

Chapter Bulletin

December, 2020

President's Corner

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Contributors

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Bentley

We support education as a means to continually furnish excellence in our ranks. We promote ethical, efficient and cost effective procurement practices for the promotion of integrity and best value for our public stakeholders.

NIGP
Official Chapter



Greetings Fellow MAPP Members,

I feel like I am starting so much of my correspondence is way these days, I hope this finds you doing well! As we wrap up 2020 I feel like we have so many exciting things to share with our members! While we cannot be together in person right now rest assured the Board is coming up with creative ways to continue to provide you support and networking.

MAPP Updates:

New website platform – MAPP has a new website platform with Star Chapter. Please take a moment and checkout our new website at www.mappi.org. We are hoping this brings better communication and networking tools to our members. The new website will still have a member's only forum feature and we are hoping for better email communication as well.

MAPPI Hours and Membership Networking – Be on the lookout for upcoming MAPPI hours and Lunch and Learn networking opportunities! MAPP has purchased a Zoom account for us to use to reach out to our members on a more consistent basis. Events announcements will be posted to the MAPP Facebook group and sent out via email to membership!

Pre-Recorded and Live Webinars – Your MAPP Board is working behind the scenes to provide educational opportunities. Please be sure you are taking advantage of these FREE sessions!

MAPP Membership for 2021 – for current MAPP Members your membership dues for 2021 will be waived. The MAPP Board knows and understands the financial impact the pandemic is taking on our agencies and we want to continue to support you and your professional growth during these challenging times!

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President's Corner, cont...

MAPP Conference Update – A conference for 2021 is not looking promising at this time. We had started to work with Chateau on the Lake but the cancellation policy (if needed) was not favorable. We have tabled the conference at this time BUT be on the lookout for future MAPPI Hours, MAPP Member Check-Ins, Lunch and Learns, and webinars during 2021.

NIGP Updates:

NIGP-CPP – Congrats to the more than 100+ NIGP members who earned their NIGP-CPP certification during the November testing period. Including our very own Alice Winkelman, Procurement Manager for the City of Wentzville!!!

New Website – NIGP has recently released their new website! Please check it out if you have not already done so.

New Global Best Practice - NIGP has released the latest Global Best Practice: Stakeholder Relationships. The practice focuses on:

- *Establishing and building stakeholder professional relationships
- *Achieving success on individual procurements
- *Elevating the procurement function across the entity
- *Improving effectiveness and efficiency

To read the latest practice, click [here](#).

NIGP VCON - January 27 - 28, 2021

Registration is Now Open for our 2021 Virtual Conference.

Virtual Connections. Visionary Content. Explore VCON.

VCON is where proactive procurement professionals gather and engage virtually with continuing education, agency networking, and collaborative problem-solving.

Hear from experts on the most pressing member-selected topics impacting your organization:

- *Diversity & Inclusion
- *Change Management
- *Remote Work Management

Recharge. Reconnect. Remotely.

Reconnect with colleagues from all areas of procurement to process all the challenges you've endured and the accomplishments you've achieved together as we prepare for a stronger 2021.

If you haven't attended VCON yet, now is the perfect time to join and earn 10 Contact Hours.

[REGISTER TODAY](#)

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President's Corner, cont...

UPPCC Updates:

New Exams for October 2021 - The Universal Public Procurement Certification Council (UPPCC), the recognized leader in universal public procurement certification, announced new examinations for both the Certified Public Procurement Officer® (CPPO®) and Certified Professional Public Buyer® (CPPB®) effective with the October 18 – 30, 2021, examination window.

Link to learn more: <https://uppcc.org/New-Exams-for-October-2021>

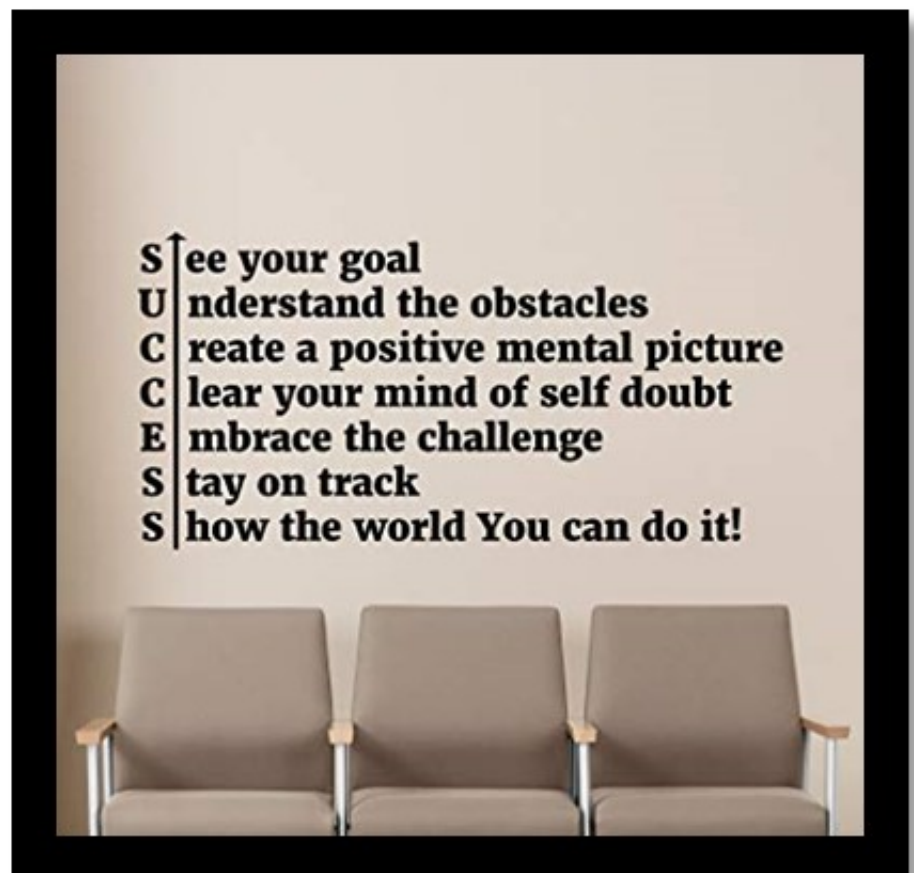
In closing, I want to wish you all a very happy holiday season. As in typical 2020 fashion, I know the holidays look different this year and we are all doing our best to adapt and make the most of the situation! I do hope you are all able to enjoy some well-deserved time off, practice self-care, and stay healthy!

