

**The Rocky Mountain
Governmental Purchasing
Association
NEWSLETTER**

Summer 2020

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UPCOMING EVENTS

Article Deadlines:

October 2, 2020

December 11, 2020

Upcoming Virtual Courses:

Contracting with Federal Funds/Grants-Intermediate
August 5, 2020

NIGP Pathways Competency Bundles:
August 4, August 20, & September 22

**NIGP FORUM
2020**

**August 24-28,
2020**



Virtual - visit

LETTER FROM THE PRESIDENT



Amy Risley, RMGPA Vice President

vicepresident@rmgpa.org



Written by Vice President Amy Risley, MBA, CPPB

P U R C H A S I N G
R N E A A G I N O E
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I took a few minutes to think about what to write to my fellow members of RMGPA. I decided to jot down just a few of the descriptive words that spell out the word purchasing that I experience every day working with my fellow professionals both in the office and at RMGPA. I want to say that I personally am proud to have the colleague's in our chapter that help the members of our home in Colorado successfully work through this pandemic and the desire for equal treatment for every person in our State.

I am sure your life has changed, as mine has, given the pandemic. We're working from home, meetings have moved to zoom or google hangouts, while addressing the increased need for PPE, testing supplies and many other categories that were not a part of everyone's workload previously. We know that procurement, purchasing, and supply chain have always been important; but the demand and disruptions have brought greater clarity to the world about the work we do. Please take a minute to accept my gratitude for doing all of the work that you do.

Summer is now upon us and we are planning to continue to do meetings by conference call or other virtual tools. Kerry has done an excellent job in completing the Chapter of the Year requirements for NIGP. We are competing in the category of "Outstanding Chapter Operations" and "Outstanding Professional Development" NIGP Forum is celebrating its 75th year and will be done virtually August 24 – 28. If you are a member of NIGP you should have gotten an e-mail about this, if you are not a member of NIGP but would like to attend there is information on our website. The RMGPA site continues to be the source of information of upcoming classes and conferences. We will hope to bring back in person conferences and meetings as it becomes safe to do so. If there are specific classes or trainings that would be helpful to you given the changes in the way that work is being done, please let us know and we will advocate to make them happen.

Again all the best to you and continue doing the great work you do on behalf of the people of Colorado.

SPOTLIGHT ON Jon Babcock, CPSCM – Programs Chairperson

Submitted by Kelly Wooden, Newsletter Co-Chair



Tell us about your background.

I have been in a procurement role of one kind or another for the past 15-16 years and others along the way. This position is my first in a public role.

Did you work in other professions prior to procurement, and if so where and for how long?

Not sure if I would call them all professions, but I have had various jobs since I was 10 years old with my paper route. From there it was good fast food, a car wash, my own auto detailing business, a body shop, carpet cleaning, HVAC installations, water damage restoration and a good long stint in retail.

What organization do you currently work for and how long have you been there?

I currently work for the Poudre School District in Fort Collins, CO. I've been here for about a year and a half now.

How did you get into the procurement field?

I sort of just fell into the field in retail and found out that it was fun and that I was pretty good at it. I started working for a local group of stores in farm and ranch, and outdoor type products as a hardware department manager. As the company grew, purchasing became centralized and I became the buyer for all of hardware, and soon took on the ranching, automotive and power equipment categories. After that, I became the General Merchandise Manager that led the purchasing staff. Now I am here in the public arena.

What is the most interesting purchase/project you have been involved in and what was your role?

I think my most interesting project so far with the District was working on the Design-Build solicitation for our Futures Lab. Design-Build was a newer strategy for us, so it was exciting learning about this new process and helping others learn about it too. Although the project was cancelled after the finalist had been chosen due to unforeseen circumstances, it was a great learning experience that I hope to be able to use on some future projects.

SPOTLIGHT continued...

When did you join RMGPA and what have you enjoyed most about being a member of our organization?

I joined RMGPA about a year and half ago when I started my current career. Volunteering as part of a team within RMGPA has been very enjoyable. There are great people involved here and I have enjoyed meeting and spending some time with them.

How long have you been RMGPA's Programs Chairperson and what responsibilities do you have in this role?

I've only been the Programs Chair for about six months now. Normally, my team would be planning the Road Trips and the Winter Conference events by finding the venues, arranging for speakers/content, arranging food, etc., but after our Spring Conference this year, we haven't been able to get a lot going due to all the uncertainty and unavailability of people. When we can get together again, it will be great!

Are there any professional and/or personal accomplishments you're proud of?

Personally, I've been married for 23 years and have three children. After that, there have just been a bunch of small wins to help get whomever I was working for to a better place.

Professionally,:

- In 2013, I received an award from the Secretary of Defense for my management work on the R2TD JCTD project I worked on while at NORAD/USNORTHCOM in 2011 & 2012.
- 2018: RMGPA Team of the Year Award
- 2019: Achievement of Excellence in Procurement



Tell us something interesting or unique about yourself and/or hobbies outside of work.

