH's for ISM/17 CEH's for UPPCC). Thanks to Dawn Berry, CPPB, Conference Program Chair, for coordinating this year's program to offer as many CEH's as possible!

We also have a great group of partners that will be showcasing their products and services. Thanks to Jay Yoho and Jim Tillman, C.P.M., CPPO, our dynamic duo Exhibits/Sponsorship team, for establishing this year's partnerships with our supplier community.

I encourage all of the conference delegates to visit with each and every one of our partners during the Buyer/Supplier networking event, as well as the Products Exposition. Take advantage of the opportunity to learn about new products and services first hand!

If you haven't already registered for the conference, it's not too late to join us! The conference agenda and registration form are included in this newsletter, and are also available on the NPI website. The attire for the entire conference is casual. We want you to be comfortable so that you can focus on learning and networking. Pack your boots and jeans, and head on down! We look forward to welcoming you to Texas, and to **Spurring Success** together!

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

Conference

There is still time to register for the National Procurement Institute's 46th Annual Conference & Products Exposition and the 19th Annual Achievement of Excellence in Procurement[®] Awards Presentation

October 19 - 22, 2014

Embassy Suites Dallas-Frisco Hotel, Convention Center and Spa



Achievement of
Excellence
In Procurement[®]





**46TH ANNUAL NATIONAL CONFERENCE &
PRODUCTS EXPOSITION
AND THE
19TH ANNUAL
ACHIEVEMENT OF EXCELLENCE
IN PROCUREMENT AWARDS
PRESENTATIONS**



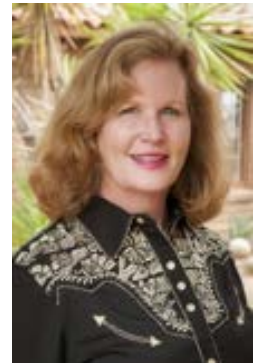
**October 19-22, 2014
Embassy Suites Dallas-Frisco Hotel,
Convention Center & Spa
Dallas-Frisco, Texas**

Keynote Speaker

Tammy Rimes – Consultant, Speaker, Author

Tammy@tammyrimes.com (760) 789-3689 ph (619) 840-5557 cell

Tammy takes her passion of horses with her husband's passion of wine, and combines them into a successful family business, Hacienda de las Rosas Winery, with a successful tasting room in Old Town San Diego which has been featured on the front page of USA Today, San Diego Union-Tribune and winner of the San Diego Chamber of Commerce Small Business of the Year in Marketing. As the author of "Drink Fine Wine...Ride Fine Horses – Leading the Life of Your Dreams," she provides a fun and informative guideline, with real stories, on how others can begin their own dream life.



Before the winery, Tammy served as Purchasing Agent for the City of San Diego, the 9th largest city in the nation. She served as the Emergency Operations Chief during the 2007 Witch Creek Fires that covered thousands of miles and destroyed over 2000 homes and the Mt. Soledad landslide which destroyed city streets and a high profile neighborhood. Under her leadership, the City consolidated its warehouse operations, and centralized all purchasing and contracting operations under a very political and combative Mayoral leadership. With a Master's degree in Public Administration, she also worked in the corporate world for Sears, Tandy Corporation, and Eastern Airlines. Tammy has the unique perspective of working in three different worlds – corporate, government and entrepreneurial!

