

## 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

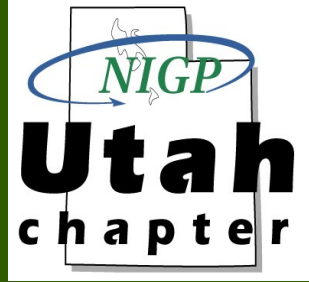
Past President: Adrian  
Ruger, C.P.M., CPPB

### Board of Directors:

Tracie Montano, CPPB

Polly Alles

Mike Smith



Procurement News

# Procurement News

March 2014

## Chapter President's Message

Dear Colleagues:

March is upon us! And it looks a lot warmer than it should be. Normally I would talk about the melting snow and getting ready for spring, but spring is here and in full swing, time to break out the lawnmowers and trimmers! Bummer. But the good news is we can go out and enjoy the warm weather, Hooray!

This is the month our state likes to celebrate us! It is Purchasing Month! So be proud of your job description and go out and create some RFP's!

We look forward to this month's chapter meeting with David James and our No-Bid Panel hosted by Adrian Ruger. We have a great pull of companies around Utah that can give us an insight of how they may see Bids.

Bus also, do not forget, we will be hosting a luncheon right after our speakers in celebration of Procurement Month, so come hungry!

I look forward to seeing you all on March 18th!

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

*“Never put off  
tomorrow what you  
can do today.”*

-Irish Proverb

## 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, March 18, 2014:

*We “No Bid” Panel Discussion*  
Hyko, Fastenal, Turf Equipment, Enpointe,  
Peak Alarm- Moderated by Adrian Ruger

*Teamwork*  
David James– Sports Reporter, KUTV 2News

Please note new location address above.  
Luncheon will be served!

### Tuesday, May 20, 2014:

*Topic and Speakers TBD*



## Classroom Corner

*Pondering a Real-Life Procurement Dilemma*  
(From Government Procurement, Dec/Jan 2014, p. 4, 31)

By Stephen B. Gordon, PhD,  
FNIGP, CPPO.

One of the great things about working in public procurement is that our work— including the decisions and determinations we make, the actions we take or don't take and our results— are open fully to public review and discussion. And, on more than one occasion for most of us, when a high-profile project whose success depended on one or more contractors fell short, either we or one or more of our staff was thrown under the bus by the higher-ups— whether we or they were fully deserving, only partly deserving or not deserving at all.

In the space usually devoted to "Procurement ponderable," let's take a break from pondering disguised dilemmas this author has faced in his career in public procurement. Let's instead look at a failed federal government project that is very much in the public view

and conversation right now: the failure of the Affordable Care Act enrollment process to work as it should, and all the consequences— political, personal and otherwise— that accompany this failure. My goal is to provide us all with some thoughts and insights that, together, we can use to improve how procurement by government serves the public interest.

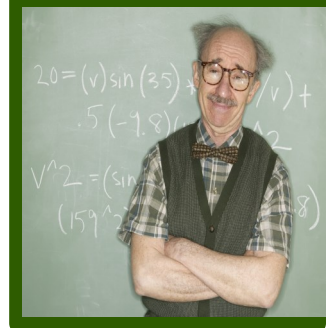
Not all the details of why this project went south are yet known. However, we do know enough from what we have read and heard to at least frame an analysis that we as strategic public procurement professionals can use to (hopefully) avoid future calamities of this type and their effects on the participants and stakeholders in our procurement programs. As one of my mentors, the late John Short of Wisconsin used to tell me, it is not enough to avoid re-inventing the wheel; it is equally important to avoid re-inventing the flat tire.

Let's each of us, based on what we know about this project, ask ourselves questions such as:

- Were detailed required measurable results— including those related to quality, availability, schedule, and cost— formulated by anyone in the federal government in the beginning; and, if so, were those results accurately communicated from the top down to contracting staff, and in turn, to the prospective contractors?
- Why was there seemingly an absence of regular, complete, accurate, timely, open, honest, and otherwise useful communication among all the government participants in the process?
- What was done— and what was not done— to assure required results, such actions potentially including verification that the contractors selected were qualified to produce the required results; had the capacity to produce the required results; and produced a plan acceptable and agreeable to the government for producing the required results?
- Was the past performance of the (cont.)

