Don’t Miss the 2018 Spring Signature Conference!

GPAG members and associates will convene at the Lodge and Spa at Callaway Gardens on Tuesday, April 24th for three jam-packed days of learning, networking, visiting a mini supplier fair, and enjoying the beautiful scenery in Pine Mountain. Here are some highlights:

Headlining this Spring Signature Conference is Tony Ellis, CPPO, retired in November 2007 as Director of Prison Industries after 37 years of public service for the State of South Carolina. Ellis will inform and entertain with a four-hour fun filled session, Humor in the Workplace, designed to enhance the value of humor in the workplace. Attendees will discover the benefits of humor, be able to test your own humor quotient, understand how humor improves communication, and understand the relationship between humor and good health.

Also on Wednesday, a mini Supplier Fair, will give members the chance to meet new and old suppliers during a breakout session. Visit them all for a chance to win in a drawing later in the event.

With a variety of relevant topics throughout the Conference, members will hear Greg Brown, CPPB, CPPO, MPA, Purchasing Agent for the City of Valdosta, take us through “A week in the life of a procurement professional” (can he really do this in such a brief time slot?) and Becky Daniel, CPPO, Director of Purchasing for Houston County Board of Education, who will teach us how to “Catch a Ride on the Energy Bus” and latch on to the positive.

“Price and Cost Analysis – The Procurement Professional’s Sonic Screwdriver?” will be presented by Dale Jordan, whose 35-year plus purchasing/supply chain career has given him first-hand knowledge of the increased expectations and demands. And, Matt Roberts, a 20-year professional currently serving as Purchasing Manager for the Fayette County School District, will delve into “People Driven Procurement”.

As always, the Chat Room will be open for networking and refreshments and the General Business Meeting will be held. Stay till the very end for door prizes!

Legislative Update….

By Ted L. Burgess

As of Tuesday, March 27, 2018, three Purchasing-related bills have passed both the House and Senate. Somewhat different versions of two of them were passed, so the House and Senate will appoint Conference Committees to work out a compromise bill before midnight Thursday and each Chamber will then vote. These are the three bills, which now stand a good chance of becoming law:

HB 899 pertains to sealed competitive bids or RFPs for public works. It says that you cannot disqualify a bid or proposal based on a lack of previous experience with the construction delivery method to be used. While it does not define the term “construction delivery method,” the term generally includes methods such as Construction Management at Risk, Design-Bid-Build, Design-Build, Owner Control, and others. The new requirement applies to state, county, municipal corporation, and other governmental entities. HB 899 has passed the House and Senate, so it only needs the Governor’s signature to become law.

HB 995 specifies that any consultant—paid or unpaid—who develops specifications or Scopes of Work for Bids, RFPs, or Purchase Orders for a county, city, or other local governmental entity must abide by certain rules. They must follow all policies and procedures. They cannot bid on any solicitation that they helped develop. And they must maintain confidentiality during the procurement process. The House and Senate passed somewhat different versions of the bill, so a Conference Committee will work out the differences.

HB 489 also applies to county, municipal, or other local governmental entities. It establishes that a bid or proposal valued at $10,000 or more must be advertised in the Georgia Procurement Registry. An exception is that a bid or RFP for public works construction over $100,000 (with exceptions) must be advertised in the Georgia Procurement Registry. The House and Senate passed slightly different versions of this bill, so a Conference Committee will work out the differences.
Stefanie Taylor reported **Cobb County Purchasing** partnered with the **National Contract Management Association** and held a Purchasing Month Reception & Small Business Networking event on Wednesday, March 21. The goal of this event was two-fold, (1) to celebrate and show appreciation to metro Atlanta government procurement professionals and (2) to provide a place for small businesses to network with each other, prime contractors and local government representatives in an effort to get information about upcoming business opportunities and to build long term professional collaborative relationships.

**Contracts & Procurement Department Recognized in East Point**

Shannon Wiggins, Public Information Officer for the City of East Point, shared a photo of the City’s Contracts & Procurement Department which is headed by Lindell Miller. East Point’s Contracts & Procurement Department is responsible for vendor maintenance, purchasing, contracts, inventory, and warehouse operations. Shown in the photo are: 1st Row (L to R)—Saasha Demps (Purchasing Assistant), Lindell Miller (Director), Michelle Bush-Thomas (Buyer), Dena Ray (Contract Specialist) 2nd Row (L to R): Bishop Knox (Warehouse Clerk), Charlie Gammage (Inventory Control Specialist), Tron Jones (Contract Specialist).

