"A Word From The President"
Clifton Crawford, New Castle County Government

Dear DPPA Members,

2018 is off to a great start for the Delaware Chapter. The Chapter is focused and dedicated to furthering our mission of education and assistance. Members are stepping up and chairing vacant committees, our membership is up by 20% and growing every month, and finally our Chapter sponsorship program is off to a great start. This year, the membership agreed to include time for a presentation from Chapter sponsors on their goods and services.

In March we reached out to several colleges and universities to offer our first professional DPPA Scholarship. The scholarship will be offered to a student studying in the field of procurement/material management and details are being finalized. We are in the beginning stages of planning our educational session/class for the Fall, which will be open to the public. Throughout the year we will continue supporting our charity partners, Food Bank of Delaware and The Ministry of Caring, Inc. who was our second quarter charity drive and it was a huge success.

Finally, I would like to thank our Meeting Sponsors Rick Bond, VP of Sales, and Patrick Crawford, Senior Accounts Manager, from Safeware Inc. for their presentation and participating in our Red Nose Day picture. We would also like to thank Dean Stotler, State of Delaware Director of Government Support Services, for a great educational session on the State of Delaware’s E-Marketplace and contracting opportunities for non-state municipalities.

Mark your calendars: Our Third Quarter Meeting is scheduled for Thursday, August 16th at the Air Mobility Museum. See you soon!

Cliff

Delaware was named after Thomas West, the Lord De La Warr. He was also the first governor of Virginia.
The second quarter chapter meeting was held at the Appoquinimink Community Library in Middletown on May 24th. The instructor for our educational session was Mr. Dean Stotler, Director of Government Support Services (GSS). Dean serves as the Chief Procurement Officer for the State of Delaware and is responsible for the administrative oversight of several divisions such as Fleet Services, Central Contracting, Printing, Publishing and many more.

During the session, Dean explained the different methods of procuring goods/services offered by the state. One of the most common ways is using E-Marketplace. E-Marketplace (similar to Amazon) is the most convenient way to search, compare and purchase a wide variety of items offered by state contract vendors. All agencies, including towns, cities and municipalities can utilize E-Marketplace as long as a purchasing card is used as the method of payment.

Another important topic Dean spoke on was the use of central contracts. Some of the key points of Central Contracts are as follows:

- Central contracts are established when 2 or more agencies have a need to procure the same product or service – 29 DE Code §6911(a) “Central contracting shall act as the exclusive contracting agent for all purchases....made by 2 or more covered agencies”

- Covered agencies shall exclusively use central contracts (mandatory use)

- Central Contracts are available to School Districts, Municipalities, Political Subdivisions, Fire Companies, and Higher Ed within Delaware (optional use)

Finally, if you are a non-state agency and you need of a certain item or service, the state allows you to piggy back existing contracts. In order to do so, you must first contact the contract administrator, which is listed on every state contract and explain your need. The administrator will then contact the vendor to inform them of your intent and if all parties agree to the terms and conditions set on the contract, GSS will approve the use. By utilizing state contracts it can save you the time of constructing an RFP/ITB(s), as well as money.

For a better understanding of the State of Delaware's Contracting Policy, please feel free to visit the GSS website at mymarketplace.delaware.gov. A copy of the PowerPoint presentation used during this meeting can be located on the DPPA website under the “Members Only” section.

Thank you Mr. Stotler for taking time out of your busy schedule to educate us on the use of central contracts!
Chapter Meeting Sponsor

Mr. Patrick Crawford and Mr. Rick Bond

By Tina Romano—Sponsorship Chair

The second quarter chapter meeting sponsor was Safeware Inc. Representing Safeware were Mr. Patrick Crawford, Federal Government and Law Enforcement Specialist, and Mr. Rick Bond, VP of Sales and Marketing.

For over 30 years, the Safeware team has provided public safety equipment nationally with expertise in personal protective equipment. The team services and supports all aspects of safety from law enforcement and fire service special operations to public utility and public works crews. Safeware’s history of quick response to the major safety crises of the past twenty years, including their direct involvement and sustained efforts during 9/11 and the California wildfires, uniquely positions them as experts in public safety and response.

Safeware is a single source for all public safety equipment, offering competitive pricing, servicing options, process savings, and national coverage with regional expertise. In 1979, they were founded as a value-added independent safety equipment supplier. Headquartered just outside Washington DC, they have expanded to serve many markets and are proud to be one of the largest safety supply companies serving the industrial, government, military, and response marketplace.

When Rick and Patrick realized we were supporting Red Nose Day, they were more than willing to donate a red nose to help fight against childhood poverty. But don’t let the picture fool you. When it came time for them to elucidate the history and the many uses of Safeware, they were full of knowledge and passion. It was obvious they both loved their jobs and working for Safeware. Many of us had no idea the involvement Safeware had in nationwide disasters. So, if your agency is in need of crowd control, fire and rescue, hazmat, or personal protection equipment, Safeware has it all. I guess it is safe to say Safeware is one of the first responders’ best friends”.