Conference Agenda

Sunday, October 19, 2014	
6:30pm-7:00pm	First Timers Welcome Reception
7:00pm-9:00pm	Welcome Reception
Monday, October 20, 2014	
8:00am-10:00am	Opening Ceremony and Breakfast <i>Presentation: Take Your Passion and Create Your Dream Life!</i> Keynote Speaker Tammy Rimes
10:15am-11:15am	General Session <i>NPI Platinum Partner Presentation: The Game has Changed; What are your first steps... next steps...and right steps? AEP Award Criteria #10</i> David Duhn
11:30am-12:30pm	Achievement of Excellence in Procurement® Awards Lunch
12:30pm-2:00pm	Concurrent Educational Sessions <i>Achieving AEP Best Practices AEP Award Criteria #Various</i> Brian Garrity, C.P.M., CPPB or <i>Leading Change - Driving Value AEP Award Criteria #4e and #16</i> Rogelio Anasagasti, CPPO, Med.
2:15pm-3:15pm	Concurrent Educational Sessions <i>Understanding Financial Statements for Procurement Professionals</i> Michael Caraway or <i>Evolution of Cooperative Procurement</i> <i>Yesterday, Today & Tomorrow AEP Award Criteria #10 and #18</i> Wayne Casper, C.P.M., CPPO
3:30pm-5:00pm	Concurrent Educational Sessions <i>Alligator Presentations: How to Speak before a City Council or other Tough Audiences</i> Tammy Rimes or <i>Procurement Performance Measures AEP Award Criteria #4e</i> Carol Cooper, C.P.M., CPSM, CPPO
5:00pm-8:00pm	Buyer/Supplier Networking Event
Tuesday, October 21, 2014	
8:00am-9:30am	General Session <i>Winning the Negotiation Mind Game AEP Award Criteria #10</i> Alan Ovson
9:45am-10:45am	Concurrent Educational Sessions <i>Case Studies: CMAR - The Personnel You Expect vs. The Personnel You Get on Your Project and RFP = Request for Protest?</i> Yolanda Jones, C.P.M. and Penny Marchell, C.P.M. or <i>The Procurement Function as a Customer Service Department - Fact or Fiction</i> AEP Award Criteria #4a and #4b Diane Palmer-Boeck, CPPO
11:00am-2:00pm	46th Annual Products Exposition and Buffet Lunch

2:00pm-3:30pm	<p>Concurrent Educational Sessions</p> <p>The Care & Feeding of the Brain - How to Make Good Decisions Alan Ovson</p> <p>or</p> <p>From Specifications to a Street Ready Packet AEP Award Criteria #10 Carol Cooper, C.P.M., CPSM, CPPO and Narita Holmes, MBA, C.P.A., CIA</p>
3:45pm-5:15pm	<p>Concurrent Educational Sessions</p> <p>Like! Using Social Media Kim Cullen</p> <p>or</p> <p>NPI Platinum Partner Presentation: Auctions - Past, Present and Future AEP Award Criteria #8i René Bates</p>
6:00pm-9:00pm	<p>Presidential Banquet, sponsored by René Bates Auctioneers, Inc., and Carlton N. Parker Award Presentation</p>
Wednesday, October 22, 2014	
8:00am-9:30am	<p>General Session</p> <p>Procurement's Role in Creating a Servant Leadership Culture Ron Holifield</p>
9:45am-10:45am	<p>Concurrent Educational Sessions</p> <p>Procuring Cloud Computing Services AEP Award Criteria #10 Eileen Youens</p> <p>or</p> <p>To Train or Not to Train - That is the Question...or Is It? AEP Award Criteria #14c Diane Palmer-Boeck, CPPO</p>
11:00am-12:30pm	<p>Annual Business Meeting and Installation of Officers Lunch</p>
12:30pm-2:00pm	<p>Concurrent Educational Sessions</p> <p>Making Procurement Easy for Staff & Elected Officials AEP Award Criteria #3 and #4c Eileen Youens</p> <p>or</p> <p>Liability Risk and Immunity in Public Contracting AEP Award Criteria #10 Elton Brock, MBA, CTPM, CTCM, C.P.M.</p>
2:15pm-3:45pm	<p>Concurrent Educational Sessions</p> <p>Procurement with Federal Grants Under the New 'Super Circular' Eileen Youens</p> <p>or</p> <p>Where Have all the Local Vendors Gone? AEP Award Criteria #10 and #18 Janine Rossi, Moderator</p>
4:00pm-5:00pm	<p>Closing General Session</p> <p>Jeopardy NPI Board of Directors</p>

