



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

Board of Directors:

Randi Ruff

Debbie Smith, CPPB

Lori Peterson, CPPO, CPM

Chapter President's Message

Dear NIGP Utah Chapter Members:

I hope that all of our NIGP Utah Chapter Members had a fantastic Labor Day holiday weekend and that you are all looking forward to Fall. Speaking of Fall, elections for the NIGP Utah Chapter Board Members are right around the corner. If you have ever wanted to get involved with our NIGP chapter, this is an excellent opportunity. There are various board positions that require a variety of time commitments, duties, and responsibilities... there is something for everyone!

Jennifer Salts- President



If you are interested in possibly serving on the board or interested in volunteering for a committee, please contact me or Polly Alles, NIGP Utah Chapter Vice President, for more details. We will take some time at the next chapter meeting to talk about elections and answer questions.

I would encourage you all to attend our upcoming chapter meeting on Tuesday, September 15, 2015. We have invited Pam Gardiol from the University of Utah Continuing Education back to present on improving communication skills. The presentation will examine the five generations currently in the workplace, their differences and similarities, what messages they respond to, and the actions to take organizationally to draw the best from all generations.

Looking forward to seeing all of you at the chapter meeting.

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: Joan Tuttle (Davis SD) jtuttle@dsgmail.net
- 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

*“Assume a virtue, if
you have it not.”*

-William
Shakespeare

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, Sept. 15, 2015: *Improving Communication*
Pam Gardiol- U of U Continuing Education

Tuesday, Nov. 17, 2015: *Topic and Speakers TBD*

Classroom Corner

Innovations in Procurement
(From Government Procurement, June/July 2015, p. 4-5)

By Kenneth Hayslette

Innovation is a polarizing subject in the world of public procurement. "We can't innovate in public procurement! We are strictly rule-driven, and in today's partisan political environment, innovative changes just won't be allowed." Or is your selected mantra, "Innovate or Perish?" Where are you, and where is your organization on this innovation continuum?

What is innovation? It is the introduction of new ideas in a way that has an impact on society.

Elected officials and organization leaders are significantly more afraid of a potential failure by an innovative change than criticism about ineffective and/or inefficient procurement systems and practices. Why? Many in leadership positions suffer from what Ira Kalb calls the "FDH" syndrome in his article for Business Insider entitled "Innovation Isn't Just About Brainstorming New Ideas." The FDH syndrome stands for officials who are "Fat, Dumb and Happy" with current

Practices. These people echo sentiments similar to the following statements:

"Nothing's broke. Don't try to fix it. Just keep it oiled."

"This system has worked fine for 20 years. What's the problem?" However, there is a more insidious side of resistance to innovation. Some leaders clearly understand that the public procurement processes can be used to control the allocation of the organization's limited resources and thereby dictate which political policies get implemented, how and by whom.

Innovation is not a new idea, but it has a very long history in public procurement.

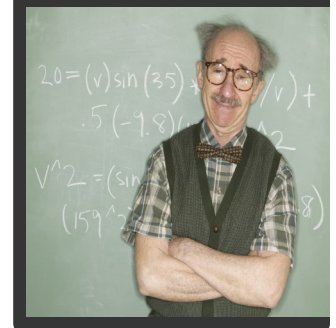
Think about the significant changes in public procurement in just the past 30 years. Consider technology alone. In that time span, we've gone from almost purely paper-based processes to almost purely digital, paperless processes. While some organizations still hold firmly to the paper-based paradigms, most of the progressive public organizations have moved into the digital era. The progression went from using carbon paper to carbonless paper to fax machines to email to e-commerce and now completely digital

Processes. This spans from the documentation of the needs requirements to the final closeout of the contract including completely digital contract documents. Who was responsible for these innovative ideas? Who pushed his or her organization to think about and then implement these changes?

There is still a lot of resistance to change in most aspects of public procurement. Some organizations can conduct their entire procurement processes in the digital world. Others have different processes based upon an arbitrary cost threshold without considering the value- and risk-related implications of the procurement. For some organizations, anything under the formal solicitation threshold can be conducted electronically via email. Everything over the solicitation threshold has to be done in paper. Many organizations are resistant to adopt electronic signatures. This resistance continues despite the fact that many private sector companies and federal government agencies have been using electronic signatures for over 35 years, and it continues despite the fact (cont.)

"Many in leadership positions suffer from the FDH or Fat, Dumb and Happy syndrome."

-Kenneth Hayslette



Classroom Corner (continued)

that the E-sign law was passed in 2000. Why? Perhaps, it stems from a fear of change. Perhaps, these agencies are afraid of making a mistake. Or perhaps, it's an issue of power and control.