We were honored to have Safeware as our second quarter meeting sponsor. We would like to especially thank Rick and Pat for being such great sports in posing for the above picture and how much we appreciate them taking time to educate us on all the benefits of using Safeware. For more information, please visit their website at www.safewareinc.com.

Thank you, Safeware, for all your support!
“Delaware Chapter Continued Participation in The Fight To End Child Poverty.”

Thursday, May 24, 2018

By Kimberly Cuffee—VP

What better way to raise money for children in some of the poorest communities in the world than to do it while having fun? That’s precisely the goal of Red Nose Day. Red Nose Day is a fundraising campaign run by the non-profit organization Comic Relief, Inc. Each year, Red Nose Day brings people together to have fun, raise money, and change the lives of kids who need our help the most. Red Nose Day began in the US in 2015. The money raised by Red Nose Day in the US has benefited programs for children and young people in all 50 states and in 34 countries internationally.

Since each year our second quarter Chapter meetings falls on Red Nose Day, we have added this worthy cause to our many charitable endeavors. This is the third year DPPA members have participated in this event we will continue the tradition by wearing our red noses. The true test for the membership was taking people seriously while staring into a crowd of red noses. As stated by the creator of this fundraiser, “Every little bit helps in the fight of ending children poverty.” Although we are a small chapter we donated $50.00 to this campaign.

"The First State"

Delaware is known by this nickname due to the fact that on December 7, 1787, it became the first of the 13 original states to ratify the U.S. Constitution. "The First State" became the official State nickname on May 23, 2002 following a request by Mrs. Anabelle O'Malley's First Grade Class at Mt. Pleasant Elementary School.

"The Diamond State"

Thomas Jefferson gave this nickname to Delaware, according to legend, because he described Delaware as a "jewel" among states due to its strategic location on the Eastern Seaboard.

"Blue Hen State"

This nickname was given to Delaware after the fighting Blue Hen Cocks that were carried with the Delaware Revolutionary War Soldiers for entertainment during Cockfights.

"Small Wonder"

This nickname was given to Delaware due to its size and the contributions it has made to our country as a whole and the beauty of Delaware.

The Ministry of Caring (MOC) is a vibrant community of staff, volunteers, donors, and diverse supporters united by a passion to serve the poor. This organization lives this vision in a myriad of ways. Through the nutritious meals for the hungry, through the cheerful rooms for residents in their shelters, transitional residences and long-term housing, and by assisting the jobless. Another important aspect of this ministry is how they provide child care and education to the children of people in transition.

In past years, we provided cold weather gear, such as blankets, hats and gloves to assist during the winter months. The Ministry of Caring was our designated charity for this quarter and we donated close to 100 personal care and baby items, new shoes and clothing. We also provided a financial donation to this very worth cause. All items collected were from our Chapter member’s perspective workplaces and individual donations by members.

Clifton Crawford-President, delivered the items to the MOC warehouse on Friday, May 25th and they were more than grateful we collected as many items as we did. Moreover, they were very appreciative of DPPA’s continuous support of their organization.

If you would like find out more about The Ministry of Caring, Inc. or how you can support this charity by volunteering, please feel free to visit their website at www.ministryofcaring.org or visit them at 115 East 14th Street in Wilmington, Delaware.
DPPA MEMBERSHIP ....ON THE RISE!

By Barry Wolfgang, Membership

2018 was designated as a Membership Drive Year in order to increase the membership of the chapter. The goal we set for this year was to grow by at least 25% before the 4QTR Meeting. We are pleased to announce we are already at 20% and growing.

During our second quarter meeting, the Chapter was pleased to present two of the five newest members with their official DPPA membership packets. Ms. Monica Hall, Delaware State University and Ms. LaVerne Hanson, Wilmington Housing Authority posed for a picture with the Chapter President and the Membership Chair and are proudly displaying their official DPPA certificates and coffee mugs.

This meeting we were honored to have two visitors attend from Middletown Police Department, Ms. Robin James and Ms. Heidi Menasco. We are pleased to announce shortly after the meeting, Heidi made the decision to join DPPA— one of the finest Chapters in Delaware. We look forward to all the great ideas, insight and perspectives Monica, Lavern and now Heidi, will bring to the Chapter for years to come.
The Top 10 Things to Know About Procurement

If this quick reference piques your interest, the guide will drill down deeper on each issue offering helpful advice or conversation starters.

