



NIGP- Utah Chapter

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NIGP- Utah Chapter Of- ficers:

President: Trever Ward

Vice-President: Jennifer Porter

Secretary: Nikki Sanchez

Treasurer: Tyler Barnes

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

Board of Directors:

Tracie Montano, CPPB

Polly Alles

Mike Smith

Chapter President's Message

Dear Colleagues:

I am very humbled by coming on board as our President for NIGP Utah Chapter.

We have had a long line of great, committed and smart presidents and I hope to continue the tradition.

We have a new year coming up and with it new challenges ahead. We as a board hope to get you as prepared as possible. We have a great slate of ideas we are moving forward on and looking to implement this year.

Our clothing drive looks to be a success! Thank you all that contributed. We are very excited that NIGP was able to donate some of our time and effort to make sure some stay warmer this holiday season.

During this holiday season make sure to consider others around you, keep with holiday traditions by doing good for your local community; it could be sending a treat to neighbors to donating time at the homeless shelter. You will never know when your kindness is needed most.

Happy Holidays and I look forward seeing you all next meeting at our new location!

Sincerely,

Trever Ward

President, NIGP Utah Chapter



Trever Ward- President



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: Jennifer Porter (State Purchasing)
jenniferporter@utah.gov
- Financial: Garret Johnston (State Purchasing) gkjohnston@utah.gov
- Historian: Denice Smith (Public Safety) denicesmith@utah.gov
- Membership: Jolene Snyder (UofU) jsnyder@purchasing.utah.edu
- Marketing/Public Relations: Glendon Mitchell (UofU)
gmitchell@purchasing.utah.edu
- Education: Debbie Smith (Granite SD) dlsmith@graniteschools.org
- Nominating: Adrian Ruger (State Purchasing) aruger@utah.gov

“Do not go where the path may lead, go instead where there is no path and leave a trail.”

-Ralph Waldo Emerson

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, Jan 21, 2014: *Consultant Evaluation and Selection Process*
Jim Parker, U of U

Negotiation Techniques
Phillip Geurts, State Purchasing

Please note new location address above

Tuesday, Mar 18, 2014: *Topic and Speakers TBD*

Classroom Corner

Sudden Impact (From Government Procurement, Dec/Jan 2014, p. 32)

By Darin Matthews,
FNIGP, CPPO, C.P.M.

A gentleman named R.C. Jensen from Queensland University in Australia has rightfully touted the power of the procurement professional. In a theory he terms the "purchasing multiplier," Jensen contends that no other business unit within an organization has the same opportunity to impact the bottom line as procurement. Not engineering, not accounting, and not human resources.

This certainly seems to hold true in the private sector when procurement and supply management can contribute to corporate profitability, but what about

public procurement?

Paul Thomas is a contracting officer for Portland State University. He works on a variety of commodity assignments, including the recent acquisition of laboratory equipment for a new life sciences facility. After issuing a competitive RFP for this high level equipment, he conducted a best and final offer (BAFO) negotiation with the top ranked proposers.

The firm that ultimately won the contract saw the need to "sweeten the deal" and offered up additional equipment options, software, and maintenance services worth over \$30,000. Due to Paul's efforts, the final purchase amount was less than the project budget, and the university was able to reallocate the dollars to

Other needed items for the new facility. All in a day's work? Perhaps, but these are real dollars saved.

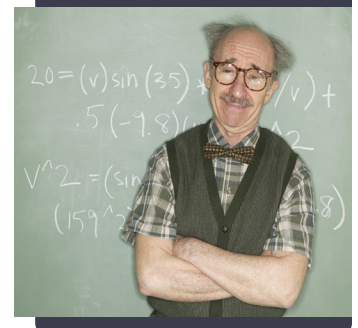
Not convinced?

Naperville, Ill., implemented a new spend management tool this past year. The online system allowed the city to better track its spend and identify key areas for cost savings. Initial reports by Mike Bevis, chief procurement officer, identify a savings of \$120,000. He firmly believes "there's more where that came from". This represents a significant budget impact to Illinois' 5th largest city.

