

NIGP- Utah Chapter

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NIGP- Utah Chapter Of- ficers:

President: Adrian Ruger,
C.P.M., CPPB

Vice-President: Trever
Ward

Secretary: Jennifer Porter

Treasurer: Tyler Barnes

Past President: Jared
Gardner, C.P.M., CPPO

Board of Directors:

Greg Maynard, C.P.M.,
CPPO

Tracie Montano, CPPB

Polly Alles



Procurement News

Procurement News

January 2013

Chapter President's Message

Dear Colleagues:

I realized recently that in June, 2013, I will reach the milestone of 30 years in public procurement. I know I've mentioned this before, but I think it's worth repeating. I've always felt that procurement is an "Art" rather than a "Science." It has been argued that "the creation of choices" is perhaps the art of procurement, whereas the "evaluation the choices created" is a science. Obviously most procurements we deal with on a day-to-day basis are routine and involve nothing more than the evaluation of choices. For most of those routine purchases, the award is a simple price based decision. The more that price is insignificant, the more complex the evaluation; but in any case, I think the evaluation itself is still a science.



Adrian Ruger- President

The "Art of procurement" comes in to play with the creation of those choices, and the creation of choices and types of choices happen at the time the procurement is developed. Many of us have or will eventually be faced with that special procurement that is outside the norm and requires research and more importantly, the ability to think – within the regulations but outside the box. I believe it's during that process that choices are created, either by the entity needing the commodity, or by the purchasing agent, or both. That is where the art of procurement lies. Therefore your ability to think is important to the success of the procurement. Incomplete thinking can lead to mistakes, unnecessary revisions, and even a lack of confidence in the procurement itself.

It is not my intent in this article to go into depth on things we need to do to improve critical thinking. I think we are all professionals and know what it takes to help ourselves in this area. But for what it's worth, here are a few areas where I strive to improve in order to further develop my own critical thinking skills. They are: understanding the commodity, anticipating problems, critically and objectively reviewing statements of work, communicating/listening patiently, staying cool under pressure, dealing effectively with conflict, and most of all.....staying focused.

I hope you will find this information helpful in some way, and I hope this new year finds you all well and happy and ready to begin anew with the next year of your public procurement career.

Sincerely,
Adrian Ruger

President, NIGP Utah Chapter



"Real success is finding your lifework in the work that you love."

-David McCullough

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: Trever Ward (UDOT) tward@utah.gov
- Financial: Garret Johnston (State Procurement) gkjohnston@utah.gov
- Historian: Nikki Sanchez (State Procurement) nsanchez@utah.gov
- Membership: Debbie Smith (Granite SD) dsmith@graniteschools.org
- Marketing/Public Relations: Glendon Mitchell (UofU) gmitchell@purchasing.utah.edu
- Education: Mike Smith (UofU) msmith@purchasing.utah.edu
- Nominating: Jared Gardner (Granite SD) jbgardner@graniteschools.org

Upcoming Meeting Dates

(All meetings are held at 9:00 AM at the SL County Building, room S1007 [2100 S. State] unless otherwise posted. PUBLIC PARKING is available in the parking structure if outside lots are full.)

Tuesday, Jan 15, 2013: *Avoiding Ugly Surprises-*
Ron Vandermyde, CPM, FlnstIB
CEO- Premiere Management Associates, Inc.

Tuesday, March 19, 2013: *Topic and Speakers TBD*

(Please watch for new location information in our next newsletter!)

Classroom Corner

'Expanding Diversity in Public Sector Procurement'

By Kelly J. Okken- (from Government Procurement magazine, Dec/Jan 2013, p. 10)

What do you think of when someone mentions diversity? Most people would say race, gender, religion and age. Procurement professionals, especially, are increasingly urged and sometimes mandated to evaluate and increase diversity.

