

# NPI *nsights*

The Newsletter of the National Procurement Institute, Inc.

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March is just around the corner and with it brings National Procurement Month. How will you celebrate the procurement profession, your staff, and department accomplishments? There are multiple ways, but in case you are short on time to research, here are a few.

Submit a Proclamation, invite departments to drop by for cake, play a round of purchasing jeopardy with departments, showcase your accomplishments and share your team's experiences.

Be sure to share your events on Facebook or Twitter. We would love to hear about them.

Craig Rowley and Brian Garrity have been working with our website developer to complete the AEP updates which will allow applicants to view previously submitted documentation. The online application is now open! The 2016 criteria are also posted as a PDF.

## President's Message

Jim Tillman and Christina Pryor have been working on the conference program for the upcoming conference in Colorado Springs. The call for speakers has been



**Dawn M. Berry, CPPB**  
**2015-2016 NPI President**

extended until March 4, 2016. If you know of anyone, or are interested in speaking, please contact Jim or Christina.

**Save the Dates:** The Board has been working to establish future conference locations to assist in your budget and travel planning. As of today, we have the following locations booked.

**2016:**

48<sup>th</sup> Annual Conference and Products Exposition  
Colorado Springs, CO  
October 9-12, 2016

**2017:**

49<sup>th</sup> Annual Conference and Products Exposition  
New Orleans, LA

October 17-20, 2017

We are currently soliciting responses from sites for 2018, which will mark NPI's 50<sup>th</sup> anniversary.

The NPI Board of Directors is here to help. If you have questions, suggestions, need assistance or would like to volunteer, please let me know.

**Dawn M. Berry, CPPB**  
**2015-2016 NPI President**



**The 2016 Online  
AEP Application is  
now open!**





## 21<sup>st</sup> Annual Achievement of Excellence in Procurement® Award

Start planning now for the 21<sup>st</sup> Annual AEP Award application. There are a few changes to the 2016 AEP Application that serve to clarify and overall further define the submittal requirements. You can view a summary of the changes by visiting us online at [www.npiconnection.org/aep](http://www.npiconnection.org/aep).

The application fee for 2016 is \$400 for NPI members and \$600 for non-members.

The application deadline is May 31, 2016. Find the AEP application at [www.npiconnection.org/aep/instructions.asp](http://www.npiconnection.org/aep/instructions.asp)

### AEP Model Submittals

Need some help with the AEP application? The AEP Model Submittals were selected from actual AEP applications as examples of ideal submissions for each criterion. The examples are available to NPI members by logging in to the Member Home Page and selecting "AEP Model Submittals" from the menu bar on the left. Make sure you take advantage of this valuable NPI member benefit! Not an NPI member? You can join for as little as \$90! Go to NPI Membership [www.npiconnection.org/membership/index.asp](http://www.npiconnection.org/membership/index.asp)

Questions can be sent to: Brian Garrity, C.P.M., CPPB  
AEP Committee Chair at [aep@npiconnection.org](mailto:aep@npiconnection.org).

## Achievement of Excellence in Procurement® ANNUAL AWARD PROGRAM



### What

#### 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

### Why

#### 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.

### How

#### You Have to Apply to be Considered

In order to receive consideration for the award, organizations are required to submit a detailed application with supporting documentation. Applications are accepted starting at the first of each year and are due in late Spring.

Review the criteria in the application and use the self scoring worksheet to determine if your procurement organization meets these requirements. Your organization needs to score a minimum of 100 points to earn the award.

Questions or suggestions may be directed to the AEP Committee Chair by emailing [aep@npiconnection.org](mailto:aep@npiconnection.org).

You may also contact any of the AEP Evaluation Committee members for additional assistance. A list is available online at [www.npiconnection.org/aep](http://www.npiconnection.org/aep).

**Due Date for the 2016 applications is May 30, 2016!**

"Being a part of the AEP program for the last 20 years has provided Denton County immeasurable value and insight into benchmark procurement processes, technology and innovations that have resulted in benefits for our taxpayers, suppliers and end users. The program has been a tool for continuous efficiency and effectiveness improvements. Not only has it been a symbol of pride for the Purchasing Department, it represents a standard of excellence for the County as it is cited in our outstanding bond rating reports and financial records."

