



## NIGP- Utah Chapter

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### NIGP- Utah Chapter Officers:

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

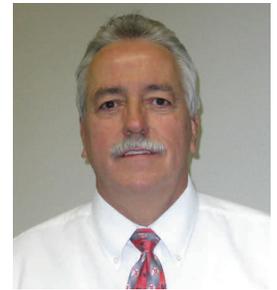
Tracie Montano, CPPB

Polly Alles

## Chapter President's Message

Dear Colleagues:

It's hard to believe we're already in the third month of this new year. Spring is right around the corner. I hope this time finds each of you happy and in good health. For those of you who don't know, March has once again been declared Purchasing Month by Governor Herbert. I think this designation is appropriate and it helps to solidify our positions in the government ranks. While some inside government may not realize it, procurement professionals are an important part of the government organization. Our services help ensure that public funds are used wisely, that quality goods and services are purchased with those funds, and that the public is treated with fairness and integrity. As I have noted before, these days procurement is recognized as a critical government function. It continues to get increased attention as government entities and corporations seek to control or reduce budget expenditures during these tough economic times.



Adrian Ruger- President

It has been (and continues to be) my goal to consistently improve the training offered to NIGP chapter members. As we learn new skills and integrate them into our work routines, we increase our value as procurement employees. While the NIGP board strives to find good quality training at reasonable costs, we certainly don't have knowledge of, or access to all training that may be available. I invite each of you as NIGP members to offer any suggestions you may have on training that you feel would be of value to the rest of us.

I look forward to seeing each of you at the upcoming chapter meeting on March 19, 2013. You are welcome to bring a guest.

Thank you for all you do to enhance our profession.

Sincerely,  
Adrian Ruger  
President, NIGP Utah Chapter



*“The discipline of supply management has advanced more in the past five years than in the previous twenty. As procurement and supply management organizations increase their involvement in cost reductions, risk mitigation, and value creation, we’re very excited to be providing a forum where peers and colleagues can exchange ideas for innovation and continuous improvement”*

-Tim Minahan

## Utah Chapter News

**NIGP NATIONAL** has made several online courses available. For more information on these courses, visit [www.nigp.org](http://www.nigp.org) , or email [customer-care@nigp.org](mailto: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](mailto:tward@utah.gov)  
Financial: Garret Johnston (State Procurement) [gkjohnston@utah.gov](mailto:gkjohnston@utah.gov)  
Historian: Nikki Sanchez (State Procurement) [nsanchez@utah.gov](mailto:nsanchez@utah.gov)  
Membership: Debbie Smith (Granite SD) [dsmith@graniteschools.org](mailto:dsmith@graniteschools.org)  
Marketing/Public Relations: Glendon Mitchell (UofU) [gmitchell@purchasing.utah.edu](mailto:gmitchell@purchasing.utah.edu)  
Education: Mike Smith (UofU) [msmith@purchasing.utah.edu](mailto:msmith@purchasing.utah.edu)  
Nominating: Jared Gardner (Granite SD) [jbgardner@graniteschools.org](mailto:jbgardner@graniteschools.org)

## Upcoming Meeting Dates

**NEW MEETING LOCATION:** Beginning March 19, all chapter meetings will be held at the State of Utah Multi-Agency Building, 195 N. 1950 W. Room 1020C. , Salt Lake City. Meeting will continue to be held 9:00 am – 12:00 pm.

**Tuesday, March 19, 2013:**      *MARCH IS PURCHASING MONTH!*  
*Luncheon will be served.*

*RFP Matters*  
Adrian Ruger- State Purchasing

*What’s Your Problem?*  
Trever Ward- UDOT

**Tuesday, May 21, 2013:**      *Topic and Speakers TBD*

## Classroom Corner

### 'Knowing Value When You See It'

By Frederick Marks-  
(from Government Procurement magazine, Dec/Jan 2013, p. 48)

For the better part of my purchasing career, I tried to strike a balance between best value and good service. I would purchase goods from authorized distributors, contract for repairs of operating equipment from manufacturer-authorized repair facilities and generally follow what I considered good purchasing practices. There's the rub: It was what my organization and I considered good practices.