*"My goal is to provide us all with some thoughts and insights that, together, we can use to improve how procurement by government serves the public interest."*

-Stephen B. Gordon



## Classroom Corner (continued)

Contractors selected considered in their selection? (The failure rate of government technology projects is alarmingly high.

- What was done– and what was not done– to assure that the contractors actually produced the results they were required to produce?
- Did the pressure of unrealistic deadlines play a role?
- Based on lesson learned, what short-term and longer measures

need to be considered with regard to the timing and meaningfulness of professional contracting staff involvement in project and contract planning and scheduling, the management of talent in the contracting workforce, and procurement policies, procedures, and practices.

These questions certainly are not the only questions. You undoubtedly can think of others that should be asked. Let's not stop with saying "Hmmm" in response to what has happened with the ACA

enrollment process. Let's use this opportunity– this failed set of actions– to highlight the value that strategic and professional procurement can add to the management of government and public service.

*Stephen B. Gordon is the Director of the Graduate Certificate in Public Procurement and Contract Management at Old Dominion University (ODU). A past president of NIGP, Dr. Gordon also is a Professor of Practice in the Department of Urban Studies and Public Administration at ODU, where he teaches courses in public procurement, public policy, and administrative theory. Steve can be contacted by email at [sbgordon@odu.edu](mailto:sbgordon@odu.edu).*

### Special Notes / Announcements



## MARCH IS PROCUREMENT MONTH!



March is Procurement Month. It's a time to celebrate with pride the role of the public procurement profession. When we celebrate Procurement Month, we acknowledge an elite group of professionals that have made a difference in governmental efficiency and effectiveness. This month provides the opportunity to help educate elected officials, administrators, taxpayers and vendors about the procurement process and the admirable work you perform every day.

*Please Note:*

**Our next chapter meeting will be Tuesday, March 18, 2014.  
See you there!**



## Special Notes / Announcements (cont).

### Meeting Location Change

Thanks to each of you and your support, our chapter is growing! Please note our meeting location has changed 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.

### Invoice Payment Options

Most of you should have received your NIGP- Utah Chapter membership dues invoices for 2014 by now. Along with checks, the chapter is now accepting credit card payments via PayPal.

Members can go to the "Membership Application & Dues" section of our website, [www.nigputah.org](http://www.nigputah.org) and click on the "Pay Now" button. There is no need to be a PayPal member to use this service.

Thanks for your continued support of our chapter!

### Lunch is Served!

Come hungry to our chapter meeting on the 18th! The board has planned a light breakfast, and also a luncheon to be served as the last portion of the meeting. Please feel free to use this time to network with fellow associates!

We will have our normal breakfast items; lunch will include sandwiches, chips, veggie tray & cookies.

### Upcoming NIGP Webinars

*(Complimentary for Members/\$185 for Non-Members. Register at [www.nigp.org](http://www.nigp.org))*

Wednesday, Mar 12, 2014: *The Evaluation Process in Qualitative Solicitations*

Wednesday, Apr 30, 2014: *The Model Procurement Code: A Guide for Ordinance, Policy, and Manual Review*

Wednesday, June 18, 2014: *Protests Happen*

*(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)

## PANEL PARTICIPANTS:

### *George Ray, Fastenal*



George Ray has been with the Fastenal Company for ten years. George started working for Fastenal as he was attending school at Boise State University. After graduation, George started selling for Fastenal at their Ogden, Utah location. After two years in Ogden, George opened and successfully managed the West Salt Lake store for three years. In late 2010, Fastenal wanted to provide more focus on state and local government customers, so George joined the sales team that focused solely on state and local Government. For the last three years, George has helped Fastenal's 24 Utah stores successfully bring cost saving solutions and services to their local government customers. George's goal in working with state and local government is to make sure that each government entity has a specific local rep, access to our state contract, and aware of our cost saving services. These three objectives guarantee good service and cost savings through discounts and value added services to our government customers.

