MARCH IS PROCUREMENT MONTH!

Many of our members will celebrate Procurement Month with luncheons, cake, open houses, educational sessions and many other ideas. We hope that you will share photos of your events with us! Send them to kokken@countyofberks.com.

PAPPA is also celebrating March 14 as Professional Buyer's Day for the third year. This is your chance to show your procurement staff how much you appreciate them and the duties they perform each day.

We hope that you will use this month to share the procurement profession within your agencies as well as outside of your agencies. Look for opportunities to talk with a college or high school student. Provide Procurement 101 training to departments within your agency. Above all, have fun doing it! Procurement is an exciting and ever changing career field.

Share your passion with others!
Aluminum Pop Tab Contest:

- Collect as many tabs as you can by May 6, 2018.

- Pictures of your collections during the collection period can be posted on the PAPPA facebook site to tease other agencies!

- Bring your tabs to the PAPPA General Meeting on May 7, 2018.

- Tabs will be weighed and winning agency will be announced during the General Meeting.

- Winning agency will receive a $100 education/voucher*.

*The $100 Education Voucher can be used by your Agency for any of your employees whom are PAPPA members in good standing towards the cost of a Pennsylvania Public Purchasing Association sponsored Educational Seminar, NIGP Area 2/Regional Conference Expense, NIGP Forum Expense or NIGP Bookstore Expense for a period of 12 Months from the date of issuance.

Remember: Pop tabs can be found on soda, soup, vegetable, tuna, and pet food cans.
STRESS BUSTER TIP:

1. Change your priorities
2. Take stretch breaks
3. Step back and observe
4. Review your purpose.

Upcoming NIGP Online Courses

Fundamentals of Leadership and Management Online
March 8—May 2, 2018

Contracting for Public Sector Services
March 22—May 16, 2018

Risk Management in Public Contracting
April 19—June 13, 2018

Contract Administration in the Public Sector
May 3—June 28, 2018

Developing and Managing RFPs
May 17—July 11, 2018

See NIGP Courses at www.nigp.org

Update – 2018 Area 2 Conference & Trade Show
“Creating Procurement Connections”

DoubleTree by Hilton in King of Prussia, PA
October 24—26, 2018

Big things are continuing to happen with the plans for the 2018 Area 2 Annual Conference & Trade Show!

The conference registration is now live on the PAPPA website. Big thanks to PAPPA member, Patrick Leavey for getting the page up and running. Check it out and share the link with your colleagues. Link: http://pappainc.org/content.php?page=2018 Area 2 Conference

PAPPA is offering an awesome “Early Bird” incentive for delegates:

**EARLY BIRD REGISTRATION (any attendee): Register by September 1, 2018 & receive a chance to win one of two (2) $400 Educational Vouchers which can be used by your Agency for any Chapter or NIGP sponsored Educational Seminar, NIGP Area 2 Conference expense, NIGP Forum expense or NIGP Bookstore expense for a period of 12 months from the date of issuance.

We are still in need of volunteers for the committees noted below, particularly the Site committee. Please reach out to the noted committee chair to volunteer to be a part of this great event!

Committees:

Vendor Solicitation & Registration for Expo – Kelly Okken, kokken@countyofberks.com
Speakers (Booking & event handling) – Kelly Laubach, klaubach@countyofberks.com
Recruiting & Managing Registrants – John McLaughlin, jjmclaughlin@buckscounty.org
Site Committee (Need lots of help!) – Marge Wells, Margaret.Wells@allentownpa.gov

Thank you!
Lisa Noecker - 2018 Area 2 Conference & Trade Show Chair
lnoecker@montcopa.org 610-292-5043

The PAPPA NEWSFLASH Newsletter is published quarterly with issues coming out in March, June, September and December.

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<tr>
<th>Quarter</th>
<th>Submission Deadline</th>
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<tr>
<td>Q1</td>
<td>February 15</td>
<td>March</td>
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<td>Q3</td>
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<td>September</td>
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<tr>
<td>Q4</td>
<td>November 15</td>
<td>December</td>
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Feel the Rhythm

1000+ professionals from throughout the country gather for the largest North American educational conference exclusively for individuals in public procurement. This is a once-a-year opportunity to pump-up the volume on public procurement and network with colleagues and the supplier community.

Our pitch-perfect products exposition features 200+ suppliers with the latest products and services available to the government. While, the educational element of the conference is composed of melodious hot topics, best practices, resources and skills to help improve job performance and provide professional development that doesn’t miss a beat!

5 Reasons to Attend

- Jam with 1000+ public procurement colleagues
- Hear the rhythm of 100+ workshops on trending topics and listen to inspiring speakers that will strike a chord
- Exchange ideas and best practices that are music to your ears
- Meet 200+ government suppliers who showcase a symphony of products and services
- Experience the camaraderie and harmony that make NIGP Forum the #1 procurement event
Celebrate and bring attention to the value of procurement and the Awesome job you do every day.

You have the unique opportunity to positively impact the communities where you live and work.

We commend you for your commitment to the profession and executing the highest professional ideals.

You exemplify public service at its best.

WHAT WILL YOU DO?

Share Your PASSION
PAPPA Membership Dues

The 2018 Membership Dues Invoices have been sent out! Annual memberships for NIGP members are $15.00 per year; chapter only memberships are $20.00 per year. If you are an NIGP member, please provide your NIGP number on your 2018 dues invoice.

Your involvement in PAPPA is more important than ever. Your membership in PAPPA can help you to continue your professional development during this tough economic time. PAPPA members are eligible for scholarships and incentives that can help offset professional development costs. Being a member brings additional benefits to you, such as the opportunity to network with fellow purchasing professionals at our general meetings, learn from guest speakers on specific topics or new procurement strategies, discuss what is going on with your organization, and gain knowledge from the experience of other members.

Also, this is a perfect opportunity to update your PAPPA membership profile. If any of the information on your invoice is incorrect, please do not hesitate to contact me directly, or correct it on your invoice and return it with your payment.

Thank you for your continued support!

Candace Noll
Membership Committee Chair
610-478-6168 x 6271
cnoll@countyofberks.com

PAPPA is on Facebook!

If you have not already “LIKED” the page, please get to it! We are posting important items and reminders to the page frequently.

We will be hosting various trivia and contests via our Facebook site, so be sure to “LIKE” the PAPPA Facebook page!

Just another way to stay plugged into PAPPA!  

https://www.facebook.com/pappainc/
General Membership Meeting
January 22, 2018
Host: Montgomery County Purchasing Department

Price Morris conducted the swearing in ceremony for the new 2018-2019 Officers:
Joseph Coco – President
Kimberly Roth, CPPB – 1st Vice President
Janine Alexander, Esq. – 2nd Vice President
Kelly Okken, CPPB – Secretary
George Nader, CPPO – Treasurer

Kim Roth announced that the Awards/Scholarship Committee is in the process of reviewing the scholarship/awards program and therefore changes may be forthcoming.

Joseph Coco mentioned the 2018 bid threshold has increased to $20,100 and the quote threshold to $10,900.

Kelly Okken provided information regarding the Ronald McDonald House Charities of Central PA. Members are encouraged to collect pop tabs and glossy catalogs.

Membership invoices have been sent out. If you haven’t received one, please contact Candace Noll, cnoll@countyofberks.com.

Pro-D Committee will be hosting their very first low fee seminar entitled “Procurements Role When a Disaster Happens” on February 26 at the Bucks County Public Safety Training Center.

NIGP Forum registrations will be available soon. George Nader will send out an email for early bird registrations to help PAPPA members obtain additional discounts on registrations.

PAPPA will be hosting the Area 2 Conference & Tradeshow in King of Prussia on October 24—26, 2018. The event will be at the DoubleTree Hilton. Lisa Noecker is the Chairperson for the event and is still seeking volunteers to help with the event. If you are interested, please contact Lisa, lnoecker@montcopa.org.

Scott Bridges, Finance Officer, Southeastern Pennsylvania Regional Task Force & Jaylene
Previous Question: What charity organization can you donate to through the PAPPA website?

Answer: The Ronald McDonald House Charities of Central PA

New Question: What is the current contest that is being held to raise money for The Ronald McDonald House Charities of Central PA?

Submit your answer through the PAPPA Facebook site!

Where in PA is This?

The Johnstown Inclined Plane is a 896.5-foot (273.3 m) funicular in Johnstown, Cambria County in the U.S. state of Pennsylvania. The incline and its two stations connect the city of Johnstown, situated in a valley at the confluence of the Stonycreek and the Little Conemaugh Rivers, to the borough of Westmont on Yoder Hill. The Johnstown Inclined Plane is billed as the "world's steepest vehicular inclined plane", as it is capable of carrying automobiles, in addition to passengers, up or down a slope with a grade of 70.9 percent.\(^2\)\(^3\) The travel time from one station to the other is 90 seconds.