Recently I had the pleasure of listening to a speech by Dr. Steve L. Robbins entitled "Homie Sapiens." I have also read his book entitled *What If? Short Stories to Spark Diversity Dialogue*. In the speech and book, Dr. Robbins provides a very different look at diversity. He shows how diversity is not just about race, religion, age or gender, but also about different perspectives and experiences. Dr. Robbins explains how our upbringing influences the way we think and react to our surroundings and to others. The premise goes beyond the proverbial "it's your parents' fault" and includes influences that could have taken place during primary school, while hearing adults talking or through other experiences throughout our childhood years.

Let's look at a scenario: You are interviewing auditing firms. You are part of the interview panel. You look out your office door and see two auditing firm representatives waiting in the lobby area. At first glance, this is what you see:

Representative #1: A muscular man with arms covered in tattoos, long hair, dressed in a leather jacket, leather boots and carrying a helmet.

Representative #2: A petite woman dressed in a tailored business suit, well groomed, carrying a briefcase.

What would be your immediate reaction to what you just saw?

Where does that reaction come from? Everyone's reaction may be a little different, but I'm guessing that many of us think that Representative #2 would be the better candidate. But what you don't know about the situation is that Representative #1 has the degree, meets all the qualifications, and comes with numerous glowing references from several procurement professionals that you know and respect. Representative #2 has the degree and the qualifications, but she has not disclosed that she has been fired from her last two auditing positions and is currently being accused of embezzlement.

Something in life, maybe our early experiences, has engrained in us a process to evaluate and draw conclusions of others. Really, when you think about it, these thoughts are related to diversity. Upon meeting someone, we are already thinking about how that particular person is different from our expectations or from our own standards of normal. It is very hard, and sometimes almost impossible, to keep these ingrained thoughts from occurring. Therefore, diversity can affect our choices and decisions even at times when we are unaware it is happening.

As procurement professionals, we sometimes evaluate diversity in our procurement processes, but are the evaluations always correct? I think our immediate evaluation of what we read in proposals is not always the correct one. When we have the opportunity to talk with, interview or negotiate with a potential contractor, our evaluation often changes. What we thought to be reality within the proposal is not always the true reality. The final evaluation can sometimes be better and sometimes it can be worse, but it will always be more educated.

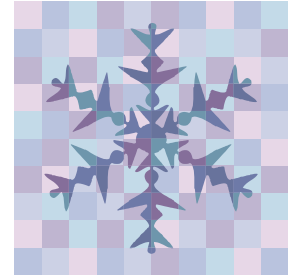
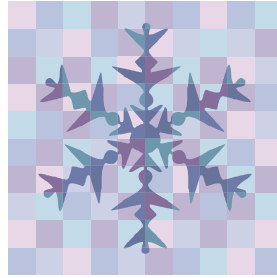
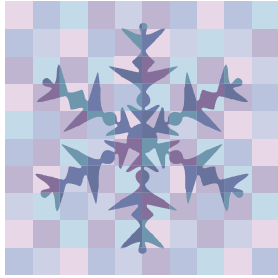
As you can see in the scenario above, we don't always have all the information. We tend to jump to conclusions in our first evaluation without having all the information. Perhaps now you can see, as Dr. Robbins showed me, how different perspectives and experiences are also pieces of the diversity puzzle. The diversity puzzle contains not only gender, age, religion, and race, but is also made up of other pieces such as the way one dresses, the language one uses, or their piercings and tattoos, or lack thereof... and the list goes on. There are so many things that make up who we are and what we convey to others about who we are. Clearly, we try to put others in our normal box when evaluating proposals, but maybe we should be expanding our box or even (continued)

"As procurement professionals, we sometimes evaluate diversity in our procurement processes, but are the evaluations always correct?"
- Kelly J. Okken

Breaking down the walls of our box. By doing so, our environment becomes more adaptive to others so that we can become more open to change, and embrace diversity.

I am continually working hard to break down the walls of what I consider normal and to do my part to embrace diversity and all of the wonderful new ideas, processes, and contractors that diversity can bring.

