Perceived failure is oftentimes success trying to be born in a bigger way.

Hope you had a wonderful Thanksgiving! The name Thanksgiving expresses what the day is supposed to be about. "Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough." ~ Oprah Winfrey

I am the New Year!
I am unused, unspotted, without blemish. I stretch before you 365-days long. I will present each day and turn a new leaf in the book of life for you to place upon it your imprint. I am the New Year. Each hour of everyday I will give you 60-minutes that have never known the use of man. White and pure, I present them. It remains for you to fill them with 60-jeweled seconds of love, hope, endeavor, patience and trust in God. I am the New Year. I’m coming, but once I pass I can never be recalled. Make me your best! ~ Bobbi Sestina
CO-OPP offers many ways to become active in the group

We’re Searching for Volunteers
Connect your talents & passions
Support & promote our profession

Do You Have a Procurement Story or Question?

The newsletter would like to share your story! We encourage you to suggest a topic, ask a question or provide feedback.
Submit your contributions to: pr@coopp.org

~Speranca Szana, CPPB

The mission of CO-OPP is to promote professionalism in public procurement which is a complex and sophisticated discipline. We want to lead by hosting quality education for our members and propel others toward a better future.

The courses offered impart a body of knowledge necessary to obtain a Certified Professional Public Buyer (CPPB) or Certified Public Purchasing Officer (CPPO) certificate. These four letters — CPPB or CPPO — mean professionalism in the public purchasing field. These letters exemplify dedication to our field and the communities we serve.

Many hiring agencies list these certifications as either required or desirable for prospective employees. Education and certification are the keys to being recognized as true professionals.

CO-OPP desires to grow, promote and develop certified professionals and serve as examples of excellence. We want to develop leaders who inspire and empower; cultivate leaders who are compassionate, caring and kind.

Our goal is to prepare members for the possibility of living a purposeful life to do amazing things. We want our members to:

Dream More, Learn More, Do More, and Become More!

2018 Schedule of NIGP Training Classes

Contract Administration
Strategic Procurement Planning
Sourcing in the Public Sector
Advancing Your Negotiation Skills
Developing and Managing RFP’s
Legal Aspects of Public Purchasing
Fundamentals of Leadership and Management

January 10, 11, 12
February 13, 14, 15,
March 13, 14, 15, 2018
April 10, 11, 2018
May 7, 8, 9, 2018
June 11, 12, 13, 2018
September 11, 12, 2018
The Central Ohio Organization of Public Purchasing would like to WELCOME our new members.

Roger Holifield,
DAS/ GSD Office of Procurement Services – 11/15/2017

Margaret Thomison,
Franklin County Children Services – 12/08/2017

Gary Seipel,
Franklin County Children Services – 12/08/2017

Damita Brown,
City of Columbus – 12/28/2017

Khori Baylor,
Ohio Facilities Construction Commission – 1/03/2018

THE TOP 10 THINGS TO KNOW ABOUT PUBLIC 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?

2. Ethics – Staying on the Right Side.

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

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

5. Procurement Values and Principles.

6. How is public procurement different from private sector procurement?

7. Procurement Methods.


9. The issue of Privatization.

10. The issue of Social Policy and Contracting Preferences.

Source: http://www.nigp.org/home/find-procurement-resources/public-procurement-guide

"The greatest gift you can give some is your TIME. Because when you give your time, you are giving a portion of your life that you will never get back." —Unknown
FOUR (4) CHARACTERISTICS OF A GOOD LEADER

1. Character encompasses moral leadership and empathy. Moral leadership is doing what is right. Moral leadership in procurement is managing conflicts of interest, ensuring legal compliance, offering positive solutions that work. Empathy in procurement means understanding the constraints of customers, supporting procurement staff actions, recognizing personal pressures of everyone.

2. Charisma includes Style, Humor, Communication. Style in procurement means expecting the best from staff and customers, maintaining an even temperament, extending grace to all, focusing on the needs of others. Humor means cultivating the ability to appreciate or express the nature of our work in funny or amusing ways. Communication in procurement should be natural, comfortable and eloquent.

3. Collaboration. With collaborative procurement staff, the manager is engaged and informed; and the staff is open and easy to get along. Active listening is a way of listening and responding that improves mutual understanding. Civility is treating others with dignity and respect. It is politeness and courtesy in behavior and speech, because relationships are important.

4. Creativity in procurement is to be willing to think outside the box. Offer strategic procurement advice; maintain flexibility with changing facts. Keep up on emerging trends, read widely and obtain regular training.

2017 Annual Luncheon
Celebrating Public Service, Celebrating You by Speranca Szana

Public service is more than a profession. It is a state of mind, a conviction, a set of deeply shared values. It is a commitment to a greater good. As a professional association, CO-OPP exists to serve the people who serve. The essence of our mission is two-fold: resources and quality education.

With every new assignment, there is some kind of knowledge or skills gap. Sometimes your entity will help you close the gap, but never all the way. Ultimately, you have to own your gap and figure out how to close it yourself.

Public procurement is a sophisticated, complex and worthwhile discipline. It is worth the time, money, and effort spent. It is rewarding and meaningful. We provide a return on investment of taxpayers’ money in the form of specifics like “answers, approvals and experience.” We communicate our value through superior service and certification.

To initiate restoring public service pride, we must change how we view ourselves and how we conceive work attitude. By changing ourselves, we can affect how others’ see us. Our daily work has a higher calling. Our work should enrich our lives and the lives of the people we touch.

We should approach our vocation with creativity, love, excellence and purposefulness. We create value by satisfying a need, providing important and beneficial services, maintaining our individual competitive advantage and becoming masters of our craft. The life that we live is based on the choices that we make.

We must actively commit to take pride. Public service pride in general. Organization-specific, mission pride, and activity-based pride to the tasks that we perform.

Believe in yourself, look for opportunities to create value, and learn at or above the speed of change. Without involvement, there is no commitment; and without commitment there can be no success.
NIGP 73rd Annual Forum

NIGP’s Annual Forum is exclusively for public procurement professionals from federal, provincial, state and local government agencies in the United States and Canada. The State of Ohio (CO-OPP & PPANO, Public Purchasers Association of Northern Ohio) represented Ohio, last year at NIGP 72nd Annual Forum. The conference covered current topics, best practices, resources and skills to help improve job performance and provide professional development. Topics included best value contracting, building better relationships, contract administration, how to create your own procurement training program, legal aspects and much, much more. In addition to being able to attend many classes and listening to inspirational speakers, attendees may visit local attractions.

We were very excited that CO-OPP members had the opportunity to piggyback on the group registration discount program for last year’s NIGP Forum that was coordinated by our friends and colleagues from PPANO.

Assistance is available to those who wish to attend the 2018 NIGP 73rd annual forum. Click here for additional Program Information and Application to assist with the cost of attending this year’s NIGP Forum.

NIGP’s “Chapter Chatter” is an excellent source of information about what other chapters are working on, their successes and struggles, and a listing of upcoming Chapter hosted classes. Check it out and see what all the Chatter is about!

www.nigp.org/home/chapters-chatter
“You can only become truly accomplished at something you love. Don’t make money your goal. Instead pursue the things you love doing and then do them so well that people can’t take their eyes off of you.”

— Maya Angelou
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