Beth D. Fleming, CPPO, CPSM, C.P.M.  
NPI President, 2004-2005; AEP Committee Chair, 2008-2010; NIGP Member Council 2015

## Call for Speakers

**Submittals due  
by  
March 4, 2016!**

### **48<sup>th</sup> Annual NPI Conference and Products Exposition Call for Speakers**

**Leaders, Visionaries, Pioneers, Mavericks, Professionals, Practitioners: We are our own greatest resource!**

Are you a stronger leader today than yesterday?

Have you made a vision a reality?

Did you explore new frontiers?

Were you called crazy for the direction you went?

Do you have a case study in “Wow! I didn’t see that coming!”?

It isn’t too late to share your knowledge and experience with your procurement peers as a speaker at the 48<sup>th</sup> Annual NPI Conference in Colorado Springs, CO.

To submit your session topic, contact Christina Pryor or Jim Tillman for the submission form. Complete the simple form and return it to Jim or Christina and your session will be considered for the 2016 program!

Jim Tillman

[jtillman@broward.org](mailto:jtillman@broward.org)

or

Christina Pryor

[Christina.pryor@chandleraz.gov](mailto:Christina.pryor@chandleraz.gov)



## **48th Annual National Conference & Products Exposition and the 21st Annual Presentation of the Achievement of Excellence in Procurement Awards**

**October 9-12, 2016**

### **What's your education worth?**

**The NPI Conference is a great opportunity to earn continuing education hours at a great price, network with other public procurement professionals from across the nation, and receive information on new and innovative products from our exhibitor partners. Of all the conference choices available to you and your staff, the NPI Conference is the BEST VALUE! Don't miss this opportunity! Online registration will be opening soon!**

**<https://www.npiconnection.org/eventbuilder/registration/index.asp>**



# Putting **CHOICE** in procurement!

TECHNOLOGY

EQUIPMENT

FLEET

CONSTRUCTION

SUPPLIES

FURNITURE

MAINTENANCE

FACILITY

## We believe choice is good!

NJPA is a government agency that offers national contract purchasing solutions that save you time and money in the procurement process. The choice is yours and membership is at no cost, liability or obligation. Join today at [NJPAcoop.org](http://NJPAcoop.org).

Stop by **BOOTH 16** to learn more about NJPA.

**NJPA is proud to support NPI as this year's PREMIER Sponsor!**

[NJPAcoop.org](http://NJPAcoop.org)



Proud Associate Sponsor/Endorser of the AEP Award Program.

**NJPA**  
National Joint Powers Alliance®

Here is a sampling of our competitively bid national cooperative contract solutions:





# Meeting with Vendors – Have a Strategy!

**By Tammy Rimes, Principal, Tammy Rimes Consulting**

Part of our job as a public Procurement Professional is to meet with vendors. And not just during a formal procurement process, like an RFP interview. I understand that time is precious, however, these meetings actually helps us do our job better. For example, when a long term contract is expiring and might need to be re-bid...are you really up to speed on all the issues and latest technologies related to that specific commodity or service? While we know a little bit about a lot of things, the vendor community knows everything about their one thing...and sometimes we need that.

Treat it as an educational session, and not necessarily a sales meeting. While meeting with available vendors prior to any formal bid process, begin to educate yourself – on the latest technologies or specifications - to develop a better RFP or bid. Or they may share case studies of other nearby cities or counties who may already be using their products or contracts. You may then contact that procurement director for more information on their own contract or cooperative agreement. This last step alone will save you time and effort as you may be able to piggyback on an existing contract.

Since any type of meeting takes valuable time out of your day, I suggest developing a 4-step strategy:

## **Keep it Short.**

Most companies will want as much time as they can get. Instead, structure a shorter meeting time. For instance, while formerly at the City of San Diego, I would block out 2 hours for vendor meetings almost every Friday morning. Each company received a 30 min block. With that schedule, I met with four vendors in one day and each had limited time to present their message and answer any questions.

