Dear OPPA Members,

September has finally arrived and many of us have children going back to school this month. Others may have just returned from NIGP Forum held at the Gaylord Opryland Conference Center in Nashville, Tennessee, August 19-22, 2018. This year Forum claimed a record attendance with over 1,300 procurement professionals from all over the country and is considered the largest public procurement conference held by NIGP. The theme was “Connecting Procurement Communities” and included over 200 suppliers at the Products Exposition. There was something available for everyone to attend, including educational opportunities, agency networking sessions, and professional development choices. The conference provided attendees with options for personal and professional growth and leadership. Training selections included classes such as: “The Disaster after the Disaster”, “Taking Your Negotiating Skills to a New Level”, and “Rules that Will Transform Business Relationships”, and that is just a few of the possibilities offered.

This year, NIGP held a Young Professionals Meet and Greet for procurement professionals under the age of 40 and Area 8 Chapters met for breakfast prior to the start of the conference. Area 8 Chapters, which include Washington, Idaho, Oregon, Alaska-Hawaii, and Canadian Provinces together had a record-breaking total of 121 attendees. Oregon alone had 48 procurement professionals in attendance. What a fantastic turnout and representation from the Pacific Northwest and our Area 8. **Cont. on page 7**

OPPA received the Education and Professional Development Chapter Excellence Award at the 2018 NIGP Forum. The award is presented to a chapter for their accomplishments in providing numerous educational and professional development resources for their members and supporting CPPO/CPPB certification. But that isn’t all.

OPPA also won the Certificate of Achievement for High Percentage of NIGP Membership.

Congratulations to the countless volunteers who work tirelessly to achieve OPPA’s Principal Objective: “To promote the quality and stature of public purchasing, and to advance this profession through established programs.”
OPPA President Congratulates Latest CPPB and CPPO Recipients

Congratulations to the most recent CPPB and CPPO Recipients. The entire membership is proud of your accomplishments.

OPPA President Diane Murzynski offers her congratulations: “I want to take this opportunity to congratulate all OPPA members recognized at Forum who achieved their CPPB and CPPO certifications this year.”

Sincerely,
Diane Murzynski, CPPO, CPPB, OPBC
2017/2018 OPPA President

CPPB recipients:
Jacob Clotfelter, Marion County;
Kendall Foose, Port of Portland;
Cecelia Gilbert, OR Dept. of Transportation;
Danielle Johnson, METRO;
Erika Lopez, City of Hillsboro; and
Shawn Postera, Multnomah Co. Purchasing;

CPPO recipients:
Grant Baldwin, University of Oregon,
Jay Jackson, OR Dept. of Admin. Services.

Chapter of the Year Application

Kudos to Matt Shoemaker and Melody Waight, members of the National Awards Task Force, for their efforts in putting together the 2018 Extra Large Chapter of the Year Application for OPPA.

Chapter of the Year Applications include documentation for four Excellence categories as well as documentation to show excellence in Chapter Operations. The Excellence categories are:

- Membership Recruitment, Retention and Engagement
- Education and Professional Development
- Advocacy for Members and the Profession
- Inspiring Procurement for the Future

If you’ve ever wondered what the OPPA leadership does for the members, this is must read document. You’ll be amazed at what’s happening all around you. After you read this you’ll want to find an OPPA leader and say “Thank you”.

Follow this link to the COY Application
Oregon Department of Corrections Collects the 2018 NIGP Innovation Award

Matt Shoemaker, Oregon Department of Corrections (DOC) earned the 2018 NIGP Innovation Award. The award was won for creating a PWPI Matrix. (Please see “Camber’s Corner” on Page 5)

There are 3 main award criteria:

- **Originality**: how the innovation is profound and represents a new, different, or creative approach to service delivery or process improvement.

- **Impact**: how the innovation thoroughly addresses a need and diminishes an important problem or issue common to the organization. There must be tangible results achieved as a result of implementing the innovation and it must be sustainable.

- **Transferability**: the innovation can effectively be replicated by other agencies.

Congratulations for a job well done!

OPPA Master Class Graduates

OPPA’s Master Class held final presentations on May 15, 2018, at Tualatin Valley Fire & Rescue. OPPA used Zoom for the first time to live stream and record the participants’ presentations. I had the opportunity to attend their final presentations and they each did a great job!

The following members completed the Master Class course requirements: Debra Lindsey Multnomah County, Jay Jackson DAS, Tessa Paul, Multnomah County, Jon Deveaux Metro, Alyce Porter, Multnomah County, Brenda Pearson DHS.

