

NPI *insights*

The Newsletter of the National Procurement Institute, Inc.

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OCTOBER 4, 2016

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President's Message

Congratulations to this year's Achievement of Excellence in Procurement® award winners! A huge thank you to Brian Garrity for another successful year and to the AEP evaluation committee members for all your hard work. Please visit the website for additional information including a complete list of winners as well as this year's model submittals.

On August 15, 2016, the NPI Board announced a new Partnership with Onvia which created a new member benefit. The partnership allows each member access to Onvia's searchable library with over 1.8 million bids, RFP's and other resources. Membership is free for both the National Edition and the State Edition. After six months, the National Additions requires members to contribute content quarterly to maintain access. The State Edition does not require contributions.

To obtain this benefit, simply follow the link provided below and complete the sign-up form: <http://www.onvia.com/exchange/npi/>

The Board of Directors submitted a call for vote to amend the Constitution and Bylaws. Voting closed at 7:00 PM on August 19 with a unanimous response to approve the changes. The changes are listed on page 3 of this newsletter.

Are you interested in volunteering on the Board? Let your voice be heard. Volunteering is the one way to participate and be heard. Please let one of the Board Members know if are interested in serving on a committee.

The 48th Annual Conference and Products Exposition is right around the corner and will take place Oct 9 – 12, 2016 in beautiful Colorado Springs, Colorado.

The educational program offers education hours for both ISM and UPPCC certification and re-certification.

If you haven't registered, it's not too late to join us. Registration and agenda information is included. I hope to see you there where you'll have a golden opportunity for fun and learning.

Respectfully Serving,

Dawn M. Berry, CPPB
2016 NPI President





21st Annual Achievement of Excellence in Procurement® Award

The 21st Annual Achievement of Excellence in Procurement® (AEP) Award program was a great success! This year, 202 agencies earned the prestigious honor that recognizes organizational excellence in public and non-profit procurement. The 2016 recipients included 48 counties, 72 cities, 25 higher education agencies, 23 school districts, 21 special districts, and 13 state agencies. [Click here](https://npiconnection.org/aep/index.asp) to view the list of winners!

For more information on the program visit <https://npiconnection.org/aep/index.asp> or contact us at aep@npiconnection.org.

Congratulations to all of the 2016 recipients!

Brian Garrity, CPSM, C.P.M., CPPB, AEP Committee Chair



NPI Constitution & Bylaws

The Board of Directors submitted a call for vote to amend the Constitution and Bylaws. The changes were unanimously approved. The approved changes are as follows:

Constitution

1. Article V Governing Body: Separated the combined Secretary/Treasurer position.
2. Article V Governing Body: Eliminated the 2nd Vice President position; replaced with Secretary Position.
3. Article V Governing Body: Retitled the AEP Chair position to AEP Officer, and elevated to the Executive Board (this is an appointed position, not an elected position).
4. Article V Governing Body: Reassigned duties.



The full NPI Constitution and Bylaws, as amended, are posted under the Members Only Section of the NPI website at www.npicconnection.com.

Putting **CHOICE** in procurement!



We believe choice is good!

NJPA is a governmental unit that competitively solicits contracts on your behalf. We satisfy the bid process so you don't have to. All you need to do is join at no cost, no obligation, and no liability.



NJPAcoop.org



NJPA
National Joint Powers Alliance®

Competitively Solicited Cooperative Contract Solutions



Thank You for sharing the 2016 AEP Award for Lompoc's Purchasing Division.

Left to right: Debbie Casper, CAPPO First Vice President, Ray Ambler, Purchasing Manager, Maria Villarreal, Buyer, CPPB, Theresa Hernandez, Buyer/Purchasing Assistant, Brad Wilkie, Director of Management Services, Bob Lingl, Mayor City of Lompoc, Brian Garrity, NPI Achievement of Excellence in Procurement Committee chair.
Adrienne Boyd Buyer was not pictured.

Purchasing can be a monotonous and underappreciated group but when AEP application time rolls around there is a sense of pride and accomplishment that excites the office. That energy has proven successful in that, The City of Lompoc is proud to announce the attainment of its 8th Achievement of Excellence in Procurement (AEP) Award.

Lompoc, a small city (pop. 45,000) on the central coast of California, has a procurement staff of 5 full-time and 1 part-time employees and this year marks the second consecutive year of winning this prestigious award.

Ray Ambler, Lompoc's Purchasing & Materials Manager (and a past president of CAPPO – California Association of Public Purchasing Officers) is very supportive of the AEP program and encourages his staff to work on it each year. He feels it is beneficial to have a sense of what others in the Purchasing profession are doing and broadens perspectives beyond the confines of established practices. That the biggest benefit of applying for the award is to keep informed of current trends within the purchasing profession and to keep abreast of innovations in areas such as e-procurement, vendor relationships, cooperative purchasing and environmental issues, among others.

Ray believes that the AEP Award helps validate the Purchasing Division's dedication to recognize best practices within the profession and imparts confidence in its ability to perform jobs in a fiscally sound, ethically responsible, and constantly innovative manner. The award criteria establish benchmarks for which to strive and each year, helps improve the division's practices in easily measurable ways.

The AEP Award is the Olympics of procurement and the City of Lompoc strives for the Gold!

Conference Agenda

SCHEDULE AT A GLANCE

Sunday, October 9		11:00 AM - 2:00 PM	48th Annual Products Exposition and Buffet Lunch
6:30 - 7:00 PM	First Timers' Welcome Reception	2:00 - 3:30 PM	How to Set Goals and Actually Achieve Them
7:00 - 9:00 PM	Welcome Reception		The Professional Purchaser: What You Bring to the Table
Monday, October 10		3:45 - 5:15 PM	Reinventing Procurement - The City of Tucson's Procurement 2.0 Project
8:00 - 10:00 AM	Opening Ceremony and Breakfast: "Filling the Glass: Real World Tactics and Motivation for Increasing Productivity and Job Satisfaction"		Critical Conversations: Delivering Messages People Don't Want to Hear
10:15 - 11:15 AM	General Session: What "Procure" Meant, Means and May Become	6:00 - 9:00 PM	21 st AEP Awards Gala and Carlton N. Parker Award Presentation
11:30 AM - 12:30 PM	Presidential Awards Lunch		
12:30 - 2:00 PM	The Secret of Making Really Good Decisions		
	Effective Statements of Work		
2:15 - 3:15 PM	Change Management		
	Business Ethics		
3:30 - 5:00 PM	The FTA Super Circular		
	5 Keys to Negotiating Strong Energy Supply Contracts		
6:00 - 9:00 PM	Buyer/Supplier Networking Event		
Tuesday, October 11		Wednesday, October 12	
8:00 - 9:30 AM	General Session: METOO: The Disruptive Forces Keeping CPOs Awake at Night	8:00 - 9:30 AM	Policy and Procedure: Is it Working for You?
9:45 - 10:45 AM	The Texas Two-Step: Lead the Dance Toward an Effective Procurement Strategy		Using Social Media as the Edge in the War for Talent
	You be the Judge! Procurement Case Law	9:45 - 11:15 AM	Contract Administration: Procurement's Achilles Heel
			LEAN Basics Part 1
		11:30 AM - 1:00 PM	Annual Business Meeting and Installation of Officers Lunch
		1:30 - 2:30 PM	LEAN Basics Part 2
			Technical Writing Skill Building
		2:45 - 3:45 PM	AEP Best Practices
			Case Studies in Procurement: Roundtable Discussion
		4:00 - 5:00 PM	Closing General Session: Jeopardy

48th Annual National Conference &
Products Exposition
and the
21st Annual Achievement of Excellence in
Procurement Awards Presentations

October 9-12, 2016
The Antlers Hotel
Colorado Springs, Colorado



DELEGATE REGISTRATION FORM

48TH ANNUAL CONFERENCE AND PRODUCTS EXPOSITION

ANTLERS HILTON, COLORADO SPRINGS, CO • October 9-12, 2016

Name (last, first) _____ Certification(s) _____

Name to be printed on badge _____

Title _____ Agency/Organization _____

Mailing Address _____

Phone (_____) _____ E-mail Address _____

☐ Any special dietary needs or special accommodations you may require? _____Is this your first NPI Conference? ☐ Yes ☐ No

CONFERENCE FEES: These fees cover all scheduled sessions and events, per person. The non-NPI member full conference fee includes membership benefits in NPI (if eligible) from time of registration through January 15, 2016.

	Early Registration Fee until July 8th	Fee if Received July 9 - Sept 16th	Registration after Sept 16th	
<input type="checkbox"/> NPI member conference fee*	\$650.00	\$700.00	\$750.00	\$ _____
<input type="checkbox"/> Non-member fee	\$900.00	\$950.00	\$1000.00	\$ _____

*This rate also applies to non-NPI members who are members of an NPI chapter, ISM affiliate, or Recipient of Achievement of Excellence in Procurement.

SINGLE DAY CONFERENCE REGISTRATIONS

NPI Members Check Conference Day(s): ☐ Monday ☐ Tuesday ☐ Wednesday \$250/Day \$ _____Non-Members Check Conference Day(s): ☐ Monday ☐ Tuesday ☐ Wednesday \$350/Day \$ _____

*The daily rate includes all activities and meals scheduled for that day.

RETIRED NPI MEMBER FEES:

Retired members of NPI and delegates' spouse may attend the conference and products exposition at no charge, but must purchase tickets for the following functions.

		Number of guests	
Welcome Reception	Oct. 9, 2016	\$50/person	Qty: _____ \$ _____
Opening Ceremony and Breakfast	Oct. 10, 2016	\$35/person	Qty: _____ \$ _____
Presidential Lunch	Oct. 10, 2016	\$55/person	Qty: _____ \$ _____
Buyer/Supplier Networking Event	Oct. 10, 2016	\$50/person	Qty: _____ \$ _____
Buyer Supplier Lunch	Oct. 11, 2016	\$50/person	Qty: _____ \$ _____
AEP Awards Banquet	Oct. 11, 2016	\$75/person	Qty: _____ \$ _____
Installation Luncheon	Oct. 12, 2016	\$50/person	Qty: _____ \$ _____
Full Meal Package		\$365/person	Qty: _____ \$ _____

TOTAL: _____ \$ _____

PAYMENT METHOD:

☐ Enclosed is my check or money order, payable to NPI in the amount of \$ _____Charge my ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Amount Authorized: _____ Card Number: _____ Exp. Date: _____

Name on Card: _____ Signature: _____

****WE MOVED! PLEASE BE SURE TO UPDATE YOUR ACCOUNTS PAYABLE RECORDS****

PLEASE FORWARD APPLICATION AND PAYMENT TO:

MAIL: National Procurement Institute • Delegate Registration • PO Box 2774 • Rockport, TX 78381

Phone: 866-877-7641 • Email: executivedirector@npiconnection.org

Cancellation notice must be received in writing or via email to executivedirector@npiconnection.org. Cancellations received more than 21 days prior to the Conference will receive a full refund, less a \$100 administrative fee. Cancellations received less than 21 days prior to the Conference will receive a 50% refund, less a \$100 administrative fee. Attendee substitutions within the same agency may be done at any time with written or email notification to NPI. No refunds are given for no-shows.

Orange County Fire Authority Adopts the Model Procurement Code

Written by Wayne A. Casper, C.P.M., CPPO

On May 26, 2016, the Orange County Fire Authority (OCFA) Board of Directors adopted a procurement ordinance substantially based on the American Bar Association's Model Procurement Code (MPC). It is believed that OCFA is the first public agency in California to adopt a comprehensive law based on the MPC. The Orange County Fire Authority is a regional fire service agency that serves 23 cities in Orange County, CA and all unincorporated areas. The OCFA protects over 1,680,000 residents from its 71 fire stations located throughout Orange County.

The MPC was initially developed and adopted in 1979 and updated in 2000. The MPC is recognized as the best standard and most comprehensive model for state and local government procurement. The MPC structure is intended to provide a flexible framework that promotes transparency, fairness, competition, and the best practices for source selection processes for government agencies.

The stated purposes of the OCFA ordinance are to:

- Simplify, clarify, centralize, and modernize the Fire Authority's rules and regulations governing procurement.
- Permit the continued development of best value procurement policies and practices.
- Provide for increased public confidence in the procurement procedures followed by the Fire Authority.
- Ensure the fair and equitable treatment of all persons who deal with the procurement system of the Fire Authority.
- Provide increased economy in Fire Authority procurement activities and maximize, to the fullest extent practicable, the purchasing value of public monies of the Fire Authority, and foster effective broad-based competition within the free enterprise system.
- Provide safeguards for the maintenance of a procurement system of quality and integrity.
- Obtain in a cost-effective and timely manner the materials, services, and construction required by the Fire Authority to better serve its citizens.

The OCFA ordinance governs all aspects of its procurement. The ordinance establishes the Chief Procurement Officer as the central procurement and contracting authority of the OCFA. The ordinance also provides for source selection, including competitive sealed bidding and competitive sealed proposals, and contract formation. The competitive sealed proposal process specifically allows negotiations, including concurrent negotiations. Standards for sole source and emergency procurements are established. The ordinance governs the procurement of public works projects (i.e., construction) and professional design services based on the State of California statutes. Requirements for cooperative procurement and disposition of surplus property are established. The ordinance provides legal and contractual remedies for suppliers and establishes the authority of the Chief Procurement Officer to resolve such disputes.

The effort for the Orange County Fire Authority to adopt the MPC was initiated and led by Debbie Casper, C.P.M., CPPB, Chief Procurement Officer, with strong support from Jeff Bowman, Fire Chief and Lori Zeller, Assistant Chief, Business Services.

Article continued from previous page...

Debbie Casper stated that the “adoption of the MPC provides a road map for Procurement staff, agency staff and vendors alike. The structure of the Code was designed to simplify and clarify the policies that govern OCFA procurement. The Code is easy to follow and addresses my concerns that the prior code was silent or unclear on such as source selection processes including dollar thresholds, best value solicitations, consistency with State laws, protests, use of cooperative contracts, and procurement authority. Because the procedures are clearly defined in the Ordinance, OCFA was able to increase the authority of the Chief Procurement Officer. The Code went into effect on July 1, 2016 and we have already realized the benefits by having a comprehensive code that encourages competition and provides clear guidelines to the procurement process. The next step will be to draft a new procedures manual with the Code serving as the backbone.”

The American Bar Association’s Model Procurement Code has been adopted by over a dozen States and many cities, counties and special districts. The legal foundation is one of the most important aspects of achieving an excellent procurement function. As a public procurement official, have you ever been frustrated by the restrictions of the “law” that limits you from being able to award a contract to the firm that offers the best value for your state, city, county, school district, university or special district? Or a law that is so loose that your customers often want to abuse good procurement practices and you feel that you have no authority? Or current laws that are confusing, inconsistent, disjointed or just a mess? The MPC provides a consolidated, structured and transparent legal foundation for good public procurement.

OCFA’s adopted ordinance is available to review at the [OCFA Procurement Code](#) and the ABA’s MPC can be ordered at <http://shop.americanbar.org>.



Chapter News

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If you live and work in the North Central Texas area, the incoming PPANCT President will be appointing Committee Chairs for the 2017 term. If you are interested in serving on any of the Committees listed below, either in a Chair capacity ,or as a committee member, please email Annet Warzwick at annet.warzwick@dentoncounty.com indicating your interest.

- Constitution/By Laws/Legislation
- Marketing / Newsletter
- Membership
- Audit/Budget
- Professional Development
- Programs
- Public Relations
- Special Events – Supplier Showcase
- Website
- Records/Historian

PPANCT awarded NPI Conference scholarships to some very deserving members.
Congratulations to the following scholarship recipients:

Jennifer Harbour, CPPB
Senior Buyer
Denton County, Texas

and

Matt Dobecka, CPPO, CPPB, CPCP
Function Analyst
Collin County, Texas

Chapter News



MEMBER SPOTLIGHT

KIM GOULD, CPPO, CPPB CHAPTER VICE PRESIDENT

Kim Gould has held her position as Purchasing Director for Smith County since December 2014. Prior to her work at Smith County, she held the position of Purchasing Agent for Ellis County. She previously held the position of Buyer/Project Management at Smith County for eight years. Kim earned her Bachelor of Business Administration in 2011 from Texas College. She received her CPPB in 2008 and her CPPO designation 2015. She serves in many professional positions, which includes Executive Board as Vice President, Board of Director, Chairperson Sponsorship Committee, Chairperson Historian Committee and Professional Development for TxPPA and Vice President for PPAET. Kim is a member of National Institute of Governmental Purchasing (NIGP), Public Purchasing Association of North Central Texas, NPI and Texas Public Purchasing Association (TxPPA).

Monthly Meetings

10:00 am
ETCOG Facility
3800 Stone Rd.
Kilgore Texas

All meetings will be held on the third
Wednesday of each month for 2016

Cancellation Notice

July 20, 2016 PPAET Meeting - cancelled

New!

PPAET LOGO

Public Purchasing Association of East Texas



a Chapter of the National Procurement Institute

Member Benefits:

Certification credits	Networking
Joint Purchasing Initiatives	Sharing of Best Practices
Professional Training	Mentoring
Connection to national organization events and conferences	
Exposure to new procurement trends and developments	

Chapter Facts: Annual Membership set at \$50.00

Water, Oil and Gold

Written by: Gilbert C. Garza, CPSM, CPPO

Texas has long been known for its vast oil resources, Black Gold. It's been around since 1901 when the Spindletop oil well, located near Beaumont, Texas spewed oil over 100 feet in the air. The Texas economy was transformed from a rural, agricultural state, into the petroleum and industrial age. This brings me to another natural resource, water.

In the early 1920's, in Montgomery County, Texas, a group of local businessmen saw a need to develop and utilize the water resources of the San Jacinto River Basin. Through the efforts and leadership of those local businessmen, the San Jacinto River Authority was eventually created in 1937.

Over the last seventy-five years or so, the San Jacinto River Authority (SJRA) has evolved and grown to be one of the premier Water Authorities in the state of Texas, supporting four operating divisions. Surprisingly enough, the SJRA operated for most of its existence without a purchasing department. That's right. The purchasing department was added as a key support function in 2010. With its leadership and management in place, the SJRA realized that if it was going to move into the 21st century, it was going to need a purchasing department to help navigate and follow the numerous rules and regulations governing the SJRA, in particular, Chapter 49 of the local Water Code.

The SJRA hired a seasoned and experienced Purchasing Manager. Through her efforts, and the support of upper management, she has managed to put together a competent and skilled purchasing team that oversees the procurement of each operating division. Over the last five years, the SJRA has undertaken a \$500 million Ground Water Reduction Plan that included the construction of a surface water treatment plant and 57 miles of water transmission lines. The water is provided by the Lake Conroe Division. The SJRA is continuously spending millions on a yearly basis rehabilitating and or adding assets to provide water and wastewater services to The Woodlands, Texas. Raw water is delivered to industrial customers through a canal system operated by the Highlands division that is also spending millions of dollars to make improvements to an infrastructure that is 70 years old. Pretty awesome accomplishments from what was once a little known water district.

This brings me to the accomplishment that I am most proud of. Through the leadership and support of our Purchasing Manager and our upper management, the SJRA purchasing department has earned the NPI Achievement of Excellence in Procurement Award the last five years in a row.

Many of our accomplishments would not have been achievable if it wasn't for the vast resources provided by the NPI. The programs and training it provides to its members has been invaluable in keeping the procurement profession current and up to date on practices, processes and procedures. The knowledge I, and many of my colleagues have gained, is as good as Gold!

Workforce Solutions of North Central Texas Receives Award



In addition to their 6th AEP Award, Workforce Solutions of North Central Texas was recognized by The Quality Texas Foundation with a Progress Award in building an organization based on the Malcolm Baldrige criteria. They hope to apply at the full award level sometime in the future!

Congratulations!



New job opportunities posted in the Members Only Section of the NPI website. Visit now to view job postings!

- *Contracts Negotiator, Manatee County, Florida*
- *Contract Specialist, Manatee County, Florida*
- *Buyer, League City, Texas*

Save the Dates

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Past issues are posted at
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48th Annual National Conference & Products Exposition

October 9-12, 2016

Antlers Hotel, Colorado Springs, Colorado



49th Annual National Conference & Products Exposition

October 17-20, 2017

Crown Plaza French Quarter, New Orleans, Louisiana