**Noteworthy Accomplishments...**

**Attending the Spring Conference on the Tom Dykes Scholarship will be**

- **Regan L. Bramblett, Buyer**—Cobb County Board of Commissioners
- **Cheryl Bullock, CPPB, Procurement Officer**—Atlanta Public Schools

**Cassandra Zuber**, Bidding Manager at GSFIC received her CPPB recertification.

**Erin Mitchell** received her CPPB certification

**Doreen Eidmann** has a new position as Procurement Agent II at the Department of Corrections/GA Corrections Industries

These Georgia Agencies are recipients of the Outstanding Agency Accreditation Achievement Award by NIGP: **Cherokee County Board of Commissioners; Cobb County School District; Fulton County—Department of Purchasing; Georgia Department of Corrections; Gwinnett County; Gwinnett County Public Schools.** Congrats to these agencies of excellence!
Cooperative Procurement Offers Tremendous Value—and is Here to Stay!

Long-time public procurement director Steve Gordon is sold on the value of cooperative purchasing for government agencies. “Cooperative procurement is a tremendous tool and it frees an enormous amount of time for buyers to perform procurement tasks.” Gordon adds that cooperative programs help to cut and compress the buying cycle time.

Gordon has more than 40 years of experience in public procurement and contract management, including stints as director of procurement in the Metropolitan Government of Nashville and Davidson County (Tenn.) and Alexandria, Va. He’s also administered university academic programs in public procurement in Virginia. He’s currently managing member of Public Procurement Strategies, LLC. The firm works with participants and stakeholders in public procurement and contract management to advance the strategic contribution of the purchasing function in local, state and federal agencies.

Gordon, says public buyers thinking of purchasing through a cooperative agreement need to do their homework. “Buyers need to do their research and analysis both before they decide to use a cooperative contract and before they choose which contract their agency is going to use.”

In interviews he’s conducted with officials at large public procurement agencies, Gordon has found that procurement teams tend to focus their research on price and cost-savings and not enough analysis of other factors that should be considered, such as whether the agency can add its own unique terms and conditions to the contract. “Procurement agents need to approach this very carefully, because there’s a lot more that needs to be considered before relying on a cooperative contract in the acquisition process,” Gordon says.

Gordon urges procurement directors to be prepared when government watchdogs come calling. “The time will come when you are going to have auditors asking why your department did not engage in rigorous analysis. The question the auditors will ask: Were the buyers just lazy or were they arbitrary and capricious?”

Gordon suggests buyers assemble a detailed documents file when they are contemplating a cooperative buy, just as they would for any formal bid, RFP or proposal. That documents file, plus meticulous and documented analysis, will please the auditors and help agencies avoid vendor bid protests, Gordon believes. By taking these steps, procurement directors can say: I have made the best possible procurement decision, he says.

To avoid procurement disasters, Gordon urges public buyers to communicate intensively with using agencies. “Unless it’s just patently obvious, we should seek to engage in conversation with the requesting customer to be sure that we have a full and complete understanding of what they are trying to get done.”

Gordon offers a technology acquisition as an example. “In most cases it may just be a simple commodity buy, but in other cases, somebody might want to come in and buy a traditional hardware-software technology solution, when the real solution might be software as a service--the cloud in other words.” Gordon says that for prospective buys where there is any significant level of risk, the procurement team needs to be sure that what is bought is responsive to the need.

Gordon says the universe of cooperative procurement programs is quite large. “We are now to the point where we have cooperative procurement programs that are housed in 60 or 70 different organizations. They could be affiliated with associations, educational institutions or private corporations.”

Gordon predicts that some smaller cooperative organizations will be combined or merged in the future. “I think we’ll see more consolidation in this next phase.” He also sees a time when there will be individual coops that specialize in certain items within specific states or cities. “We are headed to a scenario where instead of all the coops offering pretty much the same portfolios, we are headed toward coops’ offering specialized portfolios,” Gordon says. He adds, “This could happen 20 to 30 years down the road, or it may take place much quicker than that.”

Readers can reach Gordon at: https://www.linkedin.com/in/stephen-b-gordon-ph-d-fnigp-cppo-87a86b20/. Gordon’s e-mail address: StephenBGordon@comcast.net.