As we embark on 2021 I encourage you all to start thinking about the professional goals you would like to set for yourself in the New Year! My wish for you all is that 2021 brings you and yours many blessings.

Take care everyone!

Sincerely,

Kara M. Daniel, NIGP-CPP, CPPB
MAPP President



Education Opportunities



Jan. 5 Webinar - Content Corner - Are Certificate, Certifications, & Designations the Right Path for Me?

This webinar educates members on the differences between certifications, designations and certificates and discusses the digital badge program.

<https://www.nigp.org/course/6a93ada6-177e-4599-a690-d5b2c8400dfb>

Jan. 19 Webinar - Content Corner - eLearning Behind the Scenes

This webinar educates members on what on demand education with NIGP means.

<https://www.nigp.org/course/7ceebac4-4da0-4edc-b7e4-751daa47bb0d>

Jan. 20 Webinar - You Are Certified by the UPPCC. Congratulations! What is Your Next Journey?

If you are currently certified as a CPPO or CPPB and consider yourself a mid to executive level leader, this Webinar is for you. Recent surveys concluded that half of the respondents would consider a new credential. This number jumps to 74% for respondents under 40. Through June 2021, you have a unique opportunity to earn your NIGP Certified Procurement Professional designation without spending a dime. Learn how to apply via an abbreviated online application and prepare for the modular exam that will only focus on those topics not covered in your UPPCC exam. <https://www.nigp.org/course/b1f71192-b164-4217-ad31-6dc0bddf8f50>

Jan. 26 Webinar - NIGP Certified Procurement Professional: A Proven Pathway That Invests in Your Long-Term Career Growth

This webinar provides detailed information on the NIGP Certified Procurement Professional designation as defined in the NIGP-CPP Certification Handbook to include the program objectives, the exam content and format, key product differences, eligibility requirements, the application process, exam availability, and re-certification requirements.

<https://www.nigp.org/course/798558ab-c2ba-44b7-9a57-9d64ec2f9d3e>

Jan. 28 Webinar - e-Procurement Marketplace: Maximizing the Benefits for Your Agency

This webinar details how a procure-to-pay Marketplace can benefit your agency.

<https://www.nigp.org/course/ca5c4cbc-1c76-41c5-8d5b-3339990d0641>

Feb. 9 Webinar - You Are Certified by the UPPCC. Congratulations! What is Your Next Journey?

If you are currently certified as a CPPO or CPPB and consider yourself a mid to executive level leader, this Webinar is for you. Recent surveys concluded that half of the respondents would consider a new credential. This number jumps to 74% for respondents under 40. Through June 2021, you have a unique opportunity to earn your NIGP Certified Procurement Professional designation without spending a dime. Learn how to apply via an abbreviated online application and prepare for the modular exam that will only focus on those topics not covered in your UPPCC exam. <https://www.nigp.org/course/14fd93da-648e-4820-b955-6c677a2b064f>

Education Opportunities

Feb. 19 Webinar - Procurement Law Tales From The Dark Side

For four years, Richard Pennington was in private law practice where he filed bid protests and represented clients in court challenges to awards and contract disputes. This webinar will highlight procurement practices that can lead to reduced competition, challenges to awards, or contract disputes. Stories will be used to illustrate supplier perceptions about best value procurement, industry concerns with trade secrets, potential issues with evaluations and the negotiation process, and supplier claims that contracts have been changed. We'll have one breakout session to let participants share insights, maybe even disagree with Richard's observations!

<https://www.nigp.org/course/7ce640f0-b5b2-428d-ae8b-4c3acd6d7890>

Feb. 23 Webinar - NIGP Certified Procurement Professional: A Proven Pathway That Invests in Your Long-Term Career Growth

This webinar provides detailed information on the NIGP Certified Procurement Professional designation as defined in the NIGP-CPP Certification Handbook to include the program objectives, the exam content and format, key product differences, eligibility requirements, the application process, exam availability, and re-certification requirements.

<https://www.nigp.org/course/213f2b81-da34-462b-95bf-5e4ac59c3134>



**NIGP also offers many other opportunities to
GROW
PROFESSIONALLY
through their online course offerings - check their online
offerings out at:**
<https://www.nigp.org/learning/all-courses>

NIGP Webinar Information



NIGP webinars focus on a wide variety of topics facing the procurement professions. Attend regularly to learn about the latest changes in policy & legislations impacting public procurement, technology trends, and overall trending topics in the profession

Webinars are **COMPLIMENTARY**
for NIGP members

Include 60-70 minutes of
content followed by a Q&A session

1 Contact Hour awarded for each webinar attended

Board Member Spotlight

Beth Lambert, MBA, CPPB
Director of Purchasing

Missouri Dept. of Corrections, Central Office
Fiscal Management Unit, Purchasing



How long have you been in Public Procurement? How long have you been a member of MAPP?

I have been in public procurement for 17 years, and a member of MAPP for about 8 years.

Why did you join MAPP?

