

## NIGP- Utah Chapter

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### NIGP- Utah Chapter Officers:

President: Polly Alles

Vice-President: Joan Tuttle, CPPB

Secretary: Limher Montoya

Treasurer: Gayle Christensen

Past President: Jennifer Salts, CPPB

### Board of Directors:

Lori Peterson, CPPO, CPM

Jason Steinmann

Kurt Prusse, CPPB

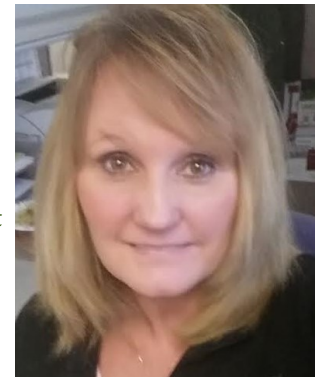
## Chapter President's Message

Dear NIGP Utah Chapter Members:

Happy Purchasing Month!

Our March meeting is our "thank you" to all of our procurement specialist members! We will be enjoying soup & salad bar lunch provided by Canyons School District Nutrition Services! We know the struggles and challenges you all overcome each year... Thank you!

For the very first and only time we are offering a scholarship to pay for your SLC Forum registration for (2) individuals. You must show financial need (your company will not pay for you to attend), be willing to present about what you learned at our September meeting and tell us how you can give back to the chapter! Contact Polly Alles [palles@purchasing.utah.edu](mailto:palles@purchasing.utah.edu), for more details. We will present how to apply at our March Chapter Meeting!



*Polly Alles- President*

We need your expertise to train at our meetings! Do you have a topic you an research or already have expertise in that you could share with our members? So, if you like to train, let us know! Please contact Kurt Prusse at Jordan School District, [kurt.prusse@jordandistrict.org](mailto:kurt.prusse@jordandistrict.org).

We are trying to pull together a reverse trade show in May (instead of chapter meeting), if you would like to volunteer time and help please contact Polly Alles. I need help with (2) speakers, and possible donations for vendor bags and a door prize.

Please feel free 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.

Please note the following dates for our 2017 remaining chapter meetings:

March 14, May 9, August 27-30 (NIGP Forum), September 12, November 14.

Don't forget that NIGP National Forum 2017 is in SLC! We want to show them how great Utah is! We need your help, so please contact Gayle Christensen and volunteer today! Reduced cost for Forum if you volunteer for 8 hours- first come first served!

I hope this year is going well and you are training your departments to "try" and plan or be proactive this year.

Polly Alles, 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](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: Lori Peterson (Davis SD) [lpeterson@dsdmail.net](mailto:lpeterson@dsdmail.net)
- 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: Jared Gardner (Granite SD) [jbgardner@graniteschools.org](mailto:jbgardner@graniteschools.org)
- Education: Kurt Prusse (Jordan SD) [kurt.prusse@jordandistrict.org](mailto:kurt.prusse@jordandistrict.org)
- Nominating: Limher Montoya (UofU) [limher.montoya@purchasing.utah.edu](mailto:limher.montoya@purchasing.utah.edu)
- Community Involvement: Eileen Boshard (SLCC) [Eileen.boshard@slcc.edu](mailto:Eileen.boshard@slcc.edu)

*“The time is always right to do what is right.”*

-Martin Luther King, Jr.

## 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, Mar 14, 2017:**                      *Spending Federal Money, a Guide to Purchasing Under Uniform Guidance*  
Brandon Thomas, CPPO– Salt Lake Community College, Director of Purchasing Services

**Tuesday, May 9, 2017:**                      Reverse Trade Show/ *TBD*

# Procurement Week: March 12-18

Please join us at our chapter meeting Tuesday, March 14th to celebrate Procurement Month!

Governor Herbert will be proclaiming March 12-18 as Procurement Week in Utah.

Please come hungry! We will have a soup and salad bar lunch catered by Canyons School District Nutrition Services. Bring your co-workers and administrators to celebrate with us!



Requisitions will Come,  
 Purchase Orders will Go,  
 RFP's will drag On,  
 If we aren't in the Know.  
 So, assume good Intentions,  
 Value the work,  
 Acknowledge the Mistakes,  
 Because, In Procurement you WORK!

- Polly Alles



## Classroom Corner

*Management Certificate in Public Procurement– CSU San Bernardino* (From Government Procurement, Dec/Jan 2017)

By Darin Matthews

More colleges are offering programs in procurement and supply chain management than ever before. Some are stand alone programs, often housed in the business school, while others are concentrations within a general business degree. While many excellent programs exist, there are relatively few that focus on public sector procurement.

California State University (CSU) at San Bernardino offers a Management Certificate in Public Procurement (MCP), which I would like to commend. It is a relatively new program launched by Dr. Alexandru Roman, a name that is very recognizable within NIGP circles. He is a 2016 recipient of the Distinguished Service Award and the editor of the *Journal of Public Procurement*.