Reprinted from LinkedIn

About Dr. Gordon:

Throughout his career, Dr. Gordon has worked to increase the contribution of public procurement and contract management to the strategic management of public enterprises at every level of government. In addition to service as chief procurement official for two well-run local governments and as the education officer for World Bank corporate procurement, Dr. Gordon’s contributions have included NIGP’s education and research programs, adding contracts and procurement at the University of Maryland-University College, forming a graduate level class in governmental purchasing in Tennessee State University's MPA program, and developing/leading the globally accredited Graduate Certificate in Public Procurement and Contract Management at Old Dominion University. He is past national president of NIGP and the recipient of the Institute’s two highest individual awards. He has spoken often at GPAG events and is a lifetime member.
**GPAG 2018 Spring Reverse Trade Show**

This event will draw vendors and company representatives from throughout the region and the state, and is a great way to learn about new products and services that can help make your procurement job easier.

**EXHIBIT SPACE IS FREE** for all government agency purchasing departments. Each exhibit space includes lunch for up to FOUR agency representatives.

Bring your table top displays, table throw or skirt, and any literature about your agency. This is your opportunity to make your entity shine.

WiFi access is available in the exhibit area. If you need electricity for your booth space, please indicate on the registration form.

**10 AM - 2 PM (set up at 9)**

Reserve your space at www.gpag.net TODAY!

**NOTE:** You may submit up to four (4) registrants per order.

**Deadline May 24 at 5 pm**

KSU Center
Kennesaw State University
3333 Busbee Drive
Kennesaw, Georgia 30144

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**Legislative Committee Wants Your Views…**

During and after the Spring Conference, the Legislative Committee, led by Cindy Fay, CPPB/GCPM/GCPA, will present a survey, designed by Ted Burgess, to gather data on what law-related information the GPAG membership needs.

Your input is needed to learn what are the most important areas of the legal arena that you use and need the most.

Watch for this important survey and Participate!

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**A Penny’s Worth…**

By Penny Murphy, C.P.M.

While I am retired, I still gravitate toward things procurement-related and am pleased to see the interest in purchasing and supply chain management ever increasing. Now and then, I peruse LinkedIn to get a worldwide perspective on my former work and recently found a lively, entertaining and highly professional website out of the United Kingdom that gives a fresh look at what our colleagues are doing internationally. Check out [www.procurious.com](http://www.procurious.com) -- a free group with an interesting approach to the procurement profession.

One article that caught my eye was about the Four Reasons Not to Date a Procurement Person. Humorous, yet so very true, this column by Hugo Britt hits home. (Apologies to Mr. Britt for the edits and paraphrases.) You have to admit, these are accurate observations, but we know that we special procurement folks are worth it all.

“Smart, funny, cute – but that person works in procurement?! No, thanks! Here’s why you should never, EVER, go out with a procurement pro.”

And, these are the reasons:

**I. A procurement person will be tight with money**

“How about we order a bottle of champagne?”

“Hmm … how about we don’t.”

Procurement professionals are totally cost conscious. It seems to be in their DNA. At the first suggestion of “splashing out” with an expensive purchase, your date will be seeing red flags and starts asking questions. What’s the short-versus-long-term value proposition of that bottle of champagne? Are there some alternative beverages that would lead to a cost saving? What would be the risks and benefits if we ordered the cheapest bottle of plonk instead? How could we better spend this money on something that would really add value for me (i.e. dessert).

**II. They will win every argument**

“So, I thought we’d catch a movie.”

“Hmm … I thought we might go to the ballet instead.”

“The ballet? No way!” And a few minutes later: “OK, it looks like we’re going to the ballet.”

Here’s the thing about procurement folks. They actually enjoy an argument. They thrive on negotiation. It’s part of their job, which means that they have the advantage of hundreds of hours of practice. While Jenny’s negotiating at the dinner table, she’s watching you carefully for dozens of nearly imperceptible signs – raised eyebrows, flared nostrils – and rapidly adjusting her strategy as she goes. She quickly destroys every counter-argument you raise, recognizes when your defenses crumble, goes in for the kill – and you’re off to the ballet.

**III. They will hold you to your word**

“Here we are at the ballet and I’m so … excited … to be here.”

“Me, too!” “But – oh, darn, I just realized I’ve got to be somewhere else right now.”

“What?” “Sorry – I’ve got to run.”