Kelly J. Okken, CPPB, VCO, VCCO, is Facilities and Capital Procurement Manager at James Madison University, Harrisonburg, Va. This article is based on the winning submission in NIGP's 2012 Diversity Essay Contest.



New Meeting Location Coming Soon!

January 15th will be our last chapter meeting in the Salt Lake County building. Thank you for your support of our NIGP- Utah Chapter. A huge thanks to those that have worked to arrange our meetings at the Salt Lake County Building the past several years.

In order to accommodate the growth in our chapter, we are moving to more spacious accommodations starting in March 2013 for our chapter meetings.

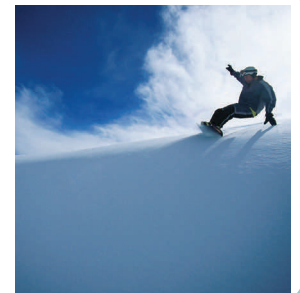
Future meetings will be held at the State Multi-Agency Building, 195 N. 1950 W. Salt Lake City, conference room 1020C. Maps for this new location will be handed out at the January 15th chapter meeting.

We hope you will continue to attend and support our local chapter meetings at this new location. Our hope is that this will be a good change for our chapter and allow us the room to increase our membership. Thank you for your continued support!

Special Notes / Announcements

Please Note:

**Our next chapter meeting will be Tuesday, January 15, 2013.
See you there!**



Special Notes / Announcements (cont).

Educational Grant Awards

We are pleased and excited to announce that two educational grant awards issued by our NIGP-Utah Chapter will be announced and awarded at our January 15th chapter meeting. Congratulations to our recipients! If you are interested in applying for a grant or would like more information on this program, please go to <http://www.nigputah.org/>, and click on "Scholarship Application".

Why Join NIGP?

You may have colleagues or business associates who are not yet members of NIGP. Have you considered inviting them to join or encouraging management to be supportive of this professional development opportunity? There are two opportunities to participate with a Utah chapter membership as well as a national membership. Here are a few reasons to share with others:

- * Professional purchasing development
- * Professional certification
- * 5 local chapter meetings each year with public purchasing professionals from state, education, county and local governments and special service districts
- * National procurement resources
- * Purchasing training opportunities
- * Networking
- * Much, much more

To explore membership with the local NIGP Utah Chapter, check our home page at nigputah.org and look for the Membership Application. To explore national membership, go to nigp.org > Membership.

If you have questions about joining and especially in regards to NIGP Utah, feel free to contact Glendon Mitchell at 801-587-3784 or Adrian Ruger at 801-538-3146.

Upcoming NIGP Webinars

(\$59 for Members/\$180 for Non-Members. Register at www.nigp.org)

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|-------------------------|--|
| Tuesday, Jan 15, 2013: | <i>Outsourcing</i> |
| Thursday, Jan 24, 2013: | <i>Best Practices for Building & Strengthening Your P-Card Program</i> |
| Tuesday, Feb 12, 2013: | <i>Specifications, the Foundation of a Solicitation</i> |
| Thursday, Feb 21, 2013: | <i>Techniques and Controls for P-Card Auditing</i> |
- (On-Demand Webinar Recordings are also available for purchase 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)

Ron Vandermyde, CPM, FInstIB. CEO: Premiere Management Associates, Inc.

Ron Vandermyde is a popular speaker and author who specializes in building public and private organizations. He is the recipient of the National Leadership Award, Utah Businessman of the Year, and is frequently called upon to solve the most complex problems in government agencies. He has successfully built 5 of his own companies and has served at every executive level. Since 1996 when Ron began consulting, not one of his private business clients has closed their doors.

Ron is a Utah native, whose parents immigrated from Holland not long after World War II. The hallmark of Ron's career has been integrity and vision. He has advised every level of government and continues to be deeply involved in solving Utah's problems behind the scenes. He is the proud father of 7 children, an instrument-rated pilot, and just celebrated his 35th wedding anniversary in New York with his bride, Marsha.