DELEGATE REGISTRATION FORM

46TH ANNUAL CONFERENCE AND PRODUCTS EXPOSITION

DALLAS-FRISCO, TX • October 19-22, 2014

Name (last, first) _____ Certification(s) _____

Name to be printed on badge _____

Title _____ Agency/Organization _____

Guest Name _____

Mailing Address _____

Phone (_____) _____ Fax (_____) _____

E-mail Address _____

Any special dietary needs or special accommodations you may require? _____

Is this your first NPI Conference? Yes No

CONFERENCE FEES: These fees cover all scheduled sessions and events, per person. The non-NPI member full conference fee includes membership benefits in NPI (if eligible) from time of registration through January 15, 2015.

	Early Registration Fee until June 30th	Fee if Received July 1 - Sept 30th	Late Registration Oct 1 - Oct 19th	
<input type="checkbox"/> NPI member conference fee*	\$525.00	\$575.00	\$625.00	\$ _____
<input type="checkbox"/> Non-member fee	\$750.00	\$800.00	\$850.00	\$ _____

*This rate also applies to non-NPI members who are members of an NPI chapter, ISM affiliate, or Recipient of Achievement of Excellence in Procurement.

SINGLE DAY CONFERENCE REGISTRATIONS

NPI Members Check Conference Day(s): Monday Tuesday Wednesday \$225/Day \$ _____

Non-Members Check Conference Day(s): Monday Tuesday Wednesday \$300/Day \$ _____

*The daily rate includes all activities and meals scheduled for that day.

RETIRED NPI MEMBER AND SPOUSE/GUEST FEES:

Retired members of NPI and delegates' spouse/guests may attend the conference and products exposition at no charge, but must purchase tickets for the following functions.

		Number of guests	
Welcome Reception	Oct. 19, 2014	\$50/person	Qty: _____ \$ _____
Opening Ceremony and Breakfast	Oct. 20, 2014	\$35/person	Qty: _____ \$ _____
AEP Awards Lunch	Oct. 20, 2014	\$55/person	Qty: _____ \$ _____
Buyer/Supplier Networking Event	Oct. 20, 2014	\$50/person	Qty: _____ \$ _____
Buyer Supplier Lunch	Oct. 21, 2014	\$50/person	Qty: _____ \$ _____
Presidential Banquet	Oct. 21, 2014	\$75/person	Qty: _____ \$ _____
Installation Luncheon	Oct. 22, 2014	\$50/person	Qty: _____ \$ _____
Full Meal Package		\$365/person	Qty: _____ \$ _____

TOTAL: _____ \$ _____

PAYMENT METHOD:

