

# The Procurement Edge

News for the Professional in Public Purchasing



November 2022

Official Chapter **NIGP** The Institute for Public Procurement



*General Membership Meeting*  
*November 16, 2022*  
*9:00 a.m.*  
*In Person*  
*Boat House at Confluence Park*  
*649 W. Spring Street*



Join your colleagues when chapter members return to gather for CO-OPP's Annual Brunch General Membership Meeting. The November General Membership Meeting will be in-person and will include the Chapter's Biannual Election as well as welcoming Ohio Ethics Commission Education and Communications Manager, Susan Willeke, as she presents...

## OHIO ETHICS LAW 2022 WATCHING OUR STEP!

This interactive course provides timely information regarding the Ohio Ethics Commission and about restrictions in the Ohio Ethics Law and related statutes that pertain to all public-sector employees and private sector parties who are regulated or do business with public offices. With relevant examples and references to past ethics investigations, attendees will be well-equipped to better understand and comply with the Ohio Ethics Law.

### Course Objectives:

- Understand how to identify and avoid acting on potential conflicts of interest
- Understand definition of public contracts and ethics prohibitions related to public contracts, including nepotism prohibitions
- Understand gift restrictions on public employees/officials and those who interact with them
- Identify potential post-employment requirements
- Learn about general assistance available from the Ohio Ethics Commission



Susan Willeke, Education and Communications Manager

Susan Willeke, Education and Communications Manager is an accomplished government-relations professional with more than 30 years' experience in public affairs, communication, and public speaking. Susan joined the Ohio Ethics Commission in 2005 as the Education and Communications Manager where she oversees and conducts educational and communication outreach. In that position, Susan presents approximately 200 speeches annually, develops information strategies regarding agency programs and represents the Ethics Commission to Ohio citizens, the media, and the Ohio legislature. Prior to joining the

Commission, Susan served in the communications office at the Ohio Environmental Protection Agency and as a legislative aide in the Ohio House of Representatives.

Central Ohio  
Organization of  
Public Purchasers

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Columbus OH 43216

[info@coopp.org](mailto:info@coopp.org)

**Lori Byrd, CPPB, President**



### MISSION

*Promote professionalism in public procurement by providing a forum for shared resources and education for members*

### VISION

*To lead and promote excellence in public procurement*



Thank You  
**VETERANS**

## CO-OPP Biannual November Election - Slate of Candidates

The CO-OPP chapter will conduct its biannual election during the General Membership Meeting on November 16, 2022. The office of Vice-President, Treasurer, Secretary, and Member-at-Large are to be elected during the November meeting. The following nominations have been received during the open nomination period. Additionally, nominations will be taken from the floor during the November General Membership Meeting.

**Vice-President** – Term January 1, 2023 thru December 31, 2024

**Candidate - Barbara Colebank**

Procurement Analyst

Solid Waste Authority of Central Ohio (SWACO)

Barbara manages SWACO's procurement processes, compliance and training, along with vendor management. She has been in procurement since 2015 and has a 20-year background in construction, acquisitions and mergers, and process improvement. She holds a bachelor's degree in operations management and supply chain management and an associate degree in paralegal studies. Barbara has been a member of CO-OPP since 2017 and currently chairs the Intergovernmental Cooperative Purchasing Committee (ICPC).

*What will you do to support the continued success of CO-OPP?*

Supporting CO-OPP members and their needs is a priority I want to continue through open communication, website interaction, and taking advantage of what NIGP offers CO-OPP members.

Open communication and website interaction benefit CO-OPP members in many aspects. As a new member, I struggled to find information on the CO-OPP website and could not find anything on how CO-OPP meetings benefitted my job. Opening the channels of interaction among members, gaining knowledge and experience from other procurement professionals, adds more value to CO-OPP membership. Open discussion meetings on specific topics can open doors to what others are doing and generates ideas to problem solving. Smaller organizations are not as visible as larger ones, while others are understaffed, making membership to NIGP unreachable. CO-OPP website interaction may be a channel to advocate IGP advantages to CO-OPP members.

I believe CO-OPP is about continued success through support of others, which is why supporting the continued success of CO-OPP, its members and their needs, is a priority.