## **Keep it Focused.**

There is certain information that you need on how this company might meet the needs of your organization. Spending lots of time in chitchat or perusing from topic to topic will waste your meeting time. Instead, have some specific questions ready, and you might even email them in advance of the meeting. For instance, “what is the value proposition that your company brings over your competitors,” “what types of problems are you solving for other organizations?” or “what is new in your industry that I should know about as a purchasing professional?”

## **Be Honest about the Opportunities.**

If you have an upcoming opportunity for this service or product, then provide those details. And if you don't at this time, then say that as well. Most professional salespeople appreciate knowing the details of any possible opportunity, or lack thereof.

## **Share Your Expectations.**

Follow up is important for any successful sales cycle, so be assured that the person whom you are meeting with will most likely continue ongoing communications. Share how you would like future communications to be conducted. For instance, you can clarify the specific additional information to be sent. Or that you would not like to be included in generic email mailings.

Vendors are our partners in the public procurement process. We need them as much, as they need us, to help our organizational operations to run smoothly.

## New Certifications

*Congratulations to the following NPI members  
for earning the CPSM certification!*

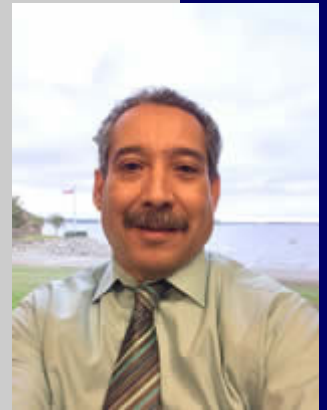


**MR. BRIAN GARRITY, CPSM, C.P.M., CPPB**

Director of Procurement  
Golden Gate Bridge Highway and Transportation District

**MR. GILBERT C. GARZA, CPSM, CPPO**

Buyer 3  
San Jacinto River Authority



*Congratulations to the following NPI members for  
earning a UPPCC Certification!*

**Mr. Gilbert C Garza, CPPO**

Buyer 3  
San Jacinto River Authority

**Mr. Douglas B. Pindell, CPPO**

Director of Purchasing  
Howard County Public Schools

**Mr. Joseph Procop, CPPO**

Procurement Manager  
Central Arkansas Transit Authority

**Mr. Johnnie E Terry, Jr., CPPO, CPPB**

Deputy Director  
San Joaquin County



## New NPI Members

Karen Bitzer	Austin Fire Department
Christopher Bross	South Florida Regional Transportation Authority
Jeannie Caldwell	Gwinnett County Board of Commissioners
Patricia Cogle	County of Loudoun
Todd Deacon	Placer County Water Agency
Rita Dennis	City of Concord
Shelly Flahr	The City of Red Deer
Pamela Gadus	Austin Fire Department
Todd Gastorf	City of Richardson
Donna Ginter	The George Washington University
Cory Harms	Iowa State University
Charity Hooper	Virginia Dept. of ABC
Jaye Latch	City of Longview
Ginger Line	National Joint Powers Alliance
Robin Lynes	Johnson County
Michelle Lynn	Irvine California
Natalie McLean	Province of Nova Scotia
Jennifer Nicholson	Henderson County
Linda Polk	State of Alaska
Mary Quinones	Bexar County
Amos Roundtree	Miami-Dade County
James Scarboro	City of Austin, Texas
Karen Schlottach	City of Melbourne Airport Authority
Jeremy Schwartz	National Joint Powers Alliance
Melisse Shepherd	Texas State University
Amy Tolle	City of Scottsdale
Kim Truong	Union Sanitary District
Melanie Webster	Baltimore County Public Schools
Clifton Williams	City of Port Arthur
Carrie Woodell	Orange County BOCC
Kim Zimmerman	East Texas Council of Governments

*Welcome to NPI!*

## **In Our Opinion: 'Pretending' Just Got Harder for Public Procurement: Why The UK's Modern Slavery Act Changes Everything**

**By Sharon Sheppard and Michael Asner**

### **A Significant New Issue for Public Procurement:**

The UK's new Modern Slavery Act requires companies to disclose slavery in their supply chains. What's that got to do with public procurement? Everything. The UK Act also changed their Government Contracting law. Some public purchasers in the UK are beginning to look at their own supply chains. In our view it's only a matter of time before public procurement worldwide will have to deal.