Enclosed is my check or money order, payable to NPI in the amount of \$ _____

Charge my VISA MASTERCARD AMERICAN EXPRESS

Amount Authorized: _____ Card Number: _____ Exp. Date: _____

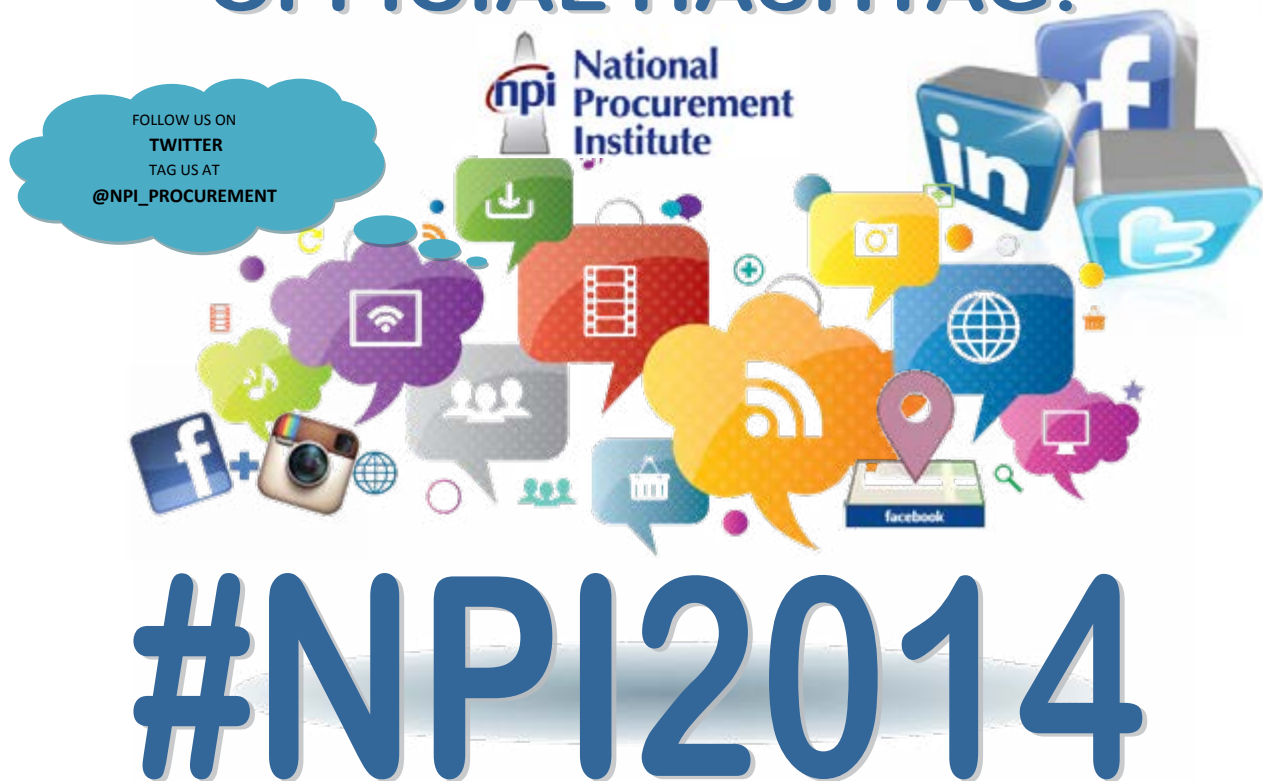
Name on Card: _____ Signature: _____

PLEASE FORWARD APPLICATION AND PAYMENT TO:

MAIL: National Procurement Institute • Delegate Registration • PO Box 370192 • Las Vegas, NV 89137

FAX: 702-967-0744 • Phone: 866-877-7641 • Email: executivedirector@npiconnection.org

NPI ANNUAL CONFERENCE OFFICIAL HASHTAG!



Work/Life Balance

“Work is a rubber ball. If you drop it, it will bounce back. The other four balls—family, health, friends, integrity—are made of glass. If you drop one of these, it will be irrevocably scuffed, nicked, perhaps even shattered.”

- [Gary Keller, *The One Thing: The Surprisingly Simple Truth Behind Extraordinary Results*](#)

When I was climbing the ladder to the senior management position I now possess with a municipality in Texas, my focus was getting to this level in my organization. Along the way in middle management positions I would be upset or should I say frustrated when employees would be absent from work due to family events (sick children, football games, school functions, etc.). This frustration would soon change in May 2012 when I was blessed with a beautiful baby girl, Cheyenne. Family took the role of the most important aspect of my life and I wanted to ensure I could be the best father and husband I could be. My daughter in her initial year had a few health complications which were a challenge for my wife and I to balance as we were both employed. I recall a statement from my supervisor at the time that continues to echo in my mind, “Employees should never tell me that their family is more important than their job.” Who wouldn’t feel guilty taking off of work after hearing something like that? I believe with all of my heart that my family is more important than my job and being there for my family is the biggest goal I can accomplish in life.