“Listen, buddy. We had a verbal contract.”

Procurement and supply management experts know their way around a contract. They also have a laser-vision focus on ensuring every benefit listed in the contract is realized. They know that after the contract is agreed upon, they’ll need to launch the contract management plan – with check-ins, milestones, risk flags, and the whole works – to ensure they get every bit of value that was laid out in the contract.

On a related note, your date is also a stickler for regulatory compliance. Thinking of jaywalking instead of using the pedestrian crossing to get to the theatre? They won’t be impressed.

**IV. They will constantly expect new experiences**

Later… “Tonight was fun, Jenny! Would you like to go out again next week?” “Sure! What have you got planned?”

“Well … I thought we’d just have dinner in a restaurant then catch another show or something.”

“Oh.” “What?”

“That sounds like exactly the same date. Can’t you think of something different?”

Procurement professionals are tasked with driving innovation in the supply base. This means that even when their suppliers are delivering in-full and on-time, they are constantly pressuring them to come up with new ideas that will change the game. That’s why a repeat of the first date just isn’t going to cut it. You’ll need to think up some innovative dating experiences. Visit a food truck festival? Go to putt-putt? Just remember that no matter how much fun each experience is, they will always expect a new idea for the next date.

Share this with your family, co-workers, friends, partners, spouse! They will agree 100%! We procurement folks are a distinctive, yet loveable, bunch!

Check out Procurious if you are curious for more insightful procurement articles.
Peach State Procurement

Peach State Procurement is the current official newsletter of the Governmental Procurement Association of Georgia (GPAG).

It is produced quarterly by the Public Relations / Historical Committee, Penny Murphy, Chair. Other Committee members are Mendi Boddie and Stephanie Brice.

To submit articles or photos, please send to Penny Murphy at penmurph@gmail.com

The newsletters are published prior to the next general business meeting or conference each quarter.

Contributors to the March 2018 Edition include: Stephanie Brice, Mendi Boddie, Dr. Stephen Gordon, Cory Craver and Penny Murphy.

April NIGP Webinars

April 3: Procuring for Success—Part 2: Using the Pay for Success Tool 2-3:30 pm EDT

April 12: How CFR 200 (Uniform Grant Guidance) Affects Public Purchasing, Systems and Controls 2-3:30 EDT

FREE for NIGP members

Register at http://www.nigp.org/grow-professionally/education/webinars

Find it all at www.gpag.net

Glimpses from GPAG’s Winter Seminar...

Keynote Speaker, Tony Ellis, CPPO, was well versed in “Providing Exceptional Customer Service in Public Procurement.” Ellis is retired from SC state government.

Welcome New Members/First Time Attendees!
Front Row: Amber Sorrells
Back Row (l-r): Angela Cabrera, Bernard Canty, Patricia Robinson, Cheryl Bulloch, Hilaree Brown

Photos by Mendi Boddie

Stephanie Brice, CPPB, Supervisor of Sealed Bids, Cobb County Government; and Joe Tommie, CPPO, Purchasing Director, Cobb County Government. This tag team gave GPAG attendees a look into “Real Life Case Studies in Public Procurement”

NIGP Announces New Global Public Procurement Practice on IFBs

Public Procurement Practice
INVITATION FOR BIDS (IFB) AKA INVITATION TO TENDER (ITT)

STANDARD: An Invitation for Bids (IFB) procurement method may be chosen when requirements are known and the award is based primarily on price, which can include total cost of ownership. This expansion of low price only to consideration of the total life cycle in determining the best price is noteworthy in terms of future trends in sourcing. The ABA Model Procurement Code calls the IFB method of source selection “Competitive Sealed Bidding.”

This practice document differentiates between an IFB, which is the solicitation document, and the competitive sealed bid (referred to as a “bid”), which is the response to the IFB. To be eligible for recommendation of award, a bid must be “responsive” and the bidder must be “responsible.” For procurements that fit the criteria for use of an IFB, adherence to the practice guidance supports the procurement professional in navigating a successful IFB process and the achievement of desired outcomes. Definition An Invitation for Bids (IFB) is a procurement method used to solicit competitive sealed bid responses, sometimes called a formal bid, when price is the basis for award.

Read the entire practice paper at http://engage.nigp.org/acton/attachment/24793/f-02a0/1/-/-/--/ Invitation%20for%20Bids%20FINAL.pdf