

## NIGP- Utah Chapter

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### NIGP- Utah Chapter Officers:

President: Polly Alles

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Jason Steinmann



# Procurement News

Procurement News

March 2016

## Chapter President's Message

Dear NIGP Utah Chapter Members:

Thank you for your membership, your time and being an important part of our Chapter meetings.

Please continue to encourage or bring other procurement professionals, and your directors to our meetings. They can come as a sideline listener, or they are welcome to speak and offer their experience to the chapter. We encourage your knowledge, experience and challenges that you face in procurement, that we may be able to help brainstorm ideas for you to take back to work. Remember college "student" members are free to be a member with us!

We have Bryan Miller speaking this month! What a great meeting this will be. We are having our lunch catered by Café Rio for State Purchasing Week! Please plan on attending!

We are working on many exciting new projects for our Chapter- Scholarships internal & external, vendor golf outing in the summer, new partnerships in training, etc.

Please note the following dates for our 2016 Chapter meetings. Meetings will continue to be held at the Canyons School District Professional Development Center. Dates are the 2nd Tuesday of the month unless otherwise indicated: (you get professional development time for all meeting you attend!)

**March 22** (4th Tuesday)- Bryan Miller: Miller Inspiration (son of Larry Miller)

**May 17** (3rd Tuesday)- NIGP Business Council: panel on published NIGP White Paper

**September 13**- Keith Ashby- CPPO: Director of Purchasing Colorado, former drummer for the 80's band Earth, Wind & Fire

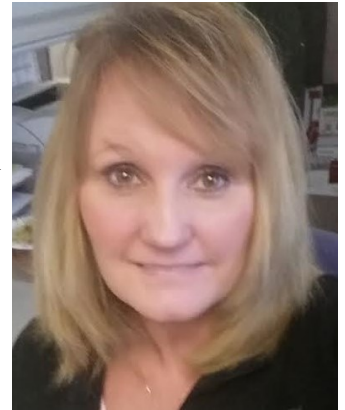
**November 8**- TBD, Luncheon

Your voice should be heard during and after our meetings- PLEASE take the time to fill out the Survey Monkey surveys after each meeting. It helps us to serve you better! Thank you!

Don't forget that NIGP National Forum 2017 is in Salt Lake City. We want to show them how great Utah is! We need your help, so please contact Randi Ruff (University of Utah) and volunteer today!

Have a great Purchasing Month- many of us are gearing up for year end- hang in there!

Polly Alles, President- NIGP Utah Chapter



*Polly Alles- President*



*“Stop seeing the obstacles you face as reasons why you can’t do something. See them as a reason why you can. And celebrate your accomplishments on a daily basis.”*

*-Ali Vincent*

## 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: Joan Tuttle (Davis SD) [jtuttle@dsdmail.net](mailto:jtuttle@dsdmail.net)  
Financial: Adrian Ruger (State Purchasing) [aruger@utah.gov](mailto:aruger@utah.gov)  
Historian: Skip Foster (Granite SD) [safoster@graniteschools.org](mailto:safoster@graniteschools.org)  
Membership: Jerilyn Midthun (SL City) [jerilyn.midthun@slcgov.com](mailto:jerilyn.midthun@slcgov.com)  
Marketing/Public Relations: Glendon Mitchell (UofU) [gmitchell@purchasing.utah.edu](mailto:gmitchell@purchasing.utah.edu)  
Education: Jason Steinmann (Granite SD) [jjsteinmann@graniteschools.org](mailto:jjsteinmann@graniteschools.org)  
Nominating: Limher Montoya (UofU) [limher.montoya@purchasing.utah.edu](mailto:limher.montoya@purchasing.utah.edu)

## 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 22, 2016:**

Bryan Miller, Larry H. Miller Group

### **Tuesday, May 17, 2016:**

NIGP Business Council– panel discussion on published White Paper

# Procurement Week: March 21-25

Please join us at our chapter meeting Tuesday, March 22nd to celebrate Procurement Month!

Governor Herbert will be proclaiming March 21-25 as Procurement Week in Utah.

Please come hungry! We will have a catered lunch by Café Rio at the chapter meeting, bring your co-workers and administrators to celebrate with us!

In conclusion; our major contract expires tomorrow, we have no idea what we want, and no Knowledge of the market. It is time to pass this across to the procurement Team...



## Classroom Corner

*Command Central* (From Government Procurement, Dec/Jan 2016)

By *Darin Matthews*

Public procurement professionals have the opportunity to purchase all types of goods and services. This can include anything from professional auditing services to high-end laboratory equipment and everything in between. What I like to remind my colleagues, though, is that what they buy can make a difference.