This article attempts to explain the highlights, discusses what's happening in the US and Canada and offers a series of recommendations for public procurement associations.

To read this article, visit [www.hightail.com/download/ZWJVN3RlcTlzeUxOUjhUQw](http://www.hightail.com/download/ZWJVN3RlcTlzeUxOUjhUQw)

## **NPI'S NEWEST CHAPTER**

**PUBLIC PURCHASING ASSOCIATION OF EAST TEXAS**

**BECOME A MEMBER CONTACT KELLI DAVIS**

**[kelli.davis@co.gregg.tx.us](mailto:kelli.davis@co.gregg.tx.us)**

## **MEMBERSHIP BENEFITS**

- Networking
- Sharing of Best Practices
- Connection to national organization events and conferences
- Exposure to new procurement trends and developments
- Lunch & Learn sessions
- AEP mentoring
- Scholarship
- Certification credits

## **CALL FOR NOMINATIONS**

**Become a Committee Leader**

If you are interested in serving as a Committee Chair or just volunteering on a committee please contact:

**[Kim Gould \(kgould@smith-county.com\)](mailto:kgould@smith-county.com)**



## Chapter News

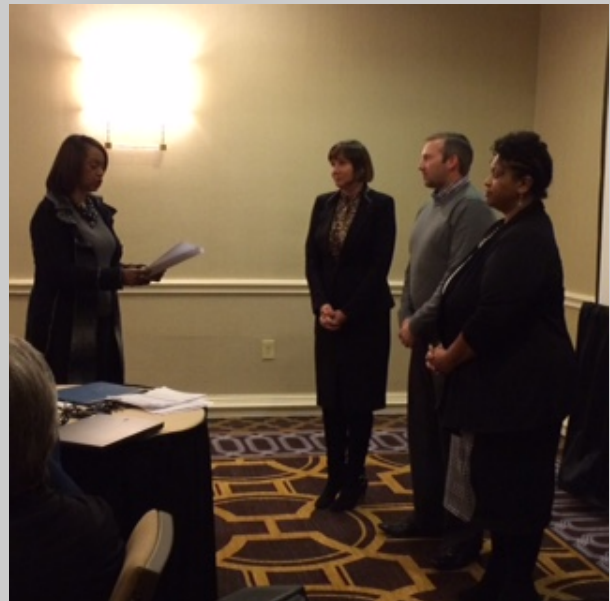
**PPANCT installed the newly elected officers at the January 2016 business meeting.**



**Outgoing President Vanessa Freeman administers the oath of office to newly elected PPANCT President, Nancy Corwin, CPPB.**

**Outgoing President Vanessa Freeman installs newly elected PPANCT Officers:**

**Vice President: Annet Warzwick, CPPB  
Secretary: Corey Isaacs, MS, CPPB  
Treasurer: Le Sealey, CPPB**



***Congratulations and Best Wishes for a Successful Term***



Vanessa Freeman, CPPB, was recognized for her service as the 2014-2015 PPANCT President. Thank you for your leadership and dedication.

*Congratulations on a successful term!*

Vanessa Freeman, CPPB, names Eva Ramirez with the City of North Richland Hills, and Tayo Sokale, CPPO, CPCM, with the City of DeSoto as PPANCT co-members of the year!

*Congratulations on this most-prestigious award!*



*Congratulations !*

## Announcements

### **Diane Palmer-Boeck, CPPO**

#### **Appointed Director of Procurement and Project Management**



Jim Parrish, Deputy City Manager for the City of Plano, announced the creation of the Procurement and Project Management Department and the appointment of Diane Palmer-Boeck as Director. The new department combines Purchasing, Inventory Control Asset / Disposal and the Project Management Office. The enhanced Project Management Office is charged with formalizing organizational technology project methodology, portfolio management, and project processes. Project management staff will be augmented with a contracted Portfolio Manager and Project Manager. The reorganization will provide the framework to

begin implementation and completion of technology projects currently in the pipeline.