I joined MAPP to learn more about public procurement and to meet others who are involved in public procurement.

What is your current position on the Board? What do you do in this role?

Currently, I am the Secretary for MAPP. My responsibilities include taking minutes at board meetings, keeping up with communication to members via email and social media sites, maintaining MAPP's registration with the Secretary of State, submitting annual reports to NIGP, maintaining MAPP's membership roster; as well as assisting members with access to the website.

What do you enjoy most about volunteering?

What I enjoy most about volunteering is being able to help others.

What advice would you offer to a new MAPP Member?

My advice to new members would be to get to know as many of your fellow MAPP members as possible. Each of MAPP's members are full of knowledge and experience. We are a benefit to each other.

What do you love most about working in Procurement?

What I love most is the variety of projects, and what you learn about those projects and how they benefit your agency.

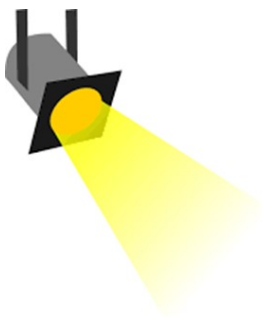
How do you define success?

To me, as a supervisor, I define success as seeing my team members succeed in their goals. I love being there for them and helping them grow.

Who inspires you?

My husband inspires me. He inspires me to grow both as an individual and as a supervisor. He is motivating and very supportive in everything I do.

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Board Member Spotlight

If you could choose anyone as a mentor, who would you choose?

If I could choose anyone as a mentor it would be our Department Director Anne Precythe. She is an awesome lady, and a great leader!

What's one thing - either industry-related or not - you learned in the last month?

In the last month, I have learned you've got to be ready for anything. With COVID projects becoming priority, it was easy to let other projects slip. COVID took center stage and was such a big ordeal that some of our everyday projects did not receive the attention they needed which resulted in more stress not only for my team and myself, but also for the end users.

What's something about you (a fun fact) that not many people know?

This is a hard one for me....I guess the most fun fact I can think of is years ago, Dirks Bentley was playing at the Cole County Fair. I was in line with my sister to get an autograph. When he signed the CD for my sister he asked what I had for him to sign. I told him I was just standing in line with my sister and he said well, if you don't have anything to sign, then you get a hug! So I got a hug from Dirks Bentley!

What's the last book you read?

The last book I read is "Turn the Ship Around!" by L. David Marquet

What's the first concert you ever attended?

The first concert I attended was an Alan Jackson concert at the State Fair back in the mid 90s.

What is something you didn't know about MAPP or NIGP prior to serving on the Board?

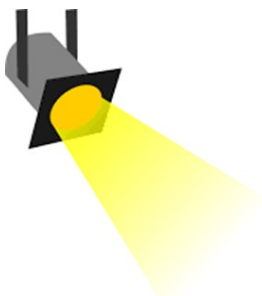
I wouldn't say this is prior to serving on the board, but more prior to joining MAPP, is all of the interesting and amazing individuals I would get to know, and the relationships that would evolve from getting to know each of them.

What do like to do in your free time?

In my free time, I love spending as much time as I can with my family. My husband and I love to go camping! When we are not able to camp, I enjoy baking and sewing.



Missouri Department of Corrections



Board Member Spotlight

Ann Struttman
Four Rivers Career Center
Nominations Chair – Missouri Association of Public Procurement

How long have you been in Public Procurement? How long have you been a member of MAPP?

I have been in public procurement for three years. (Four in January) I have been a member of MAPP for the same amount of time.

Why did you join MAPP?

I joined MAPP because I needed a network of peers for support and resources.

What is your current position on the Board? What do you do in this role?

I am the nominations chair. I coordinate the elections for the board.

What do you enjoy most about volunteering?

I enjoy helping other people gain the professional support they need to better themselves and do their jobs better.

What advice would you offer to a new MAPP Member?

I would say take the time and make the effort to meet other people. You never know who will come in handy and when best to have an arsenal of contacts.

What do you love most about working in Procurement?

I enjoy the challenge – no day is the same as the previous. Also, the knowledge gained – always learning about something new.

How do you define success?

I define success as the ability to take a challenge and find a solution to meet the need or the current circumstance

Who inspires you?

I am inspired by those around me that have positive attitudes and admirable work ethic.

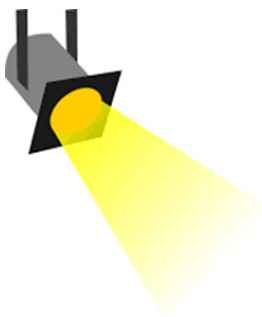
If you could choose anyone as a mentor, who would you choose?

I think Kara Daniel is an excellent mentor. She really helped me along as a new MAPP member

What's one thing - either industry-related or not - you learned in the last month?

I learned about installation of air purification systems.

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Board Member Spotlight

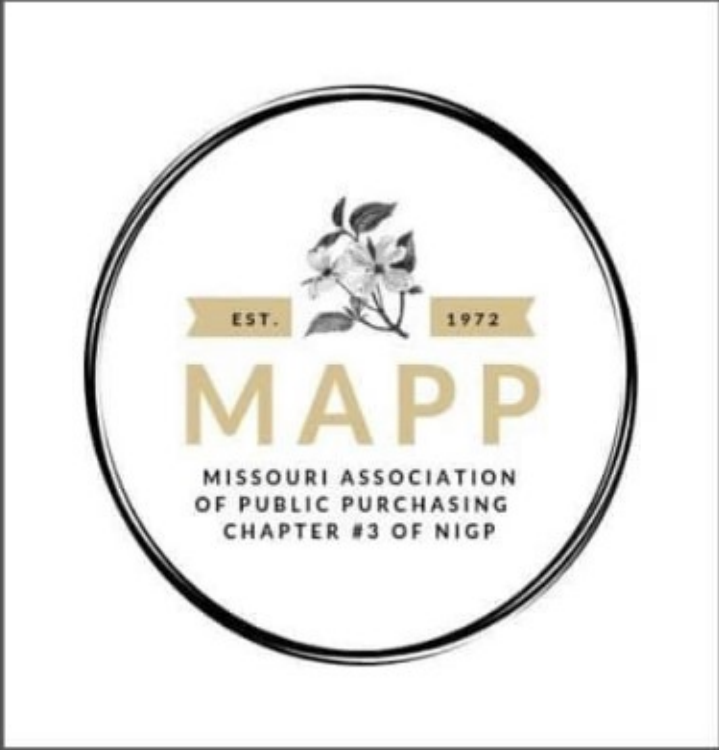
What's something about you (a fun fact) that not many people know?
I am a lover of music.