After a catastrophic flood in 1889, the Johnstown Inclined Plane was completed in 1891 to serve as an escape route for future floods, as well as a convenient mode of transportation for the residents of the new communities situated above the valley. It was operated by Cambria Iron Company and its successor Bethlehem Steel until 1935, when it was sold to the borough of Westmont. The incline was briefly shut down in 1962 when its supply of power from Bethlehem Steel was terminated. Twice in its history, the Johnstown Inclined Plane fulfilled its role as a means of evacuation from floods—once in 1936 and again in 1977. The incline was listed on the National Register of Historic Places in 1973 and was designated a Historic Mechanical Engineering Landmark in 1994. It had major renovations in 1962 and from 1983 to 1984.

Have you visited Johnstown Inclined Plane? We would love to see your pictures! Send them to Angela.Marino@allentownpa.gov.
General Membership Meeting—Continued from page 7

After lunch, Educational Voucher Raffles were drawn. George Nader, Lehigh County, one for the Member in Attendance and Scott Klabunde, City of Easton, won the Entire Membership raffle drawing. Congratulations to both winners!

There was also a Charity Basket Raffle. The basket of was donated by Kelly Okken. Janine Alexander, County of Bucks, won the basket. The raffle raised $70 for the Ronald McDonald House Charities of Central PA. Thank you to all who participated!

Tom Sullivan, Director, Montgomery County Public Safety presented on the Montgomery County Public Safety Records Management System Procurement in the afternoon.

Finally, a plaque was presented to Kelly Laubach for her 2016-2017 service as PAPPA President. The plaque was presented by the current PAPPA President, Joseph Coco. Thank you, Kelly Laubach, for your years of dedication and service to PAPPA and its membership.

The next General Membership meeting will be held in Harrisburg (location to be determined) on May 7, 2018. Hope to see you all there!
FIRST EVER—PAPPA LOW FEE SEMINAR
“WHAT’S PROCUREMENT’S ROLE WHEN A DISASTER HAPPENS”

Here are just a few pictures of the first ever low fee seminar hosted by PAPPA.

Stay tuned for more low fee seminars!

Do you have an event or educational session that you would like to share with the PAPPA membership? Please submit your information to Kelly Okken (kokken@countyofberks.com) so that we can include it in the next PAPPA NewsFlash.
GREAT IDEAS TO HELP CELEBRATE PROCUREMENT MONTH

If you’re not sure what to do to celebrate Procurement Month, here are a few:

- Hold a public or vendor seminar
- Hold a Purchasing Swap Meet
- Hold an Open House in your department
- Give a presentation at your Chamber of Commerce

- Coordinate a Purchasing Fair or presentation at your local university, college or high school to inform students about the industry and professional opportunities.
- Write an article for the next PAPPA NewsFlash

SHARE YOUR STORY!

The newsletter would like to share your story!

We are looking for articles that procurement professionals would find interesting and/or informative. All members are encouraged to send us… Articles, Press Releases, Photos and More!

Your article may be eligible for UPPCC Recertification Points! For eligibility requirements, please verify directly with the UPPCC.

Submit your contributions to Angela.Marino@allentownpa.gov.

Educational Opportunities

PAPPA has just scheduled
NIGP 3-Day Course
‘Strategic Procurement Planning’
Date: April 16—18, 2018
Time: 8:00 a.m. to 5:00 p.m.
Location: Bucks County Admin Bldg
55 East Court Street
Doylestown PA 18901
Institute Members: $715
Non-Members: $915
Success Story

How Citymart Transformed the Way Philadelphia Solves Problems

In 2015, Citymart supported the City of Philadelphia to approach a pressing issue—traffic safety—with problem-solving, not purchase-ordering. In the process, Philadelphia built the city's first problem inventory.

Like most cities, Philadelphia lacked a structured process to find important, actionable, cross-departmental problems. As a consequence, the city did not maintain an inventory of validated problems, leaving Philadelphia without a method to prioritize actions and evaluate progress on improving key city services or attaining policy goals.

Surfacing Problems and Taking Meaningful Action

With Citymart's help, Philadelphia implemented a workflow that started with crowdsourcing problems across departments and concluded with problem-based procurements that drew on Citymart methods, tools and expertise—but were delivered by Philadelphia in-house staff.

1. Ideation

Philadelphia led an ideation workshop drawing on guidelines and tools provided by Citymart. Thirty participants from nine city departments met for the first time to discuss citizen needs, their departments struggled to meet, budget lines in need of improvement, and service areas in need of innovation.

