

NIGP- Utah Chapter

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NIGP- Utah Chapter Officers:

President: Jason Steinmann

Vice-President: Colette Brown

Secretary: Gayle Christensen

Treasurer: Skip Foster

Past President: Polly Alles

Board of Directors:

Kurt Prusse, CPPB

Eileen Boshard

Nancy Webb, CPPO



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March 2018

Chapter President's Message

Dear NIGP Utah Chapter Members,

2018 has gotten off to a wonderful start for our chapter. We were thoroughly entertained by Quick Wits Improv as they taught us how to "Lead with Yes." Fully understanding our customers' needs and beginning with the end in mind enable us to more effectively say "Yes" when working to find collaborative solutions. We have also welcomed many new members to the chapter and hope that NIGP can add to their professional procurement experience.

March is Procurement Month and the underlying theme for all activities during the month is the promotion and recognition of the field of Public Procurement. When I entered the procurement field a little over six years ago, my father who has been in procurement for over 30 years gave me the following advice. He said, "Jason, purchasing is a thankless industry so do your best to find the good in all of those you work with and recognize their efforts." In a spirit of recognition, I want to take this opportunity to recognize and thank all of you for striving every day to make our industry stronger and better. Integral to our profession are the individuals who put in so much effort to better the lives of the public and I have seen firsthand many of you working tirelessly to spend taxpayer money wisely in order to benefit the greater good. I am so thankful for the opportunity to associate with and learn from all of you.

We have the wonderful opportunity this month to be instructed by Chris Hughes, State of Utah Chief Procurement Office, and Vickey Cortinas, our NIGP Ambassador. Both of these individuals are great resources so I encourage you to take time during our chapter meeting to associate with them and build your network with them and with each other.

There exists many opportunities in our chapter to volunteer and participate in committees. Volunteering is a great way to promote our industry as you become actively engaged in helping others grow professionally. Please contact a member of the Board if you are interested in volunteering.

Again, I thank you all for your efforts in making the NIGP Utah Chapter and the procurement profession the best that it can be.



Jason Steinmann- President

Warmest Regards,
Jason Steinmann, President- NIGP Utah Chapter

Utah Chapter News

NIGP NATIONAL has made several online courses available. For more information on these courses, visit www.nigp.org , or email customer-care@nigp.org

- Basics of Business Math* *Business Communication– Written Communication*
- Fundamentals of Business Management Leading High-Performance Teams*
- Negotiating Skills– Influence and Persuasion* *Project Management*
- Time Management Fundamentals*

VOLUNTEER to serve on a chapter committee! If you are interested, please contact the committee chairperson listed below:

Committee Chairpersons

Honors & Awards: Colette Brown (UofU) cbrown@purchasing.utah.edu

Financial: Kurt Prusse (Jordan SD) kurt.prusse@jordandistrict.org

Historian: *Position Open!*

Membership: Erica Langenfass (Sandy City) elangenfass@sandy.ut.gov

Marketing/Public Relations: *Position Open!*

Education: Nancy Webb (Canyons SD) nancy.webb@canyonsdistrict.org

Nominating: Gayle Christensen (Canyons SD)
gayle.christensen@canyonsdistrict.org

Community Involvement: *Position open!*

Upcoming Meeting Dates

MEETING LOCATION: All chapter meetings will be held at the Canyons School District Professional Development Center , 9361 South 300 East, Sandy. Meetings will be held 9:00 am – 12:00 pm.

Tuesday, Mar 13, 2018:

Chris Hughes– Director– Division of Purchasing and General Services, State of Utah
Code Updates & Vision for State Purchasing

Victoria Cortinas– NIGP Chapter Ambassador
Professionalizing Public Procurement

Tuesday, May 8, 2018:

TBD



“If human beings are perceived as potentials rather than problems, as possessing strengths instead of weaknesses, as unlimited rather than dull and unresponsive, then they thrive and grow to their capabilities.”

-Robert Conklin

Classroom Corner

It All Adds Up (From Government Procurement, Dec/Jan 2018, p. 24)

Over the years I have seen cost savings calculated in a number of different ways. Since it is often a measurement of how well procurement is doing, the amount of dollars saved is looked at closely by leading agencies around the country.

A couple of great examples are the City of Naperville, IL and Rockland County, NY. Both have publicly shared their cost savings, with the latter actually posting a profit-loss (P/L) for its procurement department. While these efforts are admirable, there is really no single method that public procurement uses to calculate cost savings.

Is it the lowest bid compared to the highest? The budgeted amount vs. the actual contract award? Or possibly how this year's purchase price stacks up against last year's? After spending the last two years in the Univ. of California's procurement world, I would like to share the UC methodology.

For the past 5 years, all ten UC campuses and the Office of the President have diligently tracked cost savings. This was part of an initiative called Procurement-200 that looked to achieve \$200 million in documented cost savings annually. By the way, UC exceeded the goal a year early. Here are the categories that UC uses: Cost Reduction-Achieved when a procurement action results in a reduced cost for a good or service as compared to a baseline cost. Example: Buyer negotiates a deeper discount with a supplier for computer hardware, as compared to their original quotation. Cost Avoidance-Achieved when a procurement action results in avoidance of additional costs to the campus, such as a price increase that is lower than what is allowed by contract. Example: Elevator maintenance contract allows for a 3% increase annually; buyer initiates a negotiation with a contractor and the parties agree to a 1.5% increase. Incentives-Achieved when a procurement action results in some type of financial

incentive, often on an annual basis. Example: an RFP for a bank card program establishes a new agreement that provides an annual rebate based upon procurement volume. Revenue-Achieved when a procurement action results in creation of a new revenue stream for the institution. Example: Buyer leads an RFP process that results in contract for student laundry services and school receives a percentage of the monthly revenue.