The MCP program is delivered completely online and is comprised of five rigorous courses offered throughout the academic year. To obtain the certificate, students must first qualify for the program and then successfully complete the following courses:

Fundamentals of Public Procurement is an introductory course that offers an overview of the public procurement profession, both in practice and theory. Everything from the history of procurement to common terminology is covered.

Public Procurement Process, Ethics and Law identifies the key legal & ethical framework those in the profession must operate within. Students are provided with valuable reminders of unethical procurement practices, as the course stresses the high level of responsibility that comes with being a public procurement professional.

Project Management in Public Procurement is a highly relevant course that discusses what most in the profession would readily admit to: public procurement professionals manage many projects and routinely utilize project management skills.

Best Value Analysis & Negotiation acknowledges that public procurement most often focuses on the best value, not simply the lowest cost. Through case studies and lectures, this course provides invaluable tools such as negotiation techniques and conflict resolution skills.

Contract Formulation and Administration stresses the importance of post award activities for the procurement professional. Best practices in scope development and contract administration are covered, along with techniques for ensuring contractual performance. While it is not a college degree, nor is it a traditional certification (CPPB, CPPO), the MCP does offer a robust curriculum. It is tailored to public procurement and can prove to be an excellent credential for those who pursue it. In past columns I have championed the need for education within public procurement. Whether it is a professional development seminar through NIGP, a degree completion program at a local university, or a certificate program like MCP, there are many avenues to enhance our knowledge. Numerous studies identify the advantages of education and certification. According to a 2015 survey by ISM, procurement and supply chain professionals with a degree can increase their earning potential by 20%, and a professional certification can increase it by 7%. In the same year, NIGP reported that 85% of public employers financially support education and tuition for their employees. These are very encouraging numbers! Continuing education is absolutely an investment in yourself & your profession.

### Special Notes / Announcements

*Please Note:*

**Our next chapter meeting will be Tuesday, March 14, 2017. See you there!**



## Special Notes / Announcements (cont).

### Volunteers for Forum

The volunteer spots for the NIGP Forum have all been filled! Thanks to all who are willing to help out- we're going to show everyone our wonderful Utah hospitality.

Volunteer forms and information will be sent to one person (Director, Office Manager, etc.) in each agency that had someone sign up. The email will include deadlines and any other applicable information. If you would like to be on a waiting list in case another volunteer drops out, please email [gayle.christensen@canyonsdistrict.org](mailto:gayle.christensen@canyonsdistrict.org). You will want to go ahead and register, preferably by the Early Bird Registration deadline on April 30. If you pay full price for the registration and then become a volunteer, the difference in price will be refunded to you.

If you want to attend but don't want to volunteer, please visit <http://nsite.nigp.org/2017annualforumandproductsexpo/register-main/register-forum-2017>. There is a considerable discount off the non-volunteer registration prices if you are a national member. Please refer to the chart on the web page. For questions, please contact [gayle.christensen@canyondistrict.org](mailto:gayle.christensen@canyondistrict.org)

### Congratulations to our Newest Certified Colleagues!

Congratulations to Vicki Woodward (Davis SD) and Spencer Hall (State Purchasing) for recently receiving their CPPB certifications!

Please contact a member of the chapter board if you are interested in getting certified. All meetings count towards your recertification requirements!

### Upcoming NIGP Webinars

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

Wednesday, Mar 15, 2017:	<i>A Bulletproof Story with Creative Flourish: From How Much You Cost to the Value You Create</i>
Wednesday, Mar 29, 2017:	<i>Performance-Based Infrastructure for the Public Sector</i>
Wednesday, Apr 05, 2017:	<i>Best Practices for IT Procurement Part 1: Framing the Procurement and Knowing What to Ask</i>
Wednesday, May 10, 2017:	<i>Cybersecurity for Procurement Professionals</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)

### Brandon Thomas, CPPO- Director of Purchasing Services, Salt Lake Community College

Brandon Thomas is the Director of Purchasing Services at Salt Lake Community College. He received his B.S. from Utah Valley University in Computer Science and an MBA from the University of Phoenix. He began his career in public procurement at Utah Valley University where he started as a lowly Purchasing Specialist, quickly moving up the ranks to Associate Director of Purchasing Operations. Both at UVU and later at SLCC, Brandon rewrote purchasing policies and procedures bringing them up-to-date with current practice, state laws, and federal regulations. He currently resides in the beautiful town of Springville with his wife and two kids and enjoys the daily commute to and from Salt Lake.



If you cannot attend our chapter meetings in person, stream us live on YouTube Live! Here is the link for the meeting:

[www.youtube.com/channel/UCbzRnjdT2gTfEpixKt9IEWg/live](http://www.youtube.com/channel/UCbzRnjdT2gTfEpixKt9IEWg/live)

If you are viewing the feed, check in on the chat portion of the feed so we can know who is joining us remotely. Thank you!