We look forward to seeing you present at a future OPPA conference or workshop. Congratulations graduates!

Thank you also to Barbara Gibson, Kevin Yin, Rob Rickard, Barry Zimmerman, Tracy Sagal, James Moering, Christine Moody, and Tara Maffeo for your support for the Master Class and your dedication to mentor OPPA members. It is greatly appreciated.
Each year OPPA requests nominations from members for the following awards: Buyer of the Year, Manager of the Year, Volunteer of the Year, Mentor of the Year, and Harold F. Vaughan Service Award. This year’s recipients are:

**Volunteer of the Year**  
**Connie Lelack**

OPPA recommended Erika Lopez, for NIGP Buyer of the Year, and Donnell Fowler, for NIGP Manager of the Year, and supported them at NIGP Forum in Nashville, Tennessee.

The President’s award and Volunteer gifts and certificates will be given out at the Fall Conference in November, in Florence.

Thank you to the following members who participated on the Awards Taskforce and helped with the awards presentations: Kevin Yin, Shirley Smith, Melody Waight, Gail Carter, and Eric Wicks.

*Congratulations to all the award recipients!*
Matt Shoemaker from the Oregon Department of Corrections (DOC) was the recipient of NIGP’s 2018 Innovation Award this past August in Nashville, TN for creating the PWPI Matrix. The NIGP Innovation Award recognizes how an NIGP member’s innovative work has helped their agency, customers and community. The award is based on originality, impact on a need in your agency and transferability to other agencies.

Around spring 2017, Matt discovered that the ITB’s his agency was using had errors in them. Previously used dates hadn’t been cleaned out. Like with most agencies throughout the state, and nation, every project he and his fellow buyers were recreating solicitations. Matt wanted to make the forms easier for the next person to use so he began editing, correcting mistakes, and automating the format. Matt had automated a Travel Request Form prior for his agency that is now an agency-wide form, so he is familiar with the task.

Matt transformed the entire ITB into an excel spreadsheet with many tabs. End users complete a project request form, with all of the information needed for the ITB. Matt and his coworker complete the first tab of the excel spreadsheet and it automatically completes the remaining tabs in thus completing the solicitation. What could take hours to complete an ITB solicitation in Word version is now taking anywhere from 3 to 20 minutes to complete.

Matt said they completed the first two projects simultaneously, one in Word and one using the new tool, by the third project there were no issues. Within 6 months they had a final product ready for agency use. The PWPI Matrix is still a work in progress. They add and change items as needed.

The completed product prints out like a normal Word document; the PWPI is internal for his agency only, there was no impact to his agency’s vending community. Once the bid closes, the end user provides Matt with the bonds and he uploads the information into the PWPI Matrix.

Fast forward to August of 2018.

A coworker encouraged Matt to submit the PWPI Matrix for NIGP’s Innovation Award. Originally Matt thought he would submit it for Oregon, through OPPA, but once he began completing the application, the questions were agency based, so he focused on the impact it had to the DOC.

Matt was able to attend this year’s Forum in Nashville, TN where he accepted the award.

This innovative process has not only helped his agency and given Matt national recognition. The Oregon Designated Procurement Officer Counsel has asked Matt to convert all of the state’s ITB’s for goods and services to this matrix so all procurement professionals can utilize it. This has also changed Matt’s career path, he is now a fiscal analyst for the DOC Health Services.

Congratulations Matt and thank you for all of your hard work! Your award is well deserved!
I had the privilege and honor of attending the 2018 NIGP Forum in Nashville, TN as an OPPA Scholarship recipient. I was completely unprepared for how awesome it would end up being and what an amazing time I would experience. There were so many great sessions and networking opportunities. I was fortunate enough to attend sessions by the recipient of a 2018 Distinguished Service Award, legendary David Nash (Question of the Day). My main take-away from his “Spectacular Specifications” was to always keep in mind what your customer intends to do with the product or service. Often times we are so busy we move things along without stopping to really look at the request and question if we have enough information to produce the outcome they wish to accomplish.