When it came to defining service and value, we were proud of our use of concepts such as honesty, fairness, integrity and the like but found them difficult, if not impossible, to quantify. We would use adjectives such as excellent, very good, good, fair and poor to evaluate a bidder's proposal. We tried to assign a numerical rating to each and add up the scores. We Buyers love numbers- the larger the number, the more points, thus the better Proposer. But that's not always true. A numerical rating system, while apparently precise, can obscure the strengths, weaknesses and risks of a

Proposer.

At times we would ask for a narrative to be used in conjunction with a rating to assess qualifications. We thought it would provide a reasonable and rational basis for determining a Proposer. But how could I determine deficiencies or weaknesses based on the Proposer's own language? Being concerned with words my entire life, how do I know if a less-qualified Proposer just has someone on staff who is a better writer than a more-qualified Proposer?

I had a sinking feeling and didn't know if I was making a gest judgment or a colossal mistake about a Proposer (which I couldn't define). It's almost like using the standard set by Justice Potter Stewart when ruling on a completely unrelated subject: "I know it when I see it." But what happens if our judgment backfires, or worse yet, it's a completely bad decision? I think that's why we have Committees who make these judgments and a management structure that can approve or change our decisions. How do we train the next generation of Professionals to do a better job as this? Yes, to do a better job! I've always felt that we should pave the way for those who follow us by setting

Standards. Not for them to meet, but for them to exceed!

Do we start taking this seriously by actively discussing the subject? Or do we continue to hold classes on teaching the elements of a Contract? Or hold a primer on Request for Proposals? It's time to look to the future of our profession and train those who follow us to do more and do it better. It should be our legacy. When we are in the Old Buyer's Home drinking our afternoon tea and talking about our successes, the new Buyers should come and visit, pat us on the head, smile, and tell us how they exceeded our standards and expectations.

*Frederick Marks, CPPO, VCO, is a retired purchasing officer who has held positions as a supervising buyer for the Port Authority of New York and New Jersey as well as director of material management for Northern Virginia Community College. Contact Marks at [fmmarks@mindspring.com](mailto:fmmarks@mindspring.com)*

*"A numerical rating system, while apparently precise, can obscure the strengths, weaknesses and risks of a Proposer."*  
- Frederick Marks

# March

# Is

# Purchasing

# Month!!!



### *New Meeting Location!*

January 15th was 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 beginning on March 19, 2013 for our chapter meetings.

All meetings will now be held at the State Multi-Agency Building, 195 N. 1950 W. Salt Lake City, conference room 1020C. A map for this new location is attached to the newsletter email.

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, March 19, 2013.  
See you there! Please note our new location above.**



## Special Notes / Announcements (cont).

### Chapter Invoices

Hopefully you have all received your invoices for chapter dues this year. We sincerely thank you for your support, and thank those of you that have already remitted your payments. If you need a replacement invoice, or have new co-workers that would like to join us, please contact Tyler Barnes at [tbarnes@utah.gov](mailto:tbarnes@utah.gov) for a new or replacement invoice.

### 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](http://nigputah.org) and look for the Membership Application. To explore national membership, go to [nigp.org](http://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](http://www.nigp.org))**

- |                           |   |
|---------------------------|---|
| Thursday, March 15, 2013: | <i>Local Preference: Pros and Cons</i>                  |
| Thursday, March 21, 2013: | <i>Policy Manual: Focus on Organization and Content</i> |
| Thursday, April 25, 2013: | <i>Basics of Contract Law</i>                           |
| Thursday, May 9, 2013:    | <i>Contract Administration: A Plan for Success</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](mailto:tonya.hodges@slcschools.org)*

## Speaker Biographies (Selected)

### Adrian Ruger- C.P.M., CPPB, State Purchasing



Adrian Ruger is currently a purchasing agent for the State of Utah Division of Purchasing and is also the current president of the NIGP Utah Chapter. Adrian worked in procurement for the Federal Government for 25 years and has worked for the State for almost four years. He has both a CPM and CPPB certification. Throughout his career, Adrian has purchased all types of supplies and services and has used a wide variety of procurement methods. His experience with Requests for Proposals is extensive and he has gained valuable knowledge and insights into the art of RFP procurement. The training he is offering should go a long way to help agents create RFP documents that are successful and free from protests.