According to Scot Case, an international expert in the development of sustainable procurement strategies, every purchase has hidden health, environmental and social implications.

It is not as simple as reviewing product specifications and putting them out to bid. Today's procurement professionals need to pause long enough to consider how their latest purchase can impact their own community.

For example, let's take a look at the cleaning products used in our facilities. Do the chemicals contained in these products have a negative impact on human health? If so, are there products available at an affordable price that can do the job without any harmful effects? While there are many

products used today that are considered "friendly" to human health and the environment, organizations have historically used cleaners that can cause respiratory problems with long-term exposure.

And how about things like the flame retardants used in office furniture? Sure, we want employees to be protected against fire, but not by being exposed to products with known carcinogens. By the way, the flame retardants used in today's furniture are much healthier than in the past, but that is partly because purchasing and supply chain professionals have insisted upon them.

There are countless commodity areas where sustainability can be considered in our specifications. Areas like paint products, building design, computer manufacturing, and lumber products all have tremendous potential.

More and more organizations, both public and private, are specifying products that are environmentally friendly. Often, this is part of a sustainable procurement strategy. Organizations from Seattle to Toronto to London are making this a priority and even requiring health product declarations (HPD) from their suppliers.

Because they want to make a difference, procurement professionals are sending a clear message: If you want our business, you need to provide responsible solutions.

In recent years, organizations seem to be doing a better job of working together on issues related to sustainable procurement. Groups like the Sustainable Purchasing Leadership Council (SPLC) and the Healthy Purchasing Coalition (HPC) are bringing like-minded people and agencies together to help promote the use of sustainable products and business practices. If you are not familiar with these groups, I urge you to check them out and consider joining their ranks. Who better to drive sustainable procurement practices than our NIGP members?

By working together as professionals, we can indeed make a difference.

*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.*

## Special Notes/Announcements

*Please Note:*

**Our next chapter meeting will be Tuesday, March 22, 2016.  
See you there!**



## Special Notes / Announcements (cont).

### Volunteers Needed!

Salt Lake City will be hosting the NIGP 2017 Annual Forum, and we need many volunteers to help make this event a success! Please consider volunteering time on one of our Forum committees. It is a great way to network, and to show NIGP National how great Utah is!

Please contact Randi Ruff if you would like to help: [rruff@purchasing.utah.edu](mailto:rruff@purchasing.utah.edu)

### March is Procurement Month!

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.



### Newly Certified Members

Congratulations to Tyler Barnes with UDOT; and Gary Spencer with Park City School District for recently receiving their CPPB certifications! Well done gentlemen!

If you would like to get certified, please contact a member of our chapter board for more information! Study materials are available for checkout to those that are interested.

### Upcoming NIGP Webinars

*(Complimentary for Members/\$195 for Non-Members. Register at [www.nigp.org](http://www.nigp.org))*

Wednesday, March 9, 2016:	<i>Contract Administration– Beginning With the End in Mind</i>
Wednesday, March 23, 2016:	<i>Performance Management– Not Just Measures!</i>

*(On-Demand Webinar Recordings are also available for free download to Institute members 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)

### *Bryan Miller, Larry H. Miller Group of Companies and Miller Inspiration*

Bryan Miller has spent the majority of his life working in and around the nationally recognized, multi-billion dollar family corporation– the Larry H. Miller Group of Companies. His parents built the family business from scratch, starting with just one dealership in 1979. The risks they took and the lessons learned along the way shaped Bryan into who he is today. Miller has worked as a lot technician, a car salesperson, at Megaplex Theatres and at Miller Motorsports Park in sales, marketing, and operational roles.

On May 1, 2013, Bryan created Miller Inspiration to help promote company culture as well as provide professional training and personal development using the lives, lessons and principles of Larry H. and Gail Miller and the company they founded.

Miller served on the board of Larry H. Miller Charities from 2004-2007 and currently serves on the board of directors for the Larry H. Miller Group of Companies.

Bryan Miller is a speaker, author, trainer and certified professional coach. His first book, *Behind the Drive: 99 Inspiring Stories from the Life of an American Entrepreneur* about his father, Larry H. Miller was completed in 2015.

In 2014 Bryan and Heather Dawn founded 100% of Humanity, a charitable organization whose purpose is to realize the vision of “a world that works for everyone” by solving problems related to wellness, freedom, self-sufficiency and environmental sustainability.

Bryan holds bachelor’s degrees from the University of Utah in both English and Asian studies. He enjoys running, writing, public speaking and traveling, and has visited 53 countries, including a recent summit of Mount Kilimanjaro in Africa.

Bryan and his wife, Heather Dawn, are professional life coaches and they reside in Sandy, Utah with their six children.