In addition to the educational value, the networking sessions allowed me to make connections all over the United States with wonderful procurement professionals. I loved being part of the award luncheon and seeing the dedication of such giving individuals – not only to the profession but also to their teams and communities. The most touching event was one of the Keynote Speakers – Jimmy Wayne, country music star. He told his story of being in the foster care system and his unimaginable and unthinkable childhood. Within himself he always had the drive to work and the distinction between right and wrong. He was able to change his life through the help of an incredible couple (Russell and Bea) who took him in and showed him love and support. His connection with Bea is truly inspirational and confirms his belief that it just takes one person to make all the difference in the world in the life of someone else. He challenges us all to remember we can be the change. I wish everyone could attend every year! If you are in charge of a budget-please think about finding a way to send one or two people and if you’re like me, I encourage you to seek out the scholarship opportunities within OPPA and NIGP.
If you have not had the opportunity to attend Forum, each day begins with a plenary speaker whose story is surprising and captures your attention. The opening ceremony was excellent and featured keynote speaker, Jimmy Wayne. Jimmy is a former foster kid turned award winning country recording artist whose songs and story highlight his mission to raise awareness for children in foster care. His story was heartfelt and touched many of us in the audience.

Plenary Sessions also featured FBI agent, Kyle Scheatzle, who provided an overview of his case work on public corruption investigations involving procurement fraud. Closing session was Carey Lohrenz, the first female F-14 Tomcat Fighter Pilot in the U.S. Navy. She noted that we all have a fear of failure and underestimate ourselves and her recent book is called “Fearless Leadership”. She closed by challenging us to “Do one thing every day that scares you and it will inspire you and all those around you.”

I am happy to announce that OPPA was presented with our first Excellence Award, the NIGP Chapter Excellence in Education and Professional Development. OPPA received a banner that will be on display at Fall Conference. But that is not all...OPPA received a Certificate of Achievement for High Percentage of NIGP Members Award. Thank you to all the Officers, Directors, Chairs and members who helped OPPA accomplish these fantastic achievements this past year! It is with your continued support to provide outstanding professional training and educational opportunities to our members and your support of NIGP that grows our procurement network of excellence in our state of Oregon.

Future trainings are just a few months away, beginning with Fall Conference, November 8-9, 2018, in Florence, Oregon. The NIGP class, Financial Analysis will be offered prior to conference on November 7. Registration should be available soon for Fall Conference and make note that the second Regional Conference and Vendor Showcase will be May 22-24, 2019, in Sunriver, Oregon. Hope to see you all at Fall Conference and remember to support the Reverse Vendor Trade Show, scheduled for October 18, 2018, in Portland.

Sincerely,

Diane Murzynski, CPPO, CPPB, OPBC 2017/2018 OPPA President

Call for OPPA Volunteers

Please take advantage of one of the numerous OPPA volunteer opportunities. Participating on any Committee or Task Force gives you the opportunity make an impact within OPPA and the procurement profession.

Thank you for your consideration,

- **Styles Guide Task Force:**
  Elaine Baker, CPPO, City of Hillsboro
  503.681.6134
  elaine.baker@hillsboro-oregon.gov

- **Diversity Committee:**
  Stephan Nelson, Lane County
  stephen.nelson@co.lane.or.us

- **Website Committee:**
  Bryanne Grafton-Conrad, Chair, Multnomah County, bryanne.grafton-conrad@multco.us

- **Reverse Vender Trade Show:**
  Julia Denton, CPPB, Event Coordinator, City of Vancouver, 360.487.8435, julia.denton@cityofvancouver.us
At the 2018 NIGP Forum in Nashville, I was identified as a Young Professional (YP). OP-PA thought it may be interesting for its members to learn what a YP experiences at Forum. Despite being a YP, I have been in public procurement for 10 years and yet this was still my first Forum. I was a well planned and executed event in a great city. I was impressed, inspired, and ready to get more involved!

NIGP focused on YPs, which they define as 40 and under. They presented an award for YP of the Year, held a special networking event, and gave us the opportunity to identify ourselves with a YP ribbon on our forum badge. This was a great step towards inclusion YP’s. There were also sessions dedicated to creating effective teams comprised of multiple generations of professionals. It was clear to me that NIGP is putting effort into energizing and supporting the YPs; it worked on me. It was not gimmicky but rather felt warm and authentic. Kudos to NIGP.

I would like to reflect on two topics that interest me as a YP. First, the opportunity for learning. I was pleased at the well thought out session that offered a variety of topics like leadership, professional skills, procurement techniques, best practices, and chapters. I would venture to say that whether you are a YP or CPPO with over 30 years in Procurement that variety in learning is well received. The sessions were engaging, relevant and did support the advancement of the profession. While I saw some efforts to vary formats to introduce the mobile app, video, panels, live poling and dialogue, I still think more could be done to advance teaching and learning from the standard lecture power point format that has been used for decades. The 21st century classroom from primary through post graduate and professional learning has modernized. Critical thinking, problem solving and interactions through technology are some of the new norms. I look forward to seeing the result of the work NIGP is doing in their professional development (ProD) and for Forum in the coming years to modernize ProD and continuing education. From my YP perspective, one key to keeping the YP energized and engaged may be in adopting more modern teaching techniques and learning opportunities.

The other reflection I have is about the professionals that attended the 2018 Forum. As a YP, I am inspired at all that has been done by the generations that have come before me. The collective knowledge has been curated and made available through the powerful organization of NIGP. You all have my attention and I say thank you for your leadership, accomplishments, the forum and the opportunity to learn from, and network with, you.

My hope is that all in the profession that are not YP will start to see the motivation of the YP(s) they work with. I believe that the YPs are ready and willing to carry the torch and we will advance the profession armed with the best practices that have been developed while bringing innovative ideas of doing more with less to stay in alignment with the rapidly changing demands of the communities we support as public procurement professionals.

Overall, Nashville NIGP 2018 Forum gets a thumbs up from this YP, CPPB.

If you have been on the fence about going for all the likely valid reasons or for those who haven’t been in a while, YP or not, I would endorse your registration in the coming years; it is well worth your time.
I was blessed to receive an OPPA scholarship to attend the 2018 NIGP forum in Nashville, TN, and it was wonderful as usual! Attending Forum is a re-energizing experience and this year was particularly exciting due to the record-breaking number of attendees. I am inspired by the speakers, subject matter, and my colleagues from around the country.

It is difficult to choose a favorite speaker; however, two speakers come to mind when I reflect on my time in Nashville. Jimmy Wayne who walked from Nashville to Phoenix to raise awareness for kids aging out of the foster care system told his story about the impact one couple had on his life. Jimmy’s lyrics to the song titled “It’s where you are going”, really struck a chord with me about continuing to move forward and to only use the past as lessons learned to make a better tomorrow. While listening to Jimmy’s story, I don’t believe there was a dry eye in the room.

The second speaker was Kyle Scheatzle from the FBI who shared six public corruption investigations involving procurement cycle fraud and corruption. Kyle shared how procurement officials can become the MVP’s against procurement fraud and corruption.

If you have not had the opportunity to attend an NIGP forum in the past, I strongly recommend doing so. It is well worth the investment.

OPPA would like to welcome its new Diversity Committee Chair, Stephen Nelson. Stephen is a Procurement Supervisor with Lane County Finance with a passion for incorporating diversity and inclusion into the public procurement profession.

The OPPA Diversity Committee encourages a safe and supportive environment within the Chapter that honors and respects individuals with varied demographic, cultural, human, intellectual and philosophical differences.

They also work with the Program Committee to provide diversity related educational topics and instructors, inclusive of cultural and supplier-related subjects, as well as providing website posts on the varying aspects of diversity in the workplace and sponsoring an annual Diversity Essay Contest.

If you are interested in joining the Diversity Committee and contributing to the development of activities and educational training for OPPA Members, please contact Stephen at stephen.nelson@co.lane.or.us or click on the Join this committee link on the OPPA website under Committees / Volunteers; Diversity Committee.

We’d love to welcome you to the team!
OPPA is seeking candidates for 3 open board positions: Board Secretary and 2 Directors. The 2 Directors will serve a term of 3 years. The Secretary will serve on the board for a total of 5 years, annually moving through all 5 executive positions (Secretary, Treasurer, Vice President, President, and Immediate Past President).

General duties of OPPA Officers and Directors can be found in the OPPA Handbook posted on the OPPA website.

Nominees will be asked to complete the Board Nominee Information Form (NIF) to be presented to the Elections Task Force. Please send all Nominations and NIFs to Camber Schlag by email at cschlag@co.marion.or.us by no later than September 25, 2018.

Service on the OPPA Board of Directors in an officer or director position is a chance to help drive the decisions of our highly-respected local association of NIGP. It is an opportunity to work with other colleagues in OPPA that allows you to be on the cutting edge of procurement innovations and to be part of the decision making process for our Oregon members.

Board service is also a chance to grow personally and professionally, to develop skills, gain unique experience and make lasting connections with a team of other passionate and motivated professionals.

Many thanks to everyone who is interested in these open positions and to those of you who volunteer your precious time to the organization.

Regards

Gail L. Carter, CPPB
Chair, OPPA Elections Taskforce

See NIF & Nominee Information at: 2019-oppa-nominee-information-form.docx

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### 2018 Fall Training and Vendor Showcase Fundraiser: Oregon Coast Humane Society

Join us in Florence for the 2018 Fall Training and Vendor Showcase where we will be fundraising for Oregon Coast Humane Society.

Oregon Coast Humane Society is a no-kill facility whose mission is to: Rescue, care for, and find responsible, loving, permanent homes for homeless and at-risk dogs and cats; advance the goal of a no-kill community; promote the principal of a lifetime commitment to our pets; and provide for spay-neuter and educational programs to the public.

Once again we will raffle off baskets donated by our generous OPPA members. Donnell and Bobbi will have the Beaver and Duck basket battle! Please start thinking about great baskets to assemble. Stay tuned for more information!

You may donate at: [https://www.oregoncoasthumanesociety.org/](https://www.oregoncoasthumanesociety.org/)
2018 Fall Conference and Showcase: November 7 - 9, 2018
Driftwood Shores Resort & Conference Center
The Next Journey

Conference: Don’t miss out on the opportunity to take part in educational sessions, fund raising for the Oregon Coast Humane Society and cooperative contract information at the 2018 OPPA Fall Training and Vendor Showcase. Featured Keynote Speaker: Walt Stasinski – What to Do When You Start Your Day Sharp and End It Dull!

Also:
- Sustainability in Procurement
- IT procurement for projects less than $150,000
- The QRF contracting process
- Contract Administration
- QRF Showcase of product/service offerings

Key Dates:
- NIGP Class Registration due by: October 7, 2018
- Driftwood Shores Room Reservations due by: October 25, 2018
- Fall Training Registration due by: October 31, 2018

Register Now

NIGP Class: Financial Analysis for Procurement Professionals: Wednesday November 7th, 8:00 am to 5:00 pm, Non-Accredited, Contact hours: 8 hours, Member Fee $310*, Non-Member $410*, 15 registered students required 30 days prior.

Class Description: Understanding financial statements helps procurement professionals make good decisions about suppliers. This course focuses on the key areas of the financial statements that are relevant to the agency when selecting a supplier. The course covers the level of analyses, relevant ratios and why they are important for procurement categories. The class concludes with a financial analysis game using the concepts.

Objectives & Intended Outcomes
- Upon successful completion of this course participants will be able to:
- Apply basic financial analysis terminology
- Use financial information to assess suppliers
- Debate, discuss and evaluate possible procurement solutions.
- Apply principles of collaboration and common procurement knowledge.

Financial Analysis for Procurement Professionals

**$25 discount for registration 60 days prior/$55 late fee for registration less than 30 days prior. This class is not included in registration for Fall Conference, however the first 15 registrants will receive FREE conference registration. After registering for the NIGP course, please wait for the promo code before registering for the conference.
Sharing Solutions
Develop the Possibilities!

The Oregon Public Purchasing Association (OPPA) & the Columbia Chapter of the National Institute of Governmental Purchasing (NIGP) are excited to bring you our annual Reverse Vendor Trade Show! We encourage all purchasing professionals, project managers, and anyone involved in public procurement to attend and share your expertise. Registration for this event is FREE to Government Agencies and lunch is included with booth sign-up.

Meet your agency’s outreach goals
Increase competition of your agency’s procurement process
Provide a one-stop-shop for the supplier community at large
Engage with your supplier community authentically
Increase opportunities for M/W/ESB/DBE/SVDBE businesses
Provide your expertise as a public procurement professional
Raise scholarship funds for OPPA and the Columbia Chapter

Agency Set-up: 8:00a
Take-down: 3:00p
Vendor Admission:
9:00a - 3:00p
For questions & more info:
rvtsoregon@gmailcom
opaweb.org

Lodging: $159+ tax for the night of 10/17/18.
A limited number of rooms will be held on a first-come, first-serve basis until 4pm on September 17, 2018.
SAVE THE DATE!!  SAVE THE DATE!!  SAVE THE DATE!!

NIGP Area 8
Regional Training and Vendor Showcase

May 23-24, 2019
Sunriver Conference Center, 17600 Center Drive, Sunriver, Oregon
A NIGP class will be held on May 22, 2019

“Expanding the Possibilities”
2018 NIGP Forum Photo Fun
Nashville, Tennessee