### *Ron G. Starr, HyKo*

Ron G. Starr is the CEO of Hylon Koburn Chemicals which was established in 1953. Ron started his career with HyKo in 1979 after receiving his degree in business from the University of Utah. He began purchasing for HyKo in 1982 when he assumed the responsibility for the hardware division of HyKo. He has worked in all areas of the company, including manufacturing and was the General Manager of HyKo until 2001 when he was promoted to President of the company. Ron assumed the responsibility of CEO in 2008. He has been involved in the bidding process for HyKo since 1982 and has been awarded many contracts including Hilton Supply, USPS, and the State of Utah.

### *Donald Weakley, President, Peak Security*

Don joined the Peak team in January 2013 after retiring from the Army with over 25 years of honorable service and achieving the rank of Lieutenant Colonel.

Don was an Explosive Ordnance Disposal (EOD) Officer and holds a Top Secret (TS-SCI) security clearance. Don personally provided protective service to the US President, Vice President and President Hamid Karzai of Afghanistan. In addition to his work as an EOD Officer, Don has served as a Contracting Officer Representative (COR) for the Army managing in excess of 60 million in government contracts. His Army service included six deployments to combat zones in Bosnia, Kosovo, Iraq, and Afghanistan. Numerous awards recognize Don's achievements, including two Bronze Stars and the Legion of Merit. Don has a Bachelorette in Mechanical Engineer and is currently working towards an MBA.



# Speaker Biographies (Selected)

## PANEL PARTICIPANTS:

### *Dave Jefferies, Turf Equipment & Irrigation Inc.*

Dave Jeffries is the Director of Golf Sales, with responsibilities for management, sales and service in commercial equipment and golf irrigation. Dave was hired in February 1997 as a territory sales rep for Turf Equipment. In November of 2000 he was made the golf irrigation sales manager with directing sales reps in Utah, Wyoming, Idaho, Nevada and Oregon. In 2013 Dave was offered the job of managing the commercial equipment as well. He combined the two divisions into one sales team to better take care of existing customers and gaining new ones.

Dave started his career at The Conely Company in 1981 as a warehouse worker, and then in 1984 was moved into counter sales and later outside sales.

At Turf Equipment & Irrigation, Dave was awarded the Toro Blazer Award for golf irrigation sales. In 2009 Dave was awarded the Toro Master Salesman Award in gold irrigation. This award is only given to one salesman a year in all of North America.

Under Dave's leadership, Turf Equipment has won several awards including Toro's Best Golf Irrigation 2003, Toro's Best Distributor 2007, and Toro's NSN Customer Service award 2013. Dave is a SMEI Certified Salesman with a certification in SCPS and CSE and is certified by the Irrigation Association as a Certified Golf Irrigation Auditor.

Dave is married and has four kids and two grand kids. He is a founding member of The Templar Knights Motorcycle Club that does a lot of fundraising for military families. He loves to spend time on his Harley, hunting and vacationing with his wife Alysen of 32 years.

### *Randy Everett, En Pointe Technologies*

Randy is Senior Account Executive with En Pointe Technologies. He has 32 years selling and servicing the State of Utah Government and Education Customers. He is a Specialist in Software, Hardware, and Professional Services.

## SPEAKER:

### *David James, Sports Reporter, KUTV 2News*

David James joined KUTV 2News in August of 1992 as a Sports Anchor and Reporter. He currently anchors the sports news weekends on 2News. Every Saturday night at 10:35, David hosts "Talkin' Sports", a 30-minute sports highlight and interview show. Sunday evening he co-hosts a one hour edition of Talkin' Sports.

David is a graduate of UC Santa Barbara. His television sports reporting career began at KEYT in Santa Barbara in 1988. From there he moved to Sacramento where he reported at ABC's KOVR before moving to Utah and KUTV.

In addition to his television duties, David also hosts the morning drive sports radio talk show on "97.5/1280 The Zone". He was named the 1996 Utah Sportscaster of the year by the National Sportscaster and Sportswriter Association. David is a family man who loves to hike, play basketball and spend time with his wife Marina, son Ryan and daughter Lia.