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There is a need however for one to balance family and work. Examples of my personal experience are having dedicated “Daddy-Daughter dates” with Cheyenne, this could be a trip to the ice cream store or a quick 9 at the golf course. Another example would be watching a tv show with my wife, the teacher, at home or taking care of things around the house so she can lesson plan for the next day. A major benefit my current employer offers is being able to remote in to the network from another location, this allows me to work wherever I have internet. After my daughter has been put to bed, I may log in and finish a few things from the day which allows me flexibility to be with my family. I will however stress that it is important to have down time from work and even your family to refresh yourself and to ensure you meet your own needs as well.



Within my career I have found taking employees’ families in to account, allowing for time off for events or just asking about their children by name, this adds to the overall productivity and pleasant disposition of employees. Just as the quote says above, your work will always be there, making it to the top of the career ladder is great, but do you want to be there alone?

Phillip J. Urrutia, MPA, CPM
 Director of Purchasing
 City of Odessa, Texas

Why Procurement plays a Crucial Role in an Organization’s Success!

Some agencies perceive ‘Procurement Departments’ as vital roles in organizational strategy while others don’t see the value of having one. Management often viewed procurement as merely a process to obtain products and services at the lowest cost which resulted in lower quality and unsatisfactory performance. The Great Recession exacerbated the desire to keep costs low in a volatile economic climate. Now, executives view procurement departments as one of the most valuable divisions in business. Why the sudden rise to prominence and importance of the Procurement Profession?

Pragmatic and prudent executives realize that procurement departments can achieve more than purchasing low priced commodities. Procurement provides an entity that can assist with carrying out a business’ strategic vision and goals. Now, procurement does more than help the bottom line. As organizations recognize Procurement as a department of its own with a key role on its corporate structure, effective procurement processes are implemented resulting in higher profits and greater customer satisfaction. ‘Active’ procurement is not only purchasing from suppliers simply for having the lowest possible prices, but staying attuned to the company’s goals.

As more agencies and organizations employ efficient procurement strategies, Procurement departments no longer exist in isolation from other business teams. Company directives and missions must be clear to all departments and leaders must redirect their focus on purchasing strategies to meet the organization’s strategic vision.

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Procurement managers must have the authority and autonomy to make executive, purchasing decisions. This autonomy allows managers to independently ensure procurement decisions align with company policy by spending wisely to mitigate risk and using the best suppliers at the most reasonable cost without compromising quality. Moreover, procurement departments need to have the skilled employees to carry out necessary functions with an individualized focus on negotiation, research, analysis, and compliance. This procurement team, together, can help build strong supplier relations while streamlining processes with best practices for effectiveness and efficiency.

Collaboration for procurement professionals both externally with suppliers and internally amongst departments become key factors as well to the organization's success. Strong supplier relationships built on collaboration helps maintain efficient supply chains, drive product innovation, and gain trust. Building trustworthy relationships involves taking the time to find the best suppliers to meet business goals and providing long term cost savings.

There is an example of a valuable lesson learned by a golf tournament company in South Carolina where the realization is that 'suppliers can make or break a business'. As they finally took the time to explore the reasons behind the tournament's decline in quality, they realized that the suppliers they always hired had progressively gotten worse through time. Consequently, this caused financial issues due to lack of renewed membership at the club and lack of attendance at tournaments. When asked the question to their superintendent as to why he didn't just hire new suppliers, the response was that "This is who we have used for years. It's what we have always done." This may be a common response unfortunately, but this mentality is detrimental for any organization, especially one in a customer driven industry.



So how can a multi-million dollar golf course not have a diverse, qualified supplier database? And more importantly, how could they not have a way to manage these suppliers before their performance compromised quality? Their findings involved three issues. First, the company lacked a centralized location for storing information. Second, employees could not easily access this information on the go. Finally, not having a quantitative and consistent way to rate supplier quality was a huge issue. Needless to say, they realized the importance of supplier management and how having a Procurement department could have played a vital role in preventing the downturn. Luckily, this tournament learned from their mistakes and acted quickly to correct the issue. Hence, not having an effective solution to manage suppliers will affect any business' bottom line.