Another old paradigm that is being rediscovered and utilized by some more progressive public organizations is relational contracting. Relational contracting is a process agencies use to create and maintain open, honest, and trustworthy communications to ensure agreed-upon outcomes for all contracted parties. One key feature of this process is that the contract document directly addresses the maintenance of the relationships among all the parties including contractors, agencies, end-users and taxpayers. Ironically, prior to the mid- to early-1800s, relational contracting was the norm for most of the world. A person's handshake was enough to ratify the meeting of the minds between two parties to create a contract. How many reams of paper; how many autographs, how many lawyers are required to create the contractual relationship now? Still, contractual rela-

tionships today remain adversarial despite these efforts. Why? What can we do to innovate and make these processes more efficient and effective while maintaining the integrity of the necessary processes?

Innovation is not simply about adopting the newest technology or the latest management or consultant fad of the month. It's not about throwing out tried and proven processes and practices. Innovation is about looking at how we design the services that we provide to our internal and external clients and customers. It is about how we design the forms, documents and information that we use in those contracting processes. Innovation requires cross-functional teams that effectively communicate among themselves while searching for the best means and methods to serve our clients and the public.

Dan Pink, in his 2005 book "A Whole New Mind," suggests that many of the current jobs in America will either be outsourced to an offshore contractor, or replaced by technology. Think about each of the practices, processes and tasks that you perform in

your daily procurement operations. Without consideration to the political and cultural issues, consider which of these processes and tasks could be outsourced or performed by a computer. Be proactive. Start looking for ways you can add value to your agency's procurement process.

What does the future hold for you? If you focus on how you can make your processes more efficient and more effective to better serve your organization, then you have a better chance of a successful career than those afflicted with FDH syndrome.

Tim Cummings puts it rather eloquently in his article entitled "The Disappearing World of Procurement." He says, "Those with vision are grasping that the future lies in the strength of relationships, in research and innovation, in creative ideas and insights—the attributes that machines find hard to replicate." Can you be innovative in public procurement? Are you willing to be? If not, how do you envision your future in the profession?

Kenneth D. Hayslette, CPPO, C.P.M., CPCM

We Need Your Help!

NIGP- Utah Chapter's new year is fast approaching and we need you help! We will have many positions available, in many areas of expertise, and we need some of our talented members to help us fill these positions. Utah has been selected to host the 2017 NIGP National Forum convention here in Salt Lake City, and we need volunteers to help us make that event spectacular!

If you have ever thought about joining the board/committee or just want to help in some manner, this is the time. Please feel free to contact Trever Ward at tward@utah.gov or Randy Ruff at rruff@purchasing.utah.edu for opportunities in either the NIGP Utah Chapter Board/committees or NIGP National Forum convention volunteers!

Special Notes/Announcements

Please Note:

Our next chapter meeting will be Tuesday, September 15, 2015. See you there!



Special Notes / Announcements (cont).

Your Chance to Win a \$25 Gift Card!

We will have a drawing for a \$25 gift card at our September chapter meeting. Anyone submitting one or more names to Jerilyn Midthun of procurement professionals that may be interested in membership to NIGP- Utah next year will be entered into the drawing.

Send your name recommendations today to jerilyn.midthun@slcgov.com !

Celebrating 10 Years!

NIGP- Utah Chapter is celebrating its 10 year anniversary! Check out the certificate attached to the email of this newsletter from NIGP-National.

We thank all those who have served and participated during these past 10 years. We appreciate all you do, and hope we can continue to provide meaningful opportunities to you and our profession!

Buyer and Manager of the Year Nominations

Start considering your managers and co-workers for our upcoming Buyer and Manager of the Year awards! Additional information as well as nomination forms will be forthcoming.

Please help us recognize the great work provided by our fellow procurement professionals!

Upcoming NIGP Webinars

(Complimentary for Members/\$190 for Non-Members. Register at www.nigp.org)

Wednesday, Sept 09, 2015:

Business Sourcing Models

Wednesday, Oct 28, 2015:

The Scoop on Scopes, Specs, Minimums & Backgrounds

(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

Speaker Biographies (Selected)

Pam Gardiol, University of Utah Continuing Education



Pam Gardiol has worked in the organizational management field for over twenty five years. She is President of Gardiol & Associates, and works with Demarche Consulting Group, Inc., Seattle, Washington. She works with organizational leadership in the private, public and non-profit sectors to design specific, hands-on methods to align their performance to their mission. Whether redesigning systems or cultures, or providing one-on-one coaching with business leaders and managers, she helps her clients create organizational environments that foster individual accountability and high performance. A sample of her clients includes the City of Seattle, Corbis, Utah State Government, 3M, Utah Air National Guard, Cities of Salt Lake and Ogden. She is an international trainer in business development, and is a past president of the Utah Chapter of the American Society of Training and Development.

Pam served for sixteen years on the Ogden City Planning and Landmarks Commissions, and has represented higher education in international alliance negotiations throughout Europe. She is adjunct assistant professor in the Political Science department at the University of Utah, and teaches and consults for Professional Education at the U. She teaches master-level classes at Webster University (Hill AFB). Pam holds a Master's degree in Organizational Management and a Bachelor's degree in Social Work and Psychology.