One of the best examples I've seen of public procurement and its ability to impact the budget is Rockland County, NY. I have viewed their annual report, (cont.)

"I could go on all day with examples of other NIGP colleagues that have achieved significant savings for their agency"

-Darin
Matthews



Classroom Corner (continued)

Including a P/L (profit and loss) statement, and was very impressed. When factoring in the negotiated contract savings, avoided costs, revenue generating contracts, and surplus property sales, the purchasing department netted over \$500,000.

I could go on all day with examples of other NIGP colleagues that have achieved significant savings for their agency. But since I try and keep my columns to one page, I will stop there.

It is all too easy for public procurement practitioners to get caught up in policies and politics. You couple this with an over-burdened workload and we often forget the value we deliver day in and day out. Make no mistake; we have the opportunity (if not the obligation) to save public funds through our efforts. It is this writer's opinion that we deliver on this challenge and provide tremendous value, including real-dollar cost savings to our agencies.

Is this what Jensen had in mind when he developed the purchasing multiplier? You better believe it!

Do you have a procurement action that has saved significant dollars? I would love to hear about more of our procurement colleagues and their positive impact to the bottom line.

Darin Matthews, FNIGP, CPPO, C.P.M., teaches public procurement at Portland State University. He has extensive management experience, speaks throughout the world on procurement, and has published several books and articles on supply management. Contact Matthews at darin.matthews@pdx.edu

Special Notes / Announcements

Please Note:

**Our next chapter meeting will be Tuesday, January 21, 2014.
See you there!**



Special Notes / Announcements (cont).

Upcoming Meeting Location Change

Thanks to each of you and your support, our chapter is growing! Starting in January 2014, we will be moving our meeting location to the Canyons School District Professional Development Center at 9361 South 300 East in Sandy.

Please plan ahead for this location! Thanks for your patience as we make these changes to accommodate our growing membership.



Upcoming NIGP Webinars

(Complimentary for Members/\$185 for Non-Members. Register at www.nigp.org)

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|----------------------------|--|
| Thursday, Jan 16, 2014: | <i>Contract Price Adjustments</i> |
| Wednesday, Jan 22, 2014: | <i>Qualifications-Based Selection for Architectural and Engineering Services</i> |
| Wednesday, Feb 19, 2014: | <i>RFP Debriefing Sessions with Vendors</i> |
| Wednesday, March 05, 2014: | <i>Successful Debriefing of Unsuccessful Offerors</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)

Jim Parker, CPSM, C.P.M., Director of Procurement and Supply Management, University of Utah



James T. Parker has over 28 years experience in both the public and private sectors in purchasing management. He is the author of "Understanding E-Commerce", and a contributing editor on e-commerce for "The Purchasing Manager's Handbook", published by ISM.

He is an active member of ISM and has held several positions with the organization including president of the Utah affiliate. He has extensive experience in consulting, including for the 2002 Winter Olympics. He has a bachelor's degree in Business Administration from the University of Alabama and a master's degree in Operations Management from the University of Arkansas.

Phillip Geurts, State Purchasing



Phillip is the Lead Contract Analyst with the Division of Purchasing. He joined Purchasing in June of 2012 and has been the lead contract negotiator since that time. He is a licensed attorney and has been practicing law for over 13 years.

Prior to joining Purchasing, Phillip was the managing partner at the law firm of McFarlin and Geurts in Los Angeles, California, a business and litigation firm. He has been the lead attorney on numerous litigation cases and has argued numerous cases before the Superior Courts of California, the Court of Appeals and has even argued before the California Supreme Court. As the managing partner, Phillip was the key negotiator in thousands of settlements and contract negotiations and takes great pride in finding resolution to disputes prior to arguing the matter before a Judge or Jury.

Phillip has a great understanding of negotiation principles and has been a true proponent and stand out in that field. He left the warmth of Southern California to come back to his home state of Utah to enjoy the air quality and temperatures that Utah's winters bring.