



NIGP- Utah Chapter

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NIGP- Utah Chapter Of- ficers:

President: Jennifer Salts,
CPPB

Vice-President: Polly
Alles

Secretary: Nikki Sanchez

Treasurer: Sharon Pierce,
CPM

Past President: Trever
Ward

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Randi Ruff

Debbie Smith, CPPB

Lori Peterson, CPPO, CPM

Chapter President's Message

Dear NIGP Utah Chapter Members:

March is designated as Procurement Month... it's your time to shine! I want to take a minute to thank all of the procurement professionals in our Utah Chapter for the outstanding public service you perform every day. Your hard work and dedication is making a difference in governmental efficiency and effectiveness. As a thank you, I hope you will all attend the next NIGP Utah Chapter Meeting on March 17, 2015 at the Canyons School District Office and enjoy a celebration luncheon.



Jennifer Salts- President

I want to remind you all of the resources that are available through our NIGP Utah Chapter website. One resource I wanted to highlight is the "certification" information. If you are interested in either of the Universal Public Purchasing Certification Council (UPPCC) program designations- Certified Public Purchasing Officer (CPPO) or the Certified Professional Public Buyer (CPPB)- our website is a great place to start the process. We have included links to the UPPCC requirements, 2014 eligibility changes, and study materials. The trend in governmental purchasing is for mandatory certification of procurement professionals, so I would encourage all of our NIGP Utah Chapter members to become certified as a CPPO or CPPB.

Happy Procurement Month!

Sincerely,

Jennifer Salts, CPPB

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: Polly Alles (UofU) palles@purchasing.utah.edu
- Financial: Adrian Ruger (State Purchasing) aruger@utah.gov
- Historian: Margarita Schiffman (SL City) margarita.schiffman@slcgov.com
- Membership: Jerilyn Midthun (SL City) jerilyn.midthun@slcgov.com
- Marketing/Public Relations: Glendon Mitchell (UofU) gmitchell@purchasing.utah.edu
- Education: Eileen Boswell (SLCC) Eileen.boswell@slcc.edu
- Nominating: Trever Ward (UDOT) tward@utah.gov

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 17, 2015:

Vendor Panel
Andy Strong- VLCM; Dan Astin- TV Specialists;
Gil Nicholas- CCI Mechanical;
Michael Duke- Utah Disaster Kleenup;
John Lee- Cache Valley Electric

What's Your Problem?
Moderated by Garret Johnston & Eileen Boswell

Tuesday, May 19, 2015:

Topic and Speakers TBD



*"Great ability
develops and reveals
itself increasingly
with every new
assignment."*

-Baltasar Gracian

Classroom Corner

Overcoming Procurement's Transformation Challenges (From Government Procurement, Dec/Jan 2015, p. 10)

By Jean Clark, CPPO, C.P.M., CPPB, CPM

Procurement transformation refers to a "specific type of organizational change management which focuses on strategies to enable major and long-term improvements to procurement... processes, activities and relationships," according to Marc Day and David Atkinson in an article in the *Journal of Purchasing and Supply Management*.

The public sector is becoming laser-focused on procurement transformation as we seek to strengthen the strategic value of the procurement function and highlight its vital role in increasing efficiency and maximizing the value of every dollar of taxpayer funds spent.

Below are five of the most common procurement transformation challenges NIGP

Consultants have been tackling with public procurement professionals across the country and our shared perspective on how to overcome them:

Customer Service: Purchasing organizations are operating in a "clerical" fashion, absent a strategic focus, organizationally "trapped" and structured to support this mode, while seen as a "roadblock" and provider of inconsistent procurement services by their clients. To address this challenge, NIGP consultants analyze procurement process pain points and provide solutions for maximization of the processes. Such solutions involve increased delegation of authority, modified organizational structures and new strategies for communication (procurement advisory councils).

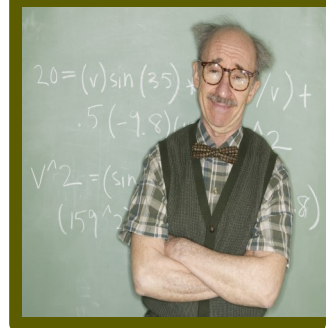
Technology: In many organizations, finance and budget departments drive decisions on system deployments causing a lack of technology optimization for procurement's

success. This challenge rests at the heart of many silo systems, process inefficiencies and the overall effectiveness of procurement. For procurement to be as efficient and effective as possible, its technology must support the procurement operations from requisition processing to data analysis. In reviewing opportunities for enhancement, the NIGP consultants evaluate the capabilities and effectiveness of existing systems to provide solutions to fill the gaps or support replacement—for example, document management or receipt of electronic proposal responses.

Knowledge: Purchasing professionals understand how things work at county "X" or city "Y", but they often haven't been exposed to opportunities for greater knowledge of best practices to assist in transformation for their entity. Procurement transformation (change) is difficult personally and organizationally. It requires proper knowledge, perseverance and possibly support to effect change in (cont.)

"The public sector is becoming laser focused on procurement transformation as we seek to strengthen the strategic value of the procurement function and highlight its vital role in increasing efficiency and maximizing the value of every dollar of taxpayer funds spent."

-Jean Clark



Classroom Corner (continued)

an organization. NIGP Consulting is equipped with procurement certifications, professional “hands-on” operational experience and best practices resources to assist all types of public procurement organizations. For example, it recently recommended a modification of P-Card transaction limits or types of purchases based on the RPMG Purchasing Card Benchmark Study.

Data: Procurement organizations typically perform with the use of disparate systems causing islands of separate data and the inability to gather meaningful data to perform data analysis. Additionally, procurement performance metrics have been limited in practice and in articulating the true value of

Procurement. It is procurement’s responsibility to articulate its value and purpose to the organization. The best means to communicate this is through performance metrics, which require an understanding of the organization’s key purpose and goals.

Sourcing: Procurement organizations have not fully optimized the value and use of strategic sourcing into their procurement operations. Strategic sourcing requires additional knowledge and skills in data analysis, market research, facilitation and consensus building; nevertheless, the rewards for robust strategic sourcing are great. The organization assists in capturing and analyzing the sourcing data, following by the deployment of

Various sourcing strategies. This support provides the backdrop for needed sourcing transformation to be learned and adopted in many procurement organizations today.

On average, our NIGP consultants have more than 25 years’ experience in public procurement and have watched our profession change dramatically over the years. Together we can and will transform public procurement.

Jean Clark, CPPO, C.P.M., CPPB, CPM, is the director of procurement transformation services for Periscope Holdings.

Special Notes/Announcements



MARCH IS PURCHASING MONTH!



Please Note:

**Our next chapter meeting will be Tuesday, March 17, 2015.
See you there!**



Special Notes / Announcements (cont).

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.

Purchasing Week Declaration

Attached to our newsletter email is a copy of Governor Herbert's declaration of March 16-22, 2015 as Purchasing Recognition Week in Utah. Take a look! Our profession matters and is recognized!

Lunch is Served!

Come hungry to our chapter meeting on the 17th! 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, fruit or veggies & cookies. Please email Gayle.Christensen@canyonsdistrict.org if you have dietary restrictions or requests.

Upcoming NIGP Webinars

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

Wednesday, April 08, 2015:

A Buyers Guide to Prepare for an RFP Evaluation Committee

Wednesday, April 15, 2015:

Back to Basics- Writing an Invitation to Bid

(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)

Short introductions will be available at the chapter meeting for our vendor panel participants.