Participants developed 23 opportunity ideas spanning infrastructure, service, and community issues.
Success Story

2. Prioritization

Citymart provided Philadelphia with best practices for prioritizing those ideas, allowing the project team to prioritize the 23 opportunities against eight criteria, including whether impact could be measured, whether the problem offers space for innovation, availability of funding, and barriers expected.

As a result, Philadelphia's first problem inventory clearly prioritized actionable and transformative opportunities for improvement.

3. Validation

Next, city stakeholders met to validate selected ideas to ensure their viability. Stakeholders from across the city collaborated and built consensus on how to quantify the size of the problem, past efforts to solve it, success metrics, and what success would look like.

Importantly, this validation process led to the nomination of a project owner to formally anchor the project in the city.

As a result of the validation, one of the opportunity ideas was deemed not ready for further development and three were advanced.

4. Problem Statements

Problem statements are concise, one-page descriptions of the problem need that use Citymart standards and draw on the validated data points. Citymart provided best practices on problem statement generation.

Philadelphia's problem statements covered traffic safety, storm water management, and civil service job opportunities—each representing a cross-cutting, high-priority, actionable challenge for the city.

To test the problem statements, Citymart drew on our database of 30,000 city solutions and completed custom market research. Testing their ideas against the market allowed Philadelphia to sharpen and refocus the problem statements where necessary.

From Eliminating Traffic Accidents to Understanding Traffic Behavior

Citymart's method helped Philadelphia to challenge expectations on what a problem is.

As Philadelphia built out one of those three ideas, they started with: "How can the city eliminate all traffic related fatalities and severe injuries?" This opportunity aimed for a broad objective that would need to be addressed through a series of policies, programs, infrastructure enhancements and legislation.

Traffic safety is a high-priority issue for Philadelphia, which has one of the highest rates of fatalities among peer cities. Road accidents cost 100 lives per year in Philadelphia and are the leading cause of death for 15-24 year olds in the city. In addition to the tragic human cost, crashes cost the city $1 billion per year.

By understanding available market solutions and validating and editing the problem statement, the Citymart method helped Philadelphia identify important gaps in understanding the cause of accidents. It turned out that the city only had data on the cause of accidents for those ending in fatalities, and the extent to which Philadelphians engaged in unsafe street behavior and the causes of non-fatal accidents remained largely unknown.
Success Story

As a result, the opportunity was redefined as "Philadelphia is looking for innovative ways to measure gaps in traffic safety knowledge and track dangerous street behavior at identified intersections." The city had learned that they first needed to understand residents' underlying behavior before it would be possible to implement preventive measures to achieve the goal of eliminating traffic-related injuries.

City officials considered this a deeply transformative result for taking further action.

Procuring a quick win toward preventing accidents

In December 2015, Philadelphia used this problem statement as the basis for a problem-based procurement with a tight timeframe to source deep and reliable insights into behavior in traffic.

In this procurement, the city received high-quality proposals from a range of cities, including Montreal and New York, and from a diverse range of organizations, including large engineering firms, universities, nonprofits, a small family business, and a collaborative partnership between several organizations.

The winning solution, “Creative Research on Philadelphians’ Traffic Knowledge and Behavior” came from Temple University, a local university that has a team of experts and line of research into the traffic behavior in Philadelphia.

The Citymart method allowed Philadelphia to source a solution that built on locally available expertise and previously unutilized data by city agencies. As a result, the selected project, which set out to get a deep understanding of Philadelphians’ behavior to inform preventative policies and measures, was scoped for a 4-month long delivery period at a cost of only $32,000.

This successful process led to two additional Citymart challenges in Philadelphia, including their Smart City challenge, which aimed to leveraging existing internet of Things assets to improve city services. The challenge received a staggering 106 idea submissions, and ultimately led to Philadelphia’s nationally-recognized Smart City initiative.

Alice Kamens helps cities solve problems effectively at Citymart. Give her a shout at ak@citymart.com or request a demo to see Citymart in action.
GREETINGS:

It is my distinct pleasure to unite with the Pennsylvania Public Purchasing Association (PAPPA) to recognize March 2018 as Procurement Month, and March 8, 2018, as Professional Buyer’s Day.

During Procurement Month, we recognize the important role that the procurement profession plays in both government and business by maintaining preeminent ethical and professional standards. These professional buyers are highly trained individuals who provide specialized services to organizations through the purchase of goods and services, the management of contracts, and the development of procurement best practices. The PAPPA Chapter of NIGP affords its members with support, resources, opportunities for career and educational growth, and networking forums. I am certain that the members of this organization will continue to serve the commonwealth with distinction for many years to come.