All campuses utilize a system called Benefit Bank to track their benefit achievements as they work toward a common goal. The system was developed specifically for this purpose. Erin Riley, UC's director of systems and analytics, stresses "to ensure accuracy and wide-spread acceptance, it was critical that we create a robust, comprehensive and consistent benefit validation process across the system."

Building on the success of P200, UC is taking its benefits program to the next level in a new initiative called Supply Chain 500. As the name implies, the program will seek to achieve \$500 million in annual savings within five years.

The UC procurement system and its cost savings methodology were recognized at the World Procurement Awards in 2016 and 2017. Additional recognition has come in the form of imitation (the greatest form of flattery), as several other higher ed. Institutions have adopted the "UC way". It is also the recommended cost savings methodology by the Educational and Institutional (E&I) Cooperative. More recently, the Dutch government expressed interest in the methodology after seeing my presentation at the Int'l Research Study on Public Procurement. - Darin Matthews

"Since it is often a measurement of how well procurement is doing, the amount of dollars saved is looked at closely by leading agencies around the country."

- Darin Matthews

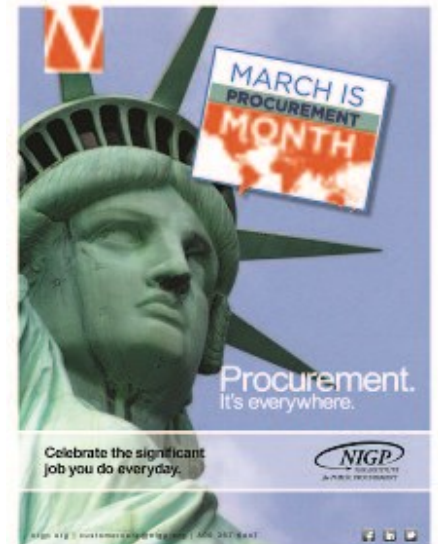


Procurement Week: March 11-17

Please join us at our chapter meeting Tuesday, March 13th to celebrate Procurement Month!

Governor Herbert will be proclaiming March 11-17 as Procurement Week in Utah.

Please come hungry! We will have lunch catered by Canyons School District Child Nutrition Services. Bring your co-workers and administrators to celebrate with us!



Special Notes/Announcements

Please Note:

Our next chapter meeting will be Tuesday, March 13, 2018. See you there!



Special Notes / Announcements (cont).

March is Purchasing Month!

Typically chapter meetings are held the 2nd Tuesday of our meeting months. Due to a scheduling conflict, our January 2018 chapter meeting will be held on Tuesday, January 30th. Please mark your calendars with this important change.

Remaining chapter meeting dates for 2018 are March 13, May 8, September 11, and November 13th. We hope you can make each meeting this year!

Chapter Website Maintenance Manager Needed

The chapter is hoping to find a member that would be able and willing to do our chapter website maintenance. If you are interested, please contact Jason Steinmann at jjsteinmann@graniteschools.org. We need your talent and skills!

Volunteers Needed!

Our chapter needs your help! Please consider volunteering as a committee chair or member. We are currently looking for chairs for the following committees: Historian; Marketing/Public Relations; and Community Involvement.

We would also love additional committee members for all our committees. Please contact a member of the chapter board if you are interested.

Upcoming NIGP Webinars

(Complimentary for Members/\$190 for Non-Members. Register at www.nigp.org)

Wednesday, Mar 07, 2018:

Creating Value Through Market Research

Wednesday, Mar 28, 2018:

Third-Party Guiding Principles Compliance for Sustainable Federal Buildings

(On-Demand Webinar Recordings are also available for free download to Institute members in the NIGP Online Store)

For newsletter submissions or comments, please contact Tonya Hodges, Newsletter Editor:

Phone: 801-578-8261 ; Email: tonya.hodges@slcschools.org

Speaker Biographies (Selected)



Chris Hughes- Director – Division of Purchasing and General Services, State of Utah

In January 2018, Christopher Hughes was appointed Director of the Division of Purchasing and General Services for the State of Utah. As the purchasing director, he serves as Utah's chief procurement officer. He is responsible for procurement, print services, state mail, and state surplus operations for the state. He started with the Division of Purchasing in 2014 as a contract analyst and served as the assistant director from 2015-2018.



Victoria Cortinas, CPPO, CPPB, C.P.M- Contract Administrator, City of Tucson, AZ.

Victoria Cortinas is the Procurement Administrator in the Procurement Operations Division at the City of Tucson's Department of Procurement. She has over 21 years of public procurement experience including design, construction, goods and services. Victoria is responsible for various procurement programs including Contract Administration, the Small Business Enterprise (SBE) / Disadvantaged Business Enterprise (DBE) programs, P-Card, Davis Bacon Contract & Related Acts contract compliance and Accounts Payable.

Victoria has been a member of the Copper Chapter of NIGP and NIGP, the Institute since 1997 and is very passionate about the public procurement profession. She was awarded the Manager of the Year award in 2014 and Buyer of the Year award in 2008 by the Copper Chapter of NIGP. She has been serving as an NIGP Area 9 Chapter Ambassador since the program inception in 2015.

If you cannot attend our chapter meetings in person, stream us live on YouTube Live! Here is the link for the meeting:



www.youtube.com/channel/UCbzRnjdT2gTfEpixKt9IEWg/live

If you are viewing the feed, check in on the chat portion of the feed so we can know who is joining us remotely. Thank you!