It's important to learn from mistakes, even better when it's someone else's mistake!. Remember, recognizing Procurement as a crucial role in an organization, having effective internal and external collaboration, and implementing efficient supplier management system will not only help your organization's bottom line, but play a huge part in meeting your company's vision and driving its success!

This summary may contain some excerpts taken from articles in VendorMS Blog: Sep 4 2014 post, 'A Tale of Two Tournaments: How Supplier Management Can Affect Your Bottomline' by Josh Crumley and Aug/Sept 2014 post, 'Collaboration: The Most Crucial Challenge Facing Procurement Leaders and 'Procurement Isn't Seen the Same as it was a Decade Ago' by Ben Goldwasser.

Debbie Wellnitz, MBA



Contact: Melanie Bowzer
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FOR IMMEDIATE RELEASE

September 16, 2014

2014 Annual Conference Convenes in Burlington, Vermont

Attendees experience procurement focused sessions and collaborative opportunities

Burlington, Vermont was the site of NASPO's 67th Annual Conference September 7-10, 2014. Attendees gathered from 47 states plus the District of Columbia for networking and educational opportunities.

NASPO welcomed representatives from our partners in the Alliance to Transform State Governments - NASPE, NASCIO, AGA, and NASCA - who presented on a panel along with NASPO President Dean Stotler. Human capital and the future of the government workforce were actively discussed.

Other hot topics this year included linking private sector procurement best practices to the public sector, strategic sourcing, and ways to include local vendors and small businesses in cooperatives. Throughout the four-day conference, NASPO members engaged in peer-to-peer information exchange on best practices, successful initiatives, and timely issues facing state government procurement.

Each year, NASPO honors a Chief Procurement Officer who has gone above and beyond in leadership, service, and dedication to the association and the public procurement profession with the Giulio Mazzone Distinguished Service Award. Mazzone was a dedicated NASPO member and leader of the association and became the namesake of this prestigious award after losing his battle with cancer 20 years ago.

This year's Mazzone Distinguished Service Award recipient is Jeff Holden, Deputy Commissioner for the State of South Dakota. A former NASPO President and Board member, he was praised for his efforts at the state and national level. In addition, a special 20th anniversary Mazzone Award was presented to NASPO Life Member Jack Pitzer, who served in Iowa state procurement 40 years ago and remained a leader in the procurement profession until his retirement in 2006. Caroline Mazzone, Giulio Mazzone's daughter, was on hand to celebrate the 20th anniversary of the award being named for her father.

NASPO also honors the top three submissions to the George Cronin Awards for Procurement Excellence which recognize achievements and savings in state procurement programs. Receiving the Gold award was Virginia for their submission *eVA Mobile Apps*. California took home the Silver award for *Modeling the Path to Award*. And the Bronze award went to Tennessee for *Innovation in Facilities Management*. Information on the NASPO Mazzone and Cronin Awards may be found on the association's website at <http://www.naspo.org/content.cfm/id/awards>.

NASPO once again offered an optional half-day professional development training opportunity. This year's session, *Navigating Through Negotiation Styles and the Ethical and Legal Aspects of Negotiations*, was led by Omid Ghamami of Purchasing Advantage.

2014-2015 NASPO Board of Directors elections were held at the annual business meeting. Deborah Damore (VT) was sworn in as President and Paul Mash (UT) was elected President-Elect. Congratulations to the following newly elected members of the Board: Lance Fulcher (MS) and Dianne Lancaster (OR). Jim Butler (CA), Larry Maxwell (NM), and James Staton (DC) were re-elected for another term.

About NASPO

The National Association of State Procurement Officials is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization through which the member purchasing officials provide leadership in professional public purchasing, improve the quality of purchasing and procurement, exchange information and cooperate to attain greater efficiency and economy. Please visit www.naspo.org for additional information.

News and Notes

Congratulations to Jay Yoho and his team at the Ohio Public Employees Retirement System on receiving your first Achievement of Excellence in Procurement Award! Way to go!



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Past issues are posted at
www.npiconnection.org



An Association of
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