As Governor, and on behalf of all the citizens of the Commonwealth of Pennsylvania, I am pleased to support March as Procurement Month, and March 8, 2018, as Professional Buyer’s Day. Please accept my best wishes for continued success.

TOM WOLF
Governor
March 2018
PROCLAMATION

WHEREAS, the public procurement profession plays a significant role in the efficiency and effectiveness of both government and business; and

WHEREAS, in addition to the purchase of goods and services, Procurement adds value to the organization by performing such functions as executing, implementing and administering contracts, developing strategic procurement strategies and cultivating working relationships with suppliers and other departments within the organization; and

WHEREAS, public procurement professionals who are members of the Pennsylvania Public Procurement Association Chapter of NIGP and in other public and private organizations have tremendous influence on the economic conditions in the United States, with accumulative purchasing power running into the billions of dollars; and

WHEREAS, the PAPPA Chapter of NIGP through its members is committed to providing high-caliber strategic, logistical and operational support of all agencies associated with the Chapter; and

WHEREAS, the PAPPA Chapter of NIGP recognizes, supports and practices the Public Procurement Values and Guiding Principles of Accountability, Ethics, Impartiality, Professionalism, Service and Transparency, established by NIGP – The Institute for Public Procurement as fundamental tenets of the public procurement profession; and

WHEREAS, NIGP has proclaimed the month of March as Procurement Month to further expand the awareness of the purchasing profession’s role to governmental officials, the general public, business and corporate leaders;

NOW, THEREFORE, We the Governing Board of the PAPPA Chapter of NIGP do hereby and proclaim March 14, 2018 as

PROFESSIONAL BUYER’S DAY

and urge all members to join PAPPA and NIGP in recognizing the role of the purchasing and materials management profession within business, industry and government.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the Pennsylvania Public Purchasing Association Chapter of NIGP to be affixed this 1st day of March, 2018.

[Signature]
President
MEMBERS on the MOVE

SHARE YOUR NEWS
Tell us what’s happening or send us your pictures or videos.

Application Deadlines & Exam Dates

<table>
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<th>Exam Dates</th>
<th>Apply by:</th>
<th>Apply w/ late fee by:</th>
<th>Schedule exam by:</th>
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<tr>
<td>May 7-19, 2018</td>
<td>Jan 29</td>
<td>Feb 12</td>
<td>Mar 26</td>
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**Certification Fees**

All fees quoted are expressed in US dollars. The UPPCC accepts payment in US currency only. Check, money order, Visa, MasterCard and American Express are all acceptable methods of payment. Some fees listed show a discounted member rate which refers to National members of either of the two founding organizations of the UPPCC: NASPO or NIGP.

<table>
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<th>Initial Application Fees:</th>
<th>New Fee Structure as of July 1, 2017</th>
<th>Fees After July, 1 2017</th>
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<tr>
<td>CPPO/CPPB (member*)</td>
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<td>CPPO/CPPB (non-member)</td>
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<tr>
<td>Late Application Filing Fee</td>
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**Examination Fees (Exam Scheduling Fee):**

| Exam and Re-Exam | | $300 |
2018 Board Members

President
Joseph Coco

1st Vice President
Kimberly A. Roth, CPPB

2nd Vice President
Janine Alexander, Esq.

Secretary
Kelly J. Okken, CPPB

Treasurer
George M. Nader, Jr., CPPO

Immediate Past President
Kelly A. Laubach, CPPB

President’s Appointee
Maureen W. McIlvaine, CPPO, CPPB

Awards & Scholarship Committee Chair
Janine Alexander, Esq.
Members: Maureen W. McIlvaine, CPPO, CPPB, Hannah Seiple, Judy Snyder

Finance Committee Chair
Vacant
Member: Treasurer, George M. Nader, Jr., CPPO

Legislative Committee Chair
Joseph Coco
Members: Janine D. Alexander, Esq.

Marketing Committee Chair
Kelly Okken, CPPB
Members: Patrick J. Leavey, CPPB, Angela M. Marino, CPPB

Membership Committee Chair
Candace Noll
Members: Patricia A. Barnes, Kelly Okken, CPPB

Professional Development Committee Chair
Maureen W. McIlvaine, CPPO, CPPB
Members: Joseph Coco, Sean Meyers

Website Committee Chair
Patrick J. Leavey, CPPB
Members: Kelly Okken, CPPB

NIGP Chapter Ambassador Area 2
Maureen W. McIlvaine, CPPO, CPPB

Directions and other meeting details can be found on the PAPPA website: [www.pappainc.org](http://www.pappainc.org)