**Treasurer** – Term January 1, 2023 thru December 31, 2024

**Candidate - Kellie Johnson, CPPB, CTA**

Senior Business Transformation Analyst

Ohio Department of Administrative Services, Office of Procurement Services

Kellie currently supports Ohio's eProcurement Platform, Ohio Buys as a Senior Business Transformation Analyst with DAS. She has over 20 years of procurement experience and holds the CPPB and NIGP-CPP certifications.

Since entering public procurement and joining CO-OPP in 2012 she has been a strong supporter of CO-OPP serving on several committees including Programs, March is Purchasing Month, Budget and Finance, and chaired the Membership committee. Kellie has service CO-OPP as the Chapter's Treasure for the past six years. In 2015 Kellie volunteered to attend training on the Chapter Manager website application to help manage CO-OPP's website and she continues today in helping to maintain content on the website. In 2015 she received the Above and Beyond Recognition from the CO-OPP President and was nominated for CO-OPP Volunteer of the Year. In 2017 Kellie was nominated for CO-OPP Manger of the Year. In 2018 Kellie received the Cronin Honorable Mention from the National Association of State Procurement Officials (NASPO) for her work on the State of Ohio's strategic staffing contract.

*What will you do to support the continued success of CO-OPP?*

I would like to continue as Treasurer for our chapter and further involve myself within CO-OPP by maintaining a leadership position where we can as a group look towards setting goals to maintain our financial stability while providing strategic but meaningful benefits to our membership and celebrate the spirit of our jobs in the procurement profession. If re-elected Treasure, I would continue to work with the Budget and Finance committee to align the budget with our chapter goals and mission. My goal is to provide a structured budget that would maintain funding for our chapter's growth for current and future members.

## Slate of Candidates...continued

**Secretary** - Term January 1, 2023 thru December 31, 2024

**Candidate** - **Seeking Candidates**

Nominations will be accepted from the floor during the In-person November General Membership Meeting.



**Member at Large** - Term January 1, 2023 thru December 31, 2024

**Candidate** - **Donna Davies**

State Procurement Analyst

Ohio Department of Administrative Services

Donna Davies is a State Procurement Analyst with the Ohio Department of Administrative Services. Serving as an analyst on the Fleet and Services Team she manages a portfolio of contracts including bulk fuel, rental equipment, vehicle components and various services for multiple agencies. Donna has been serving public procurement for more than ten years. Prior to joining the State of Ohio, she was employed in public procurement in education. Donna has been active in CO-OPP since 2019 and currently serving as Member-at-Large.

*What will you do to support the continued success of CO-OPP?*

Serving as Member-at-Large has given me a great insight into the goals of CO-OPP, and the ways in which we can continue to serve our public procurement community. I have enjoyed the opportunity to provide both assistance and constructive feedback on how we can continue to fulfill those goals. If elected to the position, I look forward to continuing to provide feedback on the interests and needs of the chapter membership in order to contribute to our continued success.

## All About Our Members



### Welcome New Members

**Jessica Acus** - Ohio Department of Public Safety

**Aaron Bassham** - Central Ohio Transit Authority

**Kayla Carle** - City of Middletown

**Brad Case** - Ohio Department of Health

**Jatna Garcia** - Ohio Bureau of Workers' Compensation

**Darrah Gohring** - Ohio Bureau of Workers' Compensation

**NaTasha McDaniel** - Ohio Department of Health

**Doris Shuler** - Ohio Department of Public Safety

**Katie Tack** - Central Ohio Transit Authority

**Whitney Tchoula** - Montgomery County

**Alicia Vega-Kolano** - Ohio Department of Health

**Steven Watson** - Central Ohio Technical College



## Public Procurement, We Are the Links

~Speranca Szana, CPPB

Procurement is at the heart of almost everything a government does. The procurement office is a place to advance our entity's goals by making sure the customer needs are met. The value delivered by procurement in the public sector continues to evolve.

We create public value through satisfying community needs to enable its mission and concurrently pursuing excellence and total quality in the design and delivery of services. It is also a way of practicing exceptional public administration on a daily basis. We ensure that all purchases complied with the laws, policies, and regulations governing the procurement system.

Pay attