



NIGP- Utah Chapter

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NIGP- Utah Chapter Officers:

President: Colette Brown

Vice-President: Zachary Christensen, J.D.

Secretary: Gayle Christensen

Treasurer: Brandon Thomas

Past President: Jason Steinmann

Board of Directors:

Kurt Prusse, CPPB

Nancy Webb, CPPO

Vicki Woodward, CPPB

Chapter President's Message

Dear NIGP Utah Chapter Members,

This year is off to a running start for us. First, we're thrilled with the efforts of those involved with the Reverse Trade Show who have been working behind the scenes these past two months getting things ready for April 29, 2019. Within the first week of advertising, we had over 100 vendors register. Thank you for your outstanding work!

We also had a chance to learn from Jeff Baird better ways to communicate with more than just works (careful the way you are pointing, or directing people) through our body language. Our vice president, Zac Christensen, also helped us sort through the complexity of applying to take the CPPB or CPPO exams- not even what you need to know to pass them! As I mentioned in the last newsletter, I will be taking the exam in May 2019. If you are planning to take the exam in either May or October and would like to join a study group, please email me.



Colette Brown- President

March is the time of year we celebrate Procurement Month. I smile each time I tell people my profession and the blank looks I receive in response. Yet, after an explanation, I can see them thinking of all the things in the world that need to be purchased. It's a lot. Sometimes it may feel like we, as public procurement professionals, don't get the recognition we feel we deserve as we strive our best to spend taxpayer dollars in the most effective and efficient way possible. That is one reason why we choose to use our March meeting to celebrate all the hard work and good we each do. So, thank you!

To kick off our March 2019 meeting, we will enjoy having fellow NIGP national member, Lisa Premo, speak about Ethics in Purchasing and Trends in Public Procurement. Please come with your own mission/vision/value statement and/or ethics policy/code from your agency to help make the conversation more personalized.

We look forward to seeing everyone there!

Sincerely,

Colette Brown, President- NIGP Utah Chapter



"If you want things to change, you have to change first."

-Rosie Bourget

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: Colette Brown (UofU) cbrown@purchasing.utah.edu

Financial: Kurt Prusse (Jordan SD) kurt.prusse@jordandistrict.org

Historian: *Position Open!*

Membership: Erica Langenfass (Sandy City) elangenfass@sandy.utah.gov

Marketing/Public Relations: Tonya Hodges (Jordan SD)
tonya.hodges@jordandistrict.org

Education: Nancy Webb (Canyons SD) nancy.webb@canyonsdistrict.org

Nominating: Gayle Christensen (Canyons SD)
gayle.christensen@canyonsdistrict.org

Community Involvement: *Position Open!*

Upcoming Meeting Dates

MEETING LOCATION: Until further notice, all chapter meetings will be held at the Jordan Academy for Technology Careers, South Campus at 12723 S. Park Ave. (2080 W.), Riverton, UT. Meetings will be held 9:00 am – 12:00 pm.

Tuesday, March 12, 2019:

Lisa Premo- NIGP National- Global Practices Manager

Session 1: *Ethics in Purchasing*

Session 2: *Trends in Public Procurement*

Monday, April 29, 2019:

Reverse Trade Show
Miller Conference Center
9750 S. 300 W., Sandy, UT 84070
9:00 am – 2:00 pm

Classroom Corner

Learning from Others (From Government Procurement, Dec/Jan 2019, p. 24)

It is real easy for me to get in a rut. You know the drill; thinking you have everything figured out and not really in need of outside opinions? After oh so many years in public procurement, I think I know what I'm doing. But in reality, we all have a lot to learn from each other.

Remember the Zen Proverb: "It takes a wise person to learn from their mistakes, but an even wiser one to learn from others."

What I mean is that sometimes we tend to focus on what we know and what we have done in public procurement, and not really consider what might be possible. The fact is, the possibilities are endless when it comes to improving our procurement practices, just by looking to others.

A few years ago our procurement department at Portland State University made a concerted effort of promoting supplier diversity. In a three year period our utilization of minority, women and emerging small businesses jumped from less than 5 percent to nearly 18 percent. While I was proud of this accomplishment (maybe even preparing for an award acceptance speech), I discovered something about a colleague of mine on the other side of the country, Etta Henry. Her university, Old Dominion, had just realized over 60 percent utilization of small businesses. Obviously, there was something more for me to learn.

If we are really honest with ourselves (and maybe a bit humble), we can admit that

professionals outside of our organization can help us. How about a review of our procurement policies and practices from Periscope, a consulting firm that is highly experienced in best public agency practices?

Or perhaps a third party assessment of our procurement program from The Institute for Public Procurement or the National Purchasing Institute? The Outstanding Agency Accreditation Award and the Achievement of Excellence in Procurement, respectively, are highly recognized accomplishments. They are also a nice award to display in your lobby. Each of these programs assess the performance level of your procurement practices, but they also offer a blueprint of areas for improvement.

My point is this: even the most experienced procurement professional can learn a great deal from others outside of their organization.

Here is another example I often share. While teaching at the University of Illinois at Chicago, I met with Lourdes Coss, then their director of procurement. She shared with me that for each formal solicitation her office handles, they send a postcard to the using department. It includes a brief survey asking how their needs were met, quality of goods or services received, and the helpfulness of the procurement staff. It is pre-addressed to the director of procurement, who personally (cont.)

"It takes a wise person to learn from their mistakes, but an even wiser one to learn from others."

- Zen Proverb



Classroom Corner (cont.)

Reviews each and every response. This allows their central procurement unit to make adjustments and improvements to their processes.

What a great idea... why didn't I think of that?

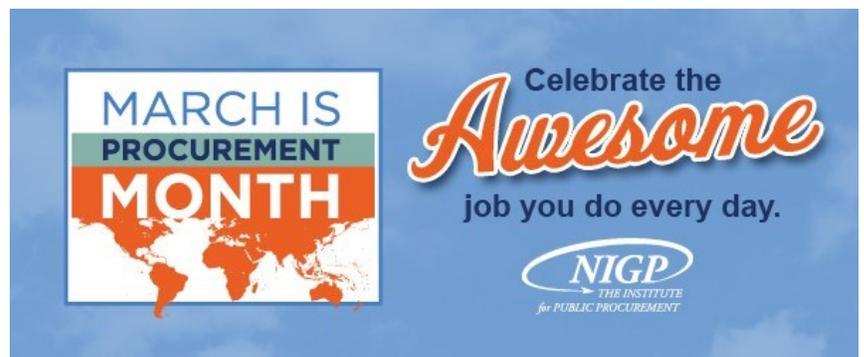
Darin Matthews, FNIGP, CPPO, CPSM, is the director of procurement for the University of California, Santa Cruz. He has extensive management experience, speaks throughout the world on procurement issues, and has published several books and articles on supply chain management. Contact Matthews at darin@ucsc.edu

Buyer of the Year & Manager of the Year Nominations Now Open!

Who has an amazing boss, co-worker, or friend that has contributed to public procurement? We all do! Please send your nomination to Zac Christensen at zac.christensen@schools.utah.gov. We will be sending out nomination questionnaires to help gather additional information so that we can acknowledge those who are making a contribution to public procurement in Utah. Put on your thinking caps, pull out your oversized magnifying glasses and let's find those who should be thanked for their contributions!

CPPB Study Group

Are you interested in studying for the CPPB with some other amazing candidates? Come join us as we start a study group! We plan on meeting Tuesday evenings from 5:30 – 6:30 starting mid March at the Utah State Board of Education. We will be splitting up the different Domains and help each other study and prepare, who knows, we may have some treats make an appearance too! If you are interested in participating (you don't have to be scheduled to take the test yet!) send an email to Zac Christensen at zac.christensen@schools.utah.gov or Colette Brown at cbrown@purchasing.utah.edu and we'll keep you updated!



Special Notes/Announcements

Please Note:

Our next chapter meeting will be Tuesday, March 12, 2019. See you there!



Special Notes / Announcements (cont).

Exciting Things to Come in 2019!

Our local chapter will host its first Reverse Trade Show on April 29, 2019, where you are at the tables, and the vendors come to you! Breakout sessions will also be available for additional training. More information to come!

Plan now for National Forum in Austin, Texas, August 25-28, 2019. It's a great opportunity for networking and gaining skills necessary for a successful procurement career!

Temporary Location for Chapter Meetings

Chapter meetings will temporarily be held at the Jordan Academy for Technology and Careers- South Campus located at 12723 S. Park Avenue (2080 West), Riverton, UT 84065. For a map, please follow this link: <https://www.google.com/maps/place/JATC+South+Campus/@40.520677,-111.9470759,17z/data=!3m1!4m5!3m4!1s0x87528684a641d839:0x2d279e6be0db0695!8m2!3d40.520677!4d-111.9448872>

Come Hungry for March Chapter Meeting!

Happy Purchasing Month! As part of our March meeting we will be providing lunch from Dickey's BBQ. Lunch will be served in lunch boxes with the following sandwich options: Pork, Chicken, Turkey. If you have any dietary needs, please reach out to Colette Brown at cbrown@purchasing.utah.edu, or 801-585-1959.

Upcoming NIGP Webinars

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

Tuesday, Mar. 19, 2019:	<i>The Power of Certification: Credibility, Marketability, Respectability</i>
Thursday, Mar. 28, 2019:	<i>Transition to Paperless- City of Leesburg's eProcurement Implementation</i>
Thursday, Apr. 11, 2019:	<i>Procurement Fraud- Can You Detect It?</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: 801-567-8706 ; Email: tonya.hodges@jordandistrict.org

Speaker Biographies (Selected)



Lisa Premo- NIGP Global Practices Manager

Lisa Premo is NIGP’s Gloabal Practices Manager. For over 13 years, she has worked collaboratively with academics, staff, volunteers, and other stakeholders to plan and execute community events and initiatives for a non-profit organization, to manage a University Lecture Series, and, more recently, to develop public procurement guidance. Lisa earned her bachelors of music in cello performance at Indiana University, her masters of public management at Carnegie Mellon University, and her professional life coaching certificate at Duquesne University.

Session Descriptions:

Ethics in Procurement: What are ethics, where do they come from, and how do we integrate them?

Each of us has a general sense of what ethics are, but what are the ingredients that make up our ethics policy, especially when it comes to procurement? NIGP’s Global Practices Manager brings resources and engages attendees to help unravel ethics and then weave it back into Procurement policy

PLEASE BRING YOUR AGENCY’S MISSION/VISION/VALUES STATEMENT(S) AND ETHICS POLICY/CODE(S), AS WELL AS THOSE SPECIFIC TO YOUR PROCUREMENT DEPARTMENT/OFFICE.

Trends In Public Procurement: How are you preparing?

Lisa Premo will share future trends according to the academics, provide resources, and ask attendees what they’ve noticed and the proactive steps they are taking.

State or Utah PEP Seminar Dates

(Please note: March PEP will be cancelled and substituted with the NIGP/State of Utah Reverse Trade Show on April 29, 2109)

Thursday, June 6, 2019

Thursday, September 19, 2019

Thursday, December 5, 2019

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

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!