What's the last book you read?
Midnight sun

What's the first concert you ever attended?
Cake – I think

What is something you didn't know about MAPP or NIGP prior to serving on the Board?
I was not aware of all the time required of members on the Board to just keep it running.

What do like to do in your free time?
I enjoy hiking.



**OUR MEMBERS
ARE NOT HERE
TO BE AVERAGE
THEY ARE HERE
TO BE...
AWESOME!!!**



Board Member Spotlight

William D. “Bill” Noyes, CPPO, CPPB
Senior Procurement Agent
Missouri Department of Transportation
MoDOT – Northeast District



How long have you been in Public Procurement? How long have you been a member of MAPP?

Some days I feel as if I purchased the stone tablets Moses carried down from the mountaintop. Other days I feel like I’m brand new on the job and don’t have a clue of why we do things the way we do. I’m just shy of having 28 years in public procurement and have been a member of MAPP for just over 25 years.

Why did you join MAPP?

I joined for the fun, travel, and adventure... I mean, the training, educational, certification, and the networking opportunities I could have through MAPP.and I stayed around for the snacks.

What is your current position on the Board? What do you do in this role?

I currently serve as Chapter Advisor. This is an appointed position where I am available to provide ~~old~~ experienced advice and a ~~hysterical~~ historical perspective to newer Board Members and MAPP Officers from someone who ~~won't take the hint and move on~~ has been a long-time member and served in multiple past officer positions for the Association over the years.

What do you enjoy most about volunteering?

Hospitality. The people you meet and the deeper relationships you make with others through volunteering is invaluable, not just in MAPP but in any organization and in your community. Plus, it is always better to volunteer than to be voluntold.

What advice would you offer to a new MAPP Member?

Be involved. Take advantage of training opportunities and attend the conferences. Help out when someone asks for assistance. Respond when someone asks a question. The more you put into MAPP the more you get out of it. Don’t hesitate to reach out to other members for advice or assistance. ...and share snacks.

What do you love most about working in Procurement?

~~Besides the high pay, annual bonuses, and regular wage increases to keep up with the cost of living and inflation, which Procurement offers,~~ I really enjoy when I can meet the requests from the departments I support in a way that gets them the items/services they need in an efficient, competitive, timely, and cost-effective manner through the procurement process without hindering their operational schedules so they can get their job done.

How do you define success?

Success is having a feeling of accomplishment each day and not dreading coming to work the next.

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Board Member Spotlight

Who inspires you?

My family inspires me: My wife, my kids, their spouses, their kids. I am blessed to see them all doing well in life. I'm proud of each of them and enjoy the prospect of seeing their futures unfold. ... and that's no joke.



If you could choose anyone as a mentor, who would you choose?

I think I would choose Eutychus (refer to the story in the Bible: Acts 20, verses 7-12) - I think I could really relate to a young man who fell out a window when he went to sleep in church due to a long sermon, but then was brought back to life, and ended the evening with a meal and a long talk. This is a guy that everything worked out good for in the end.

What's one thing - either industry-related or not - you learned in the last month?

Did you know the longest recorded flight of a chicken was 13 seconds? However, that still wasn't enough to escape Colonel Sanders.

What's something about you (a fun fact) that not many people know?

What is something not many people know about me? Is this like a boxers or briefs type of question? Ok... briefs. (My apologies for any mental pictures that just popped into your mind.)

What's the last book you read?

I am currently reading the "Star Wars: X-Wing" series. I usually read before going to sleep at night, though I don't read as much anymore as I used to, due to needing glasses and brighter light to see small print by. Ugh!

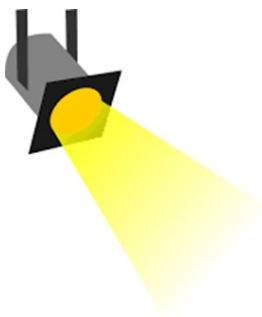
What's the first concert you ever attended?

I'm pretty sure my very first concert was in Kindergarten for Christmas.

What is something you didn't know about MAPP or NIGP prior to serving on the Board?

Until I served on the MAPP Board I never had experience with SURVEY MONKEY, but have used it many times over the years thanks to MAPP.

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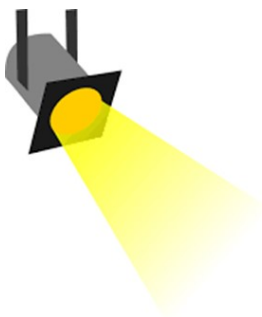


Board Member Spotlight

What do you like to do in your free time?

I love to watch movies and have an extensive collection of DVD's and enjoy watching good movies again and again. I have a diverse taste in films, though I gravitate towards military-themed movies, movies with historical or "based on a true story" content, sports dramas, and, of course, comedies. ...and, yes, movies with a happy ending, like when the team wins the big game or the kid reunites with his parents, or the dog finds its way home will ALWAYS get me in the feels. I'm a bit of a crier (and by that I mean I keep a box of tissues by my chair). However, I don't like horror movies... life is scary enough just knowing I have to look at myself in the mirror every morning. EEEK!!!!