Diane brings a strong record of program leadership and 26 years of governmental experience, 18 with the City of Plano. Please join me in congratulating Diane on this appointment.

*Congratulations Diane!*

### **Russell Pankey, CPPO, CPPB**

#### **2015 Manager of the Year for a Small Entity**



Russell Pankey, CPPO, CPPB and Purchasing Manager for the City of Independence, MO, received the 2015 Manager of the Year for a Small Entity Award from MAPP-Missouri Association of Public Purchasing Chapter of NIGP. MAPP has a membership of approximately 240 statewide.

*Congratulations Russell!*



### Collin College Purchasing Department Plays Integral Role in the Opening of New Health Sciences Center

Three decades of Collin College leadership were present at the ceremonial ribbon cutting for the Cary A. Israel Health Sciences Center, a new building on Collin College's Central Park Campus in McKinney. The new facility provides state-of-the-art learning spaces for the college's quickly growing health sciences programs.

"This health sciences center is just one more step in cementing Collin County's reputation as a leader in health care education in North Texas, a process that began three decades ago on the same plot of land where this center now stands," Collin College Board Chair Dr. J. Robert Collins said, noting that the health sciences center's ribbon cutting was held on the 30th anniversary of the Central Park Campus opening. Dr. Collins is also a founding trustee.

With major shortages of health care workers, the new facility opens at an important time. Texas is projected to have a shortage of 71,000 nurses within five years, and the U.S. nursing shortage is projected to grow to 260,000 registered nurses by 2025.

"The future of Texas health care starts in buildings just like this one, built around award-winning programs and our established Center of Excellence in Nursing Education. Collin College can deliver quality at a price point that benefits the state, taxpayers and students helping to fill Texas' critical needs," Collin College District President Dr. Neil Matkin said, referencing recent efforts to expand degrees such as the Bachelor of Science of Nursing (B.S.N.) to Collin College.

The three-story, 125,000-square-foot facility features classrooms and unique labs for students in all of college's health science areas of study. Highlights include a simulation lab with hi-fidelity human patient simulators, an emergency room lab, mock ambulance, emergency medical services labs, sleep study labs, nursing skills labs, a respiratory care lab, an operating room lab with post-op area, surgical technology labs with a scrub room and a central sterile supply lab with decontamination and sterile prep areas. The building also includes the Abernathy Family Lecture Hall, which has seating capacity of 144.

According to Dr. John Anthony, the college's founding president, "Over the years, the college has made a point to hire only the best and most able faculty, support personnel and students, and faculty have been provided with the highest quality teaching and learning environments. The new building is yet another excellent example of the college's commitment to providing quality facilities for its students, its faculty and its community."



The college district serves nearly 52,000 credit and continuing education students annually and offers more than 100 degrees and certificates in a wide range of disciplines. The only public college in the county, Collin College is a partner to business, government and industry, providing customized training and workforce development. In addition, the college operates the Collin Higher Education Center, which serves 3,300 additional students each year in partnership with The University of Texas at Dallas, Texas Woman's University, Texas A&M Commerce, Texas Tech and the University of North Texas.

*Job Well Done!*

## Save the Dates

### Contact Information:

National Procurement  
Institute, Inc.  
P.O. Box 2774  
Rockport, TX 78381

Craig Rowley, C.P.M.  
NPI Executive Director  
Phone: (702) 989-8095  
Phone: (866) 877-7641  
Fax: (702) 967-0744  
Email: [executivedirector@npiconnection.org](mailto:executivedirector@npiconnection.org)

Dawn Berry, CPPB  
2015-2016 NPI President  
[dberry@littleelm.org](mailto:dberry@littleelm.org)

January Cook, CPPO, CPPB  
Newsletter Chair  
[january\\_cook@prospertx.gov](mailto:january_cook@prospertx.gov)

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[www.npiconnection.org](http://www.npiconnection.org)



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Antlers Hotel, Colorado Springs, Colorado



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October 17-20, 2017

Crown Plaza French Quarter, New Orleans, Louisiana