I like to fly fish when I can, and I really enjoy unique projects around the house.

Professional Procurement And Contracting Resources

During this historical moment in time, as the world unites to fight the novel coronavirus COVID-19 pandemic, purchasing resources are more relevant than ever.

Procurement organizations and resources:

Institute for Supply Management (ISM)

We advance the practice of supply management to drive value and competitive advantage, and contribute to a prosperous, sustainable world.

Focused on private procurement with emphasis on higher education and government issues.

www.instituteforsupplymanagement.org

Colorado Chapter www.ismdenver.org

National Association of Educational Procurement

www.naepnet.org

NAEP supports and empowers procurement professionals in higher education.

National Contract Management Association (NCMA)

Dedicated to the professional growth and educational advancement of procurement and acquisition personnel worldwide.

www.ncmahq.org

Colorado chapters NCMA-Denver and NCMA-Colorado Springs

National Association of State Procurement Officers (NASPO)

NASPO is a non-profit association dedicated to advancing public procurement through leadership, excellence, and integrity.

www.naspo.org

Colorado government entities:

Please contact the [State Purchasing & Contracts Office](#) for more details about NASPO.

NIGP: The Institute for Public Procurement

Check into the NIGP NSite networking and collaboration tool

Check out the NIGP Pathways certification options to enhance the CPPB and CPPO

www.nigp.org

Colorado chapter: Rocky Mountain Governmental Purchasing Association

www.rmghpa.org

Professional Certification Organization: UPPCC

<https://www.uppcc.org/certified/2008-body-knowledge>

The Universal Public Procurement Certification Council (UPPCC) is an independent entity formed to govern and administer the Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB) certification programs.

The UPPCC is composed of both a governing body known as the Board of Directors and The Board of Examiners whose primary responsibility is for exam development and administration. Both bodies are supported by a professional staff located in the metropolitan Washington, DC area.

Resources continued....

Publications:

American City & County

The magazine serves a powerful audience of city, county and state officials who are charged with developing and implementing government policy, programs and projects. The magazine maintains its leadership position by providing these readers with news, government trends, policy alternatives and operational solutions.

<http://americancityandcounty.com>

Art of Procurement

<https://artofprocurement.com>

Art of Procurement is the leading source for procurement professionals and leaders to learn from peers to elevate the role of procurement, and their careers.

Colorado-specific Resources - Check for updated links and information

State of Colorado – State Purchasing & Contracts Office

<https://www.colorado.gov/pacific/osc/spo>

State of Colorado – State Purchasing & Contracts Office

Legal Procurement Resources

<https://www.colorado.gov/pacific/osc/procurement-resources>

Doing Business with the State

<https://www.colorado.gov/pacific/osc/access>

Colorado Office of State Planning and Budget Overview

Assists in understanding the state budgeting process.

<https://www.colorado.gov/pacific/ospb/about-ospb>

Colorado Cooperative Purchasing Associations

Cooperative Educational Purchasing Council – CEPC

Multiple Assembly of Procurement Officials – MAPO

Colorado BOCES Association: <https://www.coloradoboces.org/>

Boards of Cooperative Educational Services (BOCES) are an important and vital part of the public educational system in Colorado.

E&I Cooperative Services

<https://www.eandi.org/>

OMNIA Partners

www.omniapartners.com

Need supplies or services in a hurry? Check the cooperatives. There may be a supplier that fits your needs, and offers a discount under the cooperative agreement.

The New Normal

Article submitted by Georgia Roberts, Procurement Manager, Pueblo West
Metropolitan District

WORKING FROM HOME IS RESILIENT, BUT IS IT SUSTAINABLE IN PROCUREMENT?

[Procurement News](#) | by **Matthew Bounds** on 04/06/2020 01:50

The coronavirus pandemic disrupted Procurement in unimaginable ways. Running Procurement from home is possible, but is it sustainable?

The coronavirus pandemic has disrupted the workforce in ways we have never experienced, affecting also Procurement departments and [Procurement Outsourcing \(PO\) providers](#). Shared service center locations first across Asia and then the rest of the world became hot spots, leading to a rush of company initiatives to enable procurement professionals to productively work from home. IBM was successful in moving 99% of its Procurement Outsourcing teams from 60 centers across 40 countries into a home office environment in only 10 days without service degradation (1), proving that running a Procurement business working from home is possible and productivity can be maintained when a business can react quickly, but is it sustainable? Have critical activities just been postponed or is this the new business as usual? Three considerations for sustained resiliency.

#1. MAKE REGULARLY WORKING FROM HOME PART OF YOUR TEAM'S DNA

While many of us are used to working from home in some capacity, over 80% of our procurement professionals have never done so on a regular basis. And just because our workforce **can** work from home does not mean they are **able and willing** to do so long-term.

But returning to the office means finding the balance between safety and productivity for our teams, and deciding whether to aim for a quick return to the office or a more comprehensive re-modeling toward "borderless workplaces" where staff works from a combination of office, client site and/or home. Returning to the office is based on smart, quick and simple fixes: social distancing, mask wearing, and setting up sanitation protocols, such as rethinking where and when we eat and gather, how we open and close doors and use elevators. Re-modeling more fundamentally looks at how we work and defining what the worker's purpose and intent is inside the office. Buildings become much more purpose-driven; deliberately sought out for team meetings, new employee onboarding, and collaboration sessions, with more hot desks and larger shared spaces, instead of being the default place to go for work.

But no matter in what capacity we return to the office, ***working from home regularly or even primarily will have to become part of our DNA*** going forward, as future infection waves are likely to force us out of offices again multiple times over the next few years.

Achieving this will require us to focus more than ever on internal communication. We have already seen a personalization of written communication over the past few months, with people expressing genuine care for each other, but we need to also listen to our employees and keep an eagle-eyed focus on engagement. By taking time for one-on-one discussions, acknowledging everyone's individual challenges, ramping up appreciation and recognition, and ensuring we create virtual spaces for socializing we can maintain a sense of belonging and feeling of pride. On a collective scale, short pulse surveys can be a simple way to gauge the team about how they feel and adapt measures for greater engagement and productivity.

Ultimately, our teams and their willingness to be flexible will be the first line of defense for sustained productivity in the new world.

#2: BOOTSTRAP ADJUSTMENTS IN OPERATING MODELS TO ACCELERATE YOUR DIGITALIZATION JOURNEY

Just a few months of working from home on a large scale have successfully increased the sense of urgency for digitalization and more [intelligent end-to-end workflows](#). IBM and our clients have already seen an explosion of home-grown dashboards and trackers, aimed at gaining more visibility into procurement operations, allowing for more granular insights and daily views of the business. In the spirit of agility, we should initially allow for the creation of these "quick and dirty" data collection and visualization tools, even if it is manual and there is duplication. As we learn more about what our post-COVID-19 world will look like and the effort required to maintain a plethora of semi-manual tools becomes a burden, we can start distilling down to only a handful of tools and a new operating standard, creating the enablers for a broader roll-out of "no touch" procurement solutions, including traditional tools like catalogs, as well as newer solutions like marketplaces, chatbots, guided buying assistants, robotic process automation, and analytics to accelerate speed to insights and decision making.

Even more delicate and trust-based processes like Category Management and Strategic Sourcing can benefit from digitalization, for example by running "Virtual Sourcing Bootcamps" with business stakeholders using a series of video calls to map out purchasing plans, identify additional addressable spend and define more robust category wave plans for the year.

Additional incentives can be created for those internal clients or BPO customers who are resistant to a more permanent work from home delivery environment by redistributing real estate charges and differentiating expected employee productivity to create a price differential between home- and office-based setups.

#3: LEARN TO BUILD TRUST VIRTUALLY AS A BUYER AND A SELLER

Until recently, meeting face-to-face was a non-negotiable prerequisite for the signing of large contracts, which we at IBM have experienced both as a supplier of Procurement Outsourcing, but also a buyer agent with our own and our customer's suppliers. Finding a way to make customers comfortable pulling the trigger on multi-million-dollar contracts with little to no human contact is going to be a key success factor for our new future.

In the outsourcing world, visiting one or more delivery centers is a staple in every sales pursuit, but with increasingly distributed teams and a desire to reduce non-essential business travel, we are now showcasing our teams and their capabilities virtually. Using a mixture of live and pre-recorded videos, online whiteboarding tools and virtual roundtables with practitioners we have been able to create an authentic virtual delivery experience to aid in the sales process.

Experiment with virtual collaboration tools not just internally, but get comfortable using them with clients and suppliers to co-create, or hear from experts and practitioners that wouldn't otherwise have been flown in. Focus your travel dollars and effort on one key meeting or workshop and augment it with a few virtual "visits" to round out the picture.

SUMMARY

Leading a borderless workplace Procurement team is possible and can even deliver superior results if employees are engaged, but ensuring sustainability requires active shaping of your team's DNA, a more digitalized operating model and the confidence to build trust in a virtual environment. Sometimes creativity requires constraints to really flourish, and let's use the existing restrictions as an opportunity to emerge from this crisis stronger than when we entered it.

By Matthew Bounds & Martin Esser.

For more information about operational resiliency, read:

· Business Process Outsourcing (BPO) Services for business continuity and resiliency [ibm.com/bpo](https://www.ibm.com/bpo)

· [Building operational resiliency for anytime, anywhere and any situation](https://www.ibm.com/blogs/services/2020/05/04/building-operational-resiliency-for-anytime-anywhere-and-any-situation/)

Footnote: (1) IBM Services blog, "Building operational resiliency for anytime, anywhere and any situation", May 4, 2020, <https://www.ibm.com/blogs/services/2020/05/04/building-operational-resiliency-for-anytime-anywhere-and-any-situation/>

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