

## NIGP- Utah Chapter

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### NIGP- Utah Chapter Officers:

President: Polly Alles

Vice-President: Joan Tuttle, CPPB

Secretary: Limher Montoya

Treasurer: Sharon Pierce, CPM

Past President: Jennifer Salts, CPPB

### Board of Directors:

Debbie Smith, CPPB

Lori Peterson, CPPO, CPM

Jason Steinmann

## Chapter President's Message

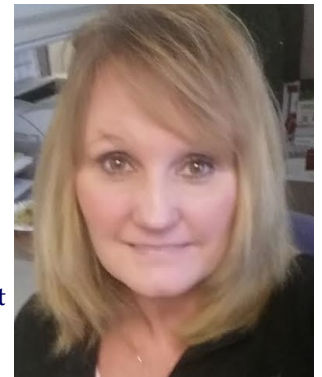
Dear NIGP Utah Chapter Members:

April Showers Bring May Year End PO Showers! I hope you are making it through ~ whew!

Don't forget our chapter meeting on Tuesday, May 17th, 2016. Please come! We will have a panel from our NIGP Business council on the current NIGP White Paper (Healthy Agency-Supplier Relationship), and our very own NIGP Ambassador!

Please continue to encourage or bring other procurement professionals, students (free membership) 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!



*Polly Alles- President*

Please note the following dates for our remaining 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 meetings you attend!)

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

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

**November 8-** TBA- End of Year Luncheon/ Elections

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

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

Polly Alles, President- NIGP Utah Chapter



*"The first step to getting the things you want out of life is this: Decide what you want."*

-Ben Stein

## 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, May 17, 2016:**

*The Healthy Agency-Supplier Relationship Guide.*  
NIGP Business Council– panel discussion on published White Paper. Panel Participants: Paula Sliefert, Ken McFarland, Gary Hansen, Randi Ruff

### **Tuesday, Sept 13, 2016:**

Keith Ashby– CPPO; Director of Purchasing Colorado, former drummer for the 80's band Earth, Wind & Fire

# 2015 Chapter Awards

Congratulations to our 2015 Chapter Award recipients:

Polly Alles, U of U - President's Award

Glendon Mitchell, U of U – Manager of the Year

Joan Tuttle, Davis School District – Buyer of the Year

We appreciate all you do for your organizations and for our chapter.

Thank you!



# Classroom Corner

*Command Central* (From Government Procurement, Oct/Nov 2016, p. 24)

By *Darin Matthews*

Rarely is a procurement office completely centralized or completely decentralized. According to NIGP, the most common scenario is a combination of the two. Over the years, I have seen the balance of centralization and decentralization vary greatly.

After a central procurement office determines the right balance of centralization and decentralization, the next step is to figure out what they should be doing to best support their agency. While there is no “one size fits all” solution that I have ever run across, I do think there are good practices out there. They include the following.

**Getting out there among your using departments.** A procurement professional can learn a lot about a user’s needs by visiting their place of business. What are their operational needs? Do they have space limitations? They will appreciate you spending time on their turf and will be pleasantly surprised to see you.

**Enhancing your user training program.** Consistently providing quality training on procurement and

contracting will pay dividends for your agency. This is a proactive approach to doing things “right” the first time, and will lessen surprises like non-contract purchases and maverick spending.

**Utilizing technology tools that bring value to your customers.** This can include an e-procurement portal that allows for online ordering from a variety of key suppliers, or a contract management system that allows users to view the status of their contracts. While I don’t recommend making these investments just for the technology’s sake, there are a lot of affordable systems out there that your customers can benefit from.

**Marketing the value of the procurement office.** I have found this to be a continuous effort, but one that is well worth the effort. Make sure you get the word out to your customers and leadership. Doing things like acknowledging awards and certifications, documenting costs savings, and recognizing a job well done on a key procurement can help remind others of procurement’s value.

The other suggestion I would offer is to look at your peers and see what they are doing to be successful. An agency of similar size and balance of

Centralized procurement authority can be particularly helpful. Even though each public agency is unique, there is definitely one out there that is close to your operation.

Organizations that I have seen do a great job in managing a central procurement office include Oklahoma, Fairfax County Schools (Va.), Rockland County (N.Y.), and Portland (Ore.). They do many of the things listed above and more. Leading organizations like these are committed to providing value as the central procurement authority for their agency. They are strategic, innovative, and focused on their customers’ needs. Procurement practices can continually be improved. Don’t simply continue a process because “that’s the way we’ve always done it.”

Are you having a challenge with your central procurement office? I encourage you to reach out to peers in your professional circles and learn what has worked for them. There are many ways to bring value to your agency, and just like communicating with your peers, a lot of them are free.

*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, May 17, 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)

### NIGP White Paper Panel Discussion

We ask that everyone please review the NIGP White Paper, "The Healthy Agency-Supplier Relationship Guide" prior to our May 17th meeting.

The white paper can be found at: <http://www.nigp.org/home/find-procurement-resources/publications/papers>

### Want to get Certified?

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, May 18, 2016:	<i>The Ins &amp; Outs of the Uniform Grant Guidance for Governments</i>
Wednesday, June 8, 2016:	<i>Being Ethical: It's Not Always Easy!</i>
Wednesday, June 22, 2016:	<i>Is There an RFP in Your Future?</i>
Wednesday, July 13, 2016:	<i>Alligator Presentations: How to have a tough skin...big smile... In front of a tough audience.</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)



**Paula Sliefert, Senior Marketing Manager, The Toro Company**

Paula Sliefert joined The Toro Company in 2007 and currently serves as senior marketing manager in the company's Commercial Business. In her role, she has responsibility for supporting a number of Toro's key industry relationships— in addition to helping develop and implement strategies targeted at growing the Sports Fields & Grounds market segments, which represents professional and collegiate sports, educational institutions, and government including federal, state and local entities.

Paula is a graduate of Simpson College with a bachelor's degree in German and International Business and holds a master's degree in German from Bowling Green State University. She studied and worked abroad in both Germany and Austria, having completed a work abroad program with Mercedes-Benz, as well as having attended the University of Salzburg, Austria.



**Ken McFarland, VP Solutions and Field Operations, Periscope Holdings, Inc.**

Ken McFarland has more than 20 years of experience in management & technology consulting, software sales and sales management. McFarland leads Periscope's sales organization, which includes sales, presales support and business development. Along with Periscope's other executives, he is responsible for customer satisfaction and serves as an advocate for Periscope's customers.

Prior to joining Periscope, McFarland worked in various sales roles at SAP, Harcourt Assessment, i2 Technologies and Vignette. McFarland was a key performer and sales leader at each of these organizations, setting a standard for revenue growth and customer satisfaction. He spend the first years of his career in technology as a consultant with Andersen Consulting (now Accenture) and Trilogy Software, managing and delivering large and complex implementations of custom and packaged software.

McFarland earned his Bachelor of Business Administration in Finance from the University of Texas at Austin.



**Gary O. Hansen, Purchasing Director, Canyons School District**



**Randi Ruff, Small Business Liaison, University of Utah**