1. What is your role in the procurement process?

Be involved in determining the business need, defining the context and background for others, defining the desired performance outcomes, and securing the budget necessary to achieve those outcomes. Then decide on your needed level of personal oversight and engagement while your procurement professionals design and implement the procurement methods for achieving best value and navigate the legal and ethical landscape. Rely on their professional skills and advice. Depending on your governing arrangements, you may or may not be tasked with making a final procurement approval decision.

2. Ethics—Staying on the Right Side.

Some of your day-to-day activities may touch on ethical issues in procurement. Require your procurement professionals to orient you to the conduct, situations, relationships, or conflicts of interest that could negatively affect the procurement process, or be perceived by the public as unethical. Declare any conflict of interest at the beginning of any procurement/contracting-related activity you may be involved with; be conservative and recuse yourself when appropriate. Lead and foster a culture of high ethical standards for public procurement in your entity.

3. Procurement Authority—Why is it important to me?

Best practice is to put all procurement processes under the authority of a Chief Procurement Officer(s) who possess enough independence to ensure good checks and balances. Who gets to make final procurement processes strongly affects how business decisions are made and the quality of the results you get from procurements, so it is important to use people that have professional training in procurement. Large entities may benefit by employing separate CPOs for specialty areas like Construction or Information Technology. Most entities should establish centralized units for procurement expertise to develop policy and strategy, coordinate purchasing expenditures to gain greater value, and handle complex purchases directly. In turn, procurement professionals strategically train, monitor, and delegate the ability to handle most ordinary transactions to others throughout the entity.

4. What is the strategic value of procurement to a public entity?

As a maturing profession, procurement has become a broader and more sophisticated discipline that can help your entity thrive if allowed and tasked to do so. In most public entities, spend under procurement authority is second only to expenditures related to salaries and benefits. Procurement has a visibility into the breadth of organizational operations, resource requirements and contractual relationships that lends a unique perspective and strong information base from which a Chief Procurement Officer can contribute to development and achievement of the organization's strategic plan. Wise executives recognize that when procurement is empowered and required to play a strategic role, those professionals can help erase organizational behavior and revise processes to make more fully informed business decisions, achieve coordinated savings, and reduce unnecessary purchases across the entity, reduce risks, bring market intelligence to bear on strategies, achieve best value for dollars expended, and maintain integrity. The world of commerce has become much more complex and sophisticated and government cannot afford any antiquated procurement thinking or outmoded processes.

5. Procurement Values and Principles.

Effective public procurement is grounded in the key values of transparency, accountability, ethics, impartiality, service, and professionalism, but your procurements will be effective only if your entity knows how to implement those values. These values and the principles that flow from them determine how your suppliers and contractors treat your entity and they affect how the press, public, and other government partners treat your entity. Be in the newspaper for achieving good results through effective procurement, not procurement mistakes.
6. How is public procurement different from private sector procurement.

Two key differences: transparency and complexity. First, public procurement is founded on the near universal codified principle of fully advertised, open, and fair competition, with only limited exceptions. The private sector is generally free to follow whatever methods it chooses; competitive or not, transparent or not. Second, private sector purchasing is simple in the sense that it all boils down to the contributions to the organization's profit, notwithstanding any secondary social responsibility goals. In contrast, public procurement is not based on one primary measure and almost always has to balance multiple goals that are often in conflict: speed, low price, quality outcomes, level playing field, social and environmental goals, public transparency, and accountability. This is a much more complex work environment.

7. Procurement methods.

If you are involved in procurement decisions, you will want to understand the basic methods for getting what the entity needs; the procurement process is not simple or "one-size-fits-all." Most procurement methods rely on public competition, and are tied to dollar thresholds. The higher the value, the more formal and fully open the procurement, and the more likely that multiple factors will contribute to the award decision, not just lowest cost. Emergencies and true sole-source situations are typical exceptions from competition. The legislative trend is towards creating laws that grant procurement professionals more flexibility to create and implement innovative and intelligent contractor selection methods and contract arrangements, rather than prescribing overly specific "recipes" within statute or code. Within all the procurement methods, seemingly minor details and decisions can have a profound impact on the outcomes of the procurement, highlighting the need for your entity to possess strong procurement expertise.


These topics are among your basic management responsibilities. Remember that procurement offices can help you - they have an important role in disaster preparedness and in supporting the logistics of disaster recovery efforts for emergency events such as severe storms, floods, fires, epidemics, and crime events.

9. The Issue of Privatization.

Is outsourcing (using the private sector to deliver government services) or privatization (turning over public functions completely to the private sector) a good idea? Public-Private Partnerships, Outsourcing, and Privatization can be controversial, but can be smart choices under the right circumstances. Any decision to follow one of these avenues should assess all tradeoffs and demonstrate net value to the public, and all drawbacks and challenges should be well-addressed during early planning.

10. The Issue of Social Policy & Contracting Preferences.

Procurement officials should make doing business with the government easily accessible to all interest groups. A live issue is whether public procurement should go further to advance several possible categories of social policies. For instance, public procurement can be an effective catalyst for spurring specific complimentary economic development, for advancing environmental/sustainability goals, and procurement professionals can advise on the best means for implementing chosen policy goals. Trying to provide an economic boost to local businesses through "buy local" requirements (such as mandating they receive a scoring preference) deserves caution - there is no good research to confirm whether such favoritism works or whether the benefits outweigh the costs. Local preferences can be politically and technically hard to implement and administer, and retaliatory "reciprocal preferences" from other jurisdictions may hurt your business more than they are helped.

To read the entire document, please visit the NIPG website under the “Find Procurement Resources/Public Procurement Guide” tabs. Information compliments of NIGP.
Chapter Meeting Sponsor

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2018

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**Upcoming EVENTS**

**2018 NIGP Forum**

**August 19, 2018 to August 22, 2018**

**Nashville, Tennessee At The Gaylord Opryland**

The NIGP Annual Forum is the largest North American educational conference exclusively for individuals in public procurement. This is a once a year opportunity to engage in professional development and network with others in public procurement and the supplier community.

The products exposition provides an opportunity to discover the latest products and services available to the government from a vast array of suppliers. The educational component of the conference covers the latest hot topics, best practices, resources and skills to help improve job performance and provide professional development.

Register now! Go to [www.nigp.org](http://www.nigp.org) for more details.

**Third Quarter Chapter Meeting**

**Educational Session by:** TBD  **Meeting Sponsor:** Gov-Deals

**GovDeals**

**Hosted by Delaware State Police & City of Dover**

**Thursday, August 16th @ 9:30 am ~ Air Mobility Command Museum**

**DIRECTIONS:** The entrance to the museum is located off US I South and Route 9 (Bayside Drive). Go past Dover Air Base towards Milford and the beaches. Once you pass the Base, EXIT 91 is on the right, go over the over pass and entrance to the museum is on the left. The 3 QTR meeting lunch will be a catered : Mixed Sub Platters w/sides, Tossed Salad. Chips, Dessert and Drinks (bottled water, sodas). Additional membership certificates and awards will be presented during this meeting. After a quick lunch, we will have the opportunity to tour the museum. For those who have never been, this is a fascinating location and it has great photo ops. Cost of lunch will be only $6.00 payable at the meeting. This is one meeting you will not want to miss!

See you there!!!

**2018 Area II Conference**

The 2018 Area II Conference & Tradeshow

hosted by PAPPA will take place

October 24 through October 26, 2018 at the Double Tree By Hilton, King of Prussia, PA

**HOTEL $ 136.00/NIGHT**

**REGISTRATION: $ 205 NIGP MEMBERS $ 225 NON-NIGP MEMBERS**

TO REGISTER GO TO [WWW.PAPPAINC.ORG](http://WWW.PAPPAINC.ORG)
2 QTR Newsletter Crossword

Across
3 Red Nose Day is run by the non-profit _____.
9 Using E-market is like using ________.
10 Lord De La Warr was the first ________ of Virginia.
11 Where is the 2018 Area II conference being held?
12 Newsletter sponsor, Circle E sells _____?

Down
1 Caesar Rodney rode how many miles to Philadelphia?
2 We had 2 guests from ________ during the last meeting.
4 The Ministry of Caring is located in ________?
5 In the Pro D section it states …procurement offices have an important role in disaster______.
6 Who gave Delaware the nickname of the "diamond state"?
7 How many members were presented with certificates?
8 Who was this quarters meeting sponsor?

Answers can be found by reading the Delaware Connections Newsletter.
Are you a member of NIGP??

Membership Benefits

♦ Tools to support your day to day activities.
♦ Online document library containing thousands of RFP’s
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♦ 18 Free webinars on relevant, real world trending procurement topics
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DID YOU KNOW?

Brigadier- General Caesar Rodney

Caesar Rodney was a statesman and revolutionary leader from the State of Delaware. He was a native of Dover, born into an established farming family who were active in local politics. He entered public office in 1755, serving as Sheriff of Kent County and in other positions such as Register of Wills, Justice of the Peace, and lower court judge. In the French and Indian War, he was a captain in the Delaware militia and went on to serve as an Associate Justice of the Supreme Court of the Lower Counties from 1769-1777.

Rodney served in the Continental Congress from 1774 through 1776. He was in Dover when Thomas McKean sent word that the Delaware delegation was deadlocked on the vote for independence. Rodney rode the eighty miles to Philadelphia through a thunderstorm the night of July 1, 1776. He arrived just as the voting started, joining McKean to cast Delaware’s vote in favor of the Declaration of Independence and breaking away from the British Crown.