Board Member Spotlight

Stephanie Austin Rashid, CPPB
MoDOT – St. Louis District
General Services - Procurement
Sr. Procurement Agent



How long have you been in Public Procurement? How long have you been a member of MAPP?

I have been in Public Procurement and a MAPP member for 11 years.

Why did you join MAPP?

I was encouraged to join MAPP by my co-worker and mentor when I was in my first procurement job as a Procurement Technician. I still remember being excited to receive my welcome packet in the mail.

What is your current position on the Board? What do you do in this role?

I am the Membership Chair. I put together Welcome Packets to send to new MAPP members educating them about our organization. All Welcome Packets include a New Member certificate, welcome letter, Code of Ethics, Facts about MAPP, and By Laws. I also answer questions and resolve membership matters while also helping to make important decisions on behalf of our members.

What do you enjoy most about volunteering?

I enjoy working with other team members from other agencies across the state. It's wonderful working with other like-minded individuals who share the same passion for our profession and our members.

What advice would you offer to a new MAPP Member?

I encourage new MAPP members to attend conferences. Conferences are a great way to network and meet other members, gain professional development, while also having fun! It's important to me that our new members feel welcome which is why I love being the Membership Chair.

What do you love most about working in Procurement?

I love that everyday is different, no two days are alike. I enjoy being able to problem solve when I am faced with unexpected challenges. It's very rewarding to see the end result of a difficult procurement. It's awesome to know that the work that I do makes a difference and positively impacts the citizens of the state of Missouri and the St. Louis region.

How do you define success?

Success to me is not only defined by personal and professional accomplishments and achievements, it's also being able to overcome failure and mistakes. Learning from our shortcomings and mistakes makes us better people.

Who inspires you?

My sister inspires me. She has gone into motherhood like a boss and I am so proud of how she is able to raise my niece while also having a rewarding career.

If you could choose anyone as a mentor, who would you choose?

Oprah Winfrey or Michelle Obama – These two ladies are truly phenomenal women.

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Board Member Spotlight

What's one thing - either industry-related or not - you learned in the last month?

I have learned a great deal about leadership in the last month. I've had the opportunity to attend several leadership training sessions with Kara Daniel, our MAPP President, and it has truly been rewarding. One thing that this pandemic has taught me, is that it is extremely important to invest in yourself and practice self

-care. You must pour into yourself so that you can pour into and uplift others. If you don't take care of yourself, no one else will.

What's something about you (a fun fact) that not many people know?

I absolutely hate shopping and am an aggressive driver.

What's the last book you read?

The Day I Met Jesus-The Revealing Diaries of Five Women from the Gospels by Frank Viola and Mary Demuth. I am currently reading Leadership Gold by John Maxwell and am eager to start Higher is Waiting by Tyler Perry and Becoming by Michelle Obama.

What's the first concert you ever attended?

The first concert that I can remember is seeing Monica during Fair St. Louis at the Arch Grounds.

What is something you didn't know about MAPP or NIGP prior to serving on the Board?

Something that I didn't know about MAPP is how hard the board members work behind the scenes. There is a lot of work that is involved to keep our organization going, so I have a deep appreciation for everyone's roles and contributions on the Board.

What do like to do in your free time?

I love spending time with my family, especially my 2 year old niece Nala and 8 year old Godson Arik. I enjoy singing, watching movies, going out to eat (pre-pandemic), listening to music, going to concerts and plays, cooking, entertaining, travelling, and hanging out with friends. I am also a member of the Shalom Church City of Peace Generation Now Choir and Mass Choir. I've had the privilege and honor of singing on two gospel albums with my church: Sure. Focused. Centered which opened #3 on the Billboard Gospel Chart in July of 2017 and was nominated for two 2018 Stellar Gospel Music Awards for Best New Artist of the Year and Contemporary Choir of the Year and more recently Shalom and Friends, Victorious which reached #9 on the Billboard Top Gospel Album Chart in October of 2020.



NEWS



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Please help MAPP in wishing a warm welcome to the following New MAPP Members:

- Laura Thrasher - Truman State University (new member)*
- Frederic Lizama - Greene County Purchasing (new member)*
- Justin Long - Division of Higher Education and Workforce Development (new member)*
- Marla Strein - Missouri Department of Transportation - Central Office (new member)*
- Ryan Reed - Missouri Department of Transportation - Central Office (new member)*
- Melissa Harbian - Missouri Department of Transportation - Central Office (new member)*
- Lyndi Christy - Missouri Department of Transportation - Central Office (new member)*
- Joshua Yeager - Missouri Department of Transportation - Central Office (new member)*
- Aaron Underwood - Missouri Department of Transportation - Southwest District (new member)*
- Shelly Williamson - Greene County Purchasing (new member)*
- Morgan Lute - Department of Corrections (new member)*
- Theresa Johnson - Bi-State Development (new member)*
- Todd Bergman - Parkway School District (new member)*

Congratulations!

Congratulations to MAPP President **Kara Daniel** and former MAPP Board Member **Alice Winkelman** who just obtained their NIGP Certified Procurement Professional Designation (NIGP-CPP) by successfully completing the competency-based qualifications set forth by the NIGP Certification Commission.

Congratulations to the City of Wentzville's Procurement Division who has recently been awarded the 2020 Achievement of Excellence in Procurement (AEP) from the National Procurement Institute (NPI). The AEP Award is earned by public agencies that demonstrate a commitment to procurement excellence. The award criteria are designed to provide benchmarks for best practices and recognize agencies for their innovation, professionalism, e-procurement, and productivity of the procurement function.



NEWS & INFO



Do You Know?

MAPP has Facebook group, and Twitter and LinkedIn accounts that can be found by searching the [Missouri Association of Public Purchasing MAPP #3 Chapter of NIGP](#) on Facebook and [MAPP of NIGP](#) on Twitter and



Are you certified?

If you need assistance acquiring CPPB/CPPO certification information, contact the UPPCC at <https://www.uppcc.org/>

**BEFORE I AGREE TO 2021
I NEED TO SEE SOME
TERMS & CONDITIONS**

Let's Celebrate!

New promotion? New certification/designation? Have you or your agency earned a new acknowledgement or award? We want to celebrate and honor our member's successes!! Please email info@mappi.org so we can share these successes in our Chapter newsletters!



Congratulations to Dee Dee Payne-Tschirhart, Senior Procurement Officer with the City of Lee's Summit for graduating from the 2nd class of NIGP's Leader's Edge!

NEWS YOU CAN USE

OFFICE of ADMINISTRATION Division of Purchasing

Are You Taking Advantage of the State of Missouri's Cooperative Procurement Program?



Cooperative Procurement Program

- Helping Missouri governmental entities and political subdivisions fulfill their mission
- Take advantage of the state's purchasing power and eProcurement technology
- Use competitively-bid Statewide Contracts to quickly and easily order products and services
- No cost for eligible entities to join or participate

Through the Cooperative Procurement Program, which is free of charge, Missouri's governmental entities and political subdivisions can purchase products and services from statewide contracts established by the Office of Administration's Division of Purchasing. Utilizing statewide contracts through the program can help entities easily locate and quickly purchase routinely-used commodities, services, and technology from over 500 existing, competitively-bid statewide contracts. This means entities can take advantage of the state's purchasing power and save dollars when making required purchases. The program is voluntary and each entity determines the extent of their participation in the program. To participate, governmental entities and political subdivisions must be current Cooperative Procurement Program members.

Not sure if your entity is a current, registered member? Current, approved members are highlighted in yellow on the 'Cooperative Procurement Program Members Listing' at <https://oa.mo.gov/purchasing/cooperative-procurement-program>. If your entity is not highlighted, or is not on the list, click on the 'Cooperative Procurement Program Online Membership Application' button on the website to fill out and submit the application form. Be sure and select "New Application" when you register even if you were a program member in the past. Please note that political subdivisions and quasi-public governmental entities will need to attach a copy of the statute, local ordinance, or other documentation relative to how taxes are levied for your entity. To learn more about the program, go to <https://oa.mo.gov/purchasing/cooperative-procurement-program>.

We encourage you to share information with your buyer and/or procurement staff so they can take advantage of the statewide contracts available to Cooperative Procurement Program members.

If you have any questions about the Cooperative Procurement Program, please don't hesitate to contact us at purchmail@oa.mo.gov or (573) 751-2387.

?? Where Are They Now ??

Corey Duemmel
Past President 2017 and 2018

Hello MAPP members. I was asked by Bill Noyes, MAPP's Chapter Advisor, to do a 'Where are they now?' piece. I wasn't given a list of questions to answer, so I guess I get to wing this. I was told by another person, "Just be creative!". So to begin, wow, has it already been two full years (December 2018) since I was President of MAPP? How time flies, is all I can say. I guess when I feel like I am always coming and going, whether it is work, home, playtime, and some more playtime, that is what happens; time gets away from a person.

So, where am I today is the question. At the end of my role as MAPP President in 2018, I was working at the Missouri Department of Conservation as the Purchasing Supervisor. Shortly thereafter, I had the opportunity to take on the role and responsibility of Director of General Services and Purchasing with the Department of Mental Health in April of 2019. This opportunity excited me because of the general services aspect and my past exposure with it. In my mid-career, I spent 11 years at the Missouri Department of Transportation, eight (8) of which were at the District level in the General Services Division, an area in which I really enjoyed due to the variety of purchasing, facilities, and fleet involvement. It was that exposure that I know helped me to be where I am today, where I still do quite a bit of purchasing, but also have the building and fleet functions as well. As most people reading this can attest, the purchasing aspect can really keep a person busy, busy, busy. However, it is the purchasing aspect and MAPP's big role in my career that has propelled me to where I am 20 years later. My involvement in MAPP and the education and friendships I have taken away and still endure today are awesome, for that, I thank everyone that I have come to learn from and know along the way. My biggest take away was getting to serve on the board and eventually as MAPP's President, understanding the hard work and commitment that board members put forth to make the organization a success, a thanks that should echo for years to come for those that continue to step forward and keep MAPP rollin' on.

On a personal side, it too has been great since 2018. I now have three grandkids and a fourth on the way. At the time, it was just one six-month old, where she just sat there and we adored her cuteness. Now two years later, it's "Papa Corey, Papa Corey...", along with two other 1-year olds, also realizing who their Papa Corey is :). I also spend a lot of time at the farm, both working and for play, obviously the play is more fun, I get to get away and ride around on the side-by-side, escaping it all for a while and enjoying what to me, is what it is all about. Those grandkids just didn't appear, I have four daughters, ages 29, 26, 22, and 12. It's the 12-year old that can keep the calendar full, but I wouldn't trade it for anything. She (Charli) plays competitive softball and basketball, and just shot her first deer this year (yay!). It's all fun. As we all know, 2020 has been one of those 'one of a kind' years, changing everyone's calendar. I don't want to focus on the elephant in room of 2020, that has impacted everyone in some way, but I do want to give you one last bit of 'where I am today'.

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?? Where Are They Now ??

2020 has also brought me 50 years of age and a professional bowling career. Just kidding, but not on the 50 though. I did pick up bowling, bought shoes and ball, and started playing in a bowling league, joining my son-in-law's team with a bunch of 26 year olds. I think I only heard, 'Hey old man!' once. What I did not realize, are the muscles that can become sore from bowling. My wife just calls bowling another expensive habit.



So that's it, where I'm at now in the cliff notes version. Wait a minute, I think I just saw myself coming, and then going...I better go see what I'm up to. (How's that for creativity, Kara?)

Take care everyone. Stay healthy and safe.

From my family to yours,

Merry Christmas and Happy New Year!



Editorial

IT'S JUST A MILLION DOLLARS
BY
KIM HOPKINS-WILL, CPPO, CPPB

In twenty-five years of purchasing, with five different companies both public and private, it never ceases to amaze me of the indifferent attitude employees have when it comes to spending their company's money. Example, as a young buyer, I was facilitating a request for proposal evaluation committee. The committee was discussing the cost of the project. Proposals came in over budget and the project was in the millions of dollars. As I recall, the chairman of the evaluation committee stated to me, "It's just a million dollars, we'll find the money, we have plenty of it." That statement concerned me as a new buyer. Is that what employees think of their company's money. The water fountain will never run dry. We have plenty of it. As buyers there are enormous amounts of money that flow through our hands in contracts and purchase orders daily. We must take our job and profession seriously.

In September 1995, I was a young buyer working for a three-billion-dollar retail company. I was placing purchase orders for the fourth quarter (October through December). I remember that day I ordered \$1,000,000 of product. In one day, I spent that much money. I remember shaking to the core. Going home that night I told my husband, in disbelief, that I had spent one million dollars of my company's money. He looked shocked too. The realization hit me, my company entrusted me to use their funds prudently and wisely. From that day forward, every purchase order I issued held a new meaning. It was a great awakening for a young buyer.

As a procurement professional we take an oath. No, we do not raise our right hand, but we do take an oath. We take an oath to our company, profession, and ourselves to do our best. To do what is right. We are to perform our jobs this with professionalism, honor, and integrity. We avoid conflicts of interest. We do this without misusing public or personal trust. We follow the Code of Ethics from NIGP. A guiding principal of procurement professionals everywhere. Please take a minute to read it.

The only Missourian to ever become President of the United States was Harry S. Truman. President Truman's motto was, "The Buck Stops Here!" He placed a sign on his desk to make sure everyone knew it. The sign was not just about money, but that about getting things done and doing them right. Doing them to the best of your ability.

If you ever hear the statement, "It's just a million dollars," from one of your end users, remember, that they may not take it seriously, but you do. The Buck Stops Here.



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Editorial

Code of Ethics - NIGP

The Institute believes, and it is a condition of membership, that the following ethical principles should govern the conduct of every person employed by a public sector procurement or materials management organization:

- Seeks or accepts a position as head (or employee) only when fully in accord with the professional principles applicable thereto and when confident of possessing the qualifications to serve under those principles to the advantage of the employing organization.
- Believes in the dignity and worth of the service rendered by the organization, and the societal responsibilities assumed as a trusted public servant.
- Is governed by the highest ideals of honor and integrity in all public and personal relationships in order to merit the respect and inspire the confidence of the organization and the public being served.
- Believes that personal aggrandizement or personal profit obtained through misuse of public or personal relationships is dishonest and not tolerable.
- Identifies and eliminates participation of any individual in operational situations where a conflict of interest may be involved.
- Believes that members of the Institute and its staff should at no time, or under any circumstances, accept directly or indirectly, gifts, gratuities, or other things of value from suppliers, which might influence or appear to influence purchasing decisions.
- Keeps the governmental organization informed, through appropriate channels, on problems and progress of applicable operations by emphasizing the importance of the facts.
- Resists encroachment on control of personnel in order to preserve integrity as a professional manager.
- Handles all personnel matters on a merit basis, and in compliance with applicable laws prohibiting discrimination in employment on the basis of politics, religion, color, national origin, disability, gender, age, pregnancy and other protected characteristics.
- Seeks or dispenses no personal favors. Handles each administrative problem objectively and empathetically, without discrimination.
- Subscribes to and supports the professional aims and objectives of NIGP - The Institute for Public Procurement



Editorial

Michelle Bentley
Coordinator -1
School District of Springfield R-12

If you are looking for a great online course to attend through NIGP, I strongly recommend Foundations of Sourcing and Contracting. I had the privilege of participating in this online course from November 30, 2020 – December 11, 2020. This course required you to complete a workbook during the online presentation slides, as well as two scheduled group zoom meeting where attendance and participation were required. In addition, there were assignments provided and lots of opportunities to use your knowledge in public procurement. Whether you are new to procurement, or seasoned in the profession, you will walk away with more knowledge than you started with.

This course covered many important aspects in public procurement. The topics covered in week one of the course included: determining applicable laws and policies, conducting high-level research, selecting a sourcing method, developing the solicitation, distributing the solicitation, and managing the receipt of offers. Week two covered; evaluation committees, evaluation criteria, negotiations and the five elements of a contract. I was very pleased with these topics, over the two-week period. It was enjoyable to confirm what I already knew, but more importantly, I gained knowledge on topics where I lacked experience.

The workbooks provided real life scenarios of different solicitations, and we were responsible for determining who the stakeholders were. There were also scenarios of mismatched information in which we were responsible for determining how we would handle and address the mismatched information. Other workbook examples include searching for errors that were present in a set of specifications, and determining if an RFP irregularity was a considered a minor informality or non-responsive. There were many other scenarios and opportunities to provide answers to questions all throughout the workbook. The assignments took me out of my comfort zone in having to write specifications for goods and/or services that I had never procured before. It really made me think, and I loved that. Each assignment was different and related to what we were learning.

My favorite part of the course was the group meetings. I had the pleasure of meeting with 26 other public procurement professionals from all over the United States. We had great discussions on Requests for Proposals and how each entity had different situations arise and how they handled each situation. We broke out in small groups and were given scenarios such as determining who would be on an evaluation committee if you securing a consulting firm to produce a state mandated report on school bus utilization. It was great to put our minds together and talk about who we would include on the evaluation committee and why.

After completing this course, I have gained more confidence in the sourcing process. I feel more confident in the RFP process and how to select the best evaluation criteria. I learned of some great techniques that other entities use for their sourcing and did some great networking. These are things I can bring back to my current position to assist me with doing my job more effectively and efficiently.

I would like to thank MAPP for awarding me the scholarship to participate in the Foundations of Sourcing and Contracting course, and giving me the opportunity to learn and further my knowledge in public procurement.



Ask an Expert

Darin Matthews, NIGP-CPP, FNIGP, CPPO, CPSM, C.P.M.



- **What advice would you offer to a new Procurement Professional?**

Get involved with your local chapter in a volunteer role. Even if it is a one-time event (and you're not ready for a board or committee position), you will find the experience very rewarding. I can honestly say that volunteer roles have given me back much more than I have given. Plus, you get to work with some amazing people.

- **What advice would you offer to a seasoned Procurement Professional?**

Take on a mentorship role and don't forget what it was like to be the rookie buyer. Reach out and share your experience and expertise; it will be appreciated. Back in the 1990s I worked with a senior buyer at the State of Oregon. Sichu Bajaj would always introduce himself to the new buyers and offer them assistance. He also set a great example for them by earning his CPPB in his 60s!

- **COVID has changed so much for our industry. Can you share some resources that you have used or found to be useful during this season?**

The free webinars offered by NIGP and other organizations are a great opportunity to learn, and also connect with those outside of your home office. The social interaction may even be more valuable than the content sometimes. There are also a number of organizations that offer support for our mental health. Don't hesitate to reach out to them for you or a loved one. The National Institute of Mental Health and AIM (Monterey, CA) are just a couple of examples.

- **Over the course of your career in Procurement what has been your biggest challenge? What has been your biggest learning opportunity?**

On countless occasions I have found it challenging to overcome misconceptions about small and diverse businesses (they cost more, they aren't experienced, etc.). The truth is that they are cost competitive and often have lower prices, particularly in the service arena. Even though they have experience from working for a larger firm, many agencies are reluctant to consider them. I guess this means we need to keep educating our end users and agency leaders, which is a great opportunity.

I would say my biggest learning opportunity came in my first court case (sorry, I have been to court several times on procurement matters). It showed me that even if you do all the things you think are right in an RFP, there is still a risk that things will not go as planned. But the experience definitely taught me to do my best work upfront and do all I can to put my agency in a good position for a great contract.

- **What do you think it takes to be a successful Public Procurement Professional?**

I believe we have to put ourselves in the other person's shoes. Whether it is a supplier, an end user, or a member of the general public, we need to listen to them and try to understand where they are coming from. If we are patient and professional, we just might figure it out. In most cases they will offer us valuable feedback we can use to improve the procurement experience.

- **What resources do you use to help you grow professionally?**

As a past president of NIGP, I have to say that they have been my "go to" resource for a lot of years. Whether it is training, certification or networking, I have found them to be well worth the membership dues! Other organizations are great as well including ISM, NAEP and NCMA.

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Ask an Expert

I would also add that college programs have helped me grow too. Take it from someone who did not earn their first degree until age 35, formal education will help open many doors. I just earned my Master of Education at age 57, so we are never too old to keep learning.

- **Is there any additional words of wisdom or advice that you would be willing to share with our MAPP Members?**

Procurement has been an awesome career field for me. Whether you have chosen it or it has chosen you, enjoy your opportunities and pursue your dreams. You are in a profession that has a profound impact on our communities. Go out there and make a difference!

Darin currently serves as a director for Negometrix, a leading provider of digital procurement software. Darin has over thirty years of procurement and supply chain management experience in state and local government, higher education, and private industry.

Darin speaks throughout the world on a variety of procurement topics, and his writings have been featured in Inside Supply Management, Government Procurement, Inside Supply Management, The Public Manager and The Journal of Public Procurement. Darin has served on the faculty at numerous universities including University of Illinois, Florida Atlantic University, Portland State University, and University of California (Santa Cruz, Berkeley).

Darin holds a Bachelor of Science degree in Business/Political Science, as well as Master degrees in Acquisition Management and Instructional Design/Technology. Darin is a certified instructor for NIGP and served as their President in 2007. Darin has also served as a board member of the Universal Public Procurement Certification Council and the Public Procurement Research Center at Florida Atlantic University. In 2020, Darin began serving as host of the podcast, The Evolution of Procurement.

Darin's community work includes advisory board roles for Portland Teen Parent Services and the Oregon Association of Minority Entrepreneurs. Darin has also served as a volunteer for Cascade AIDS Foundation, Meals on Wheels, and Smith Renaissance Society.



MAPP is always looking for information/news about members or past members, articles for Editorials, Procurement News, Family Matters, Where Are They Now, Ask the Expert articles, etc. for upcoming newsletters.

Please contact Megan Howser, Communications Chair and MAPP Newsletter Publisher at megan.howser@oa.mo.gov to submit ideas or for more information.

Thank you for your support!



Missouri Association of Public Purchasing

2020-2021 MAPP Board Roster

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We support education as a means to continually furnish excellence in our ranks. We promote

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We support education as a means to continually furnish excellence in our ranks. We promote ethical, efficient and cost effective procurement practices for the promotion of integrity and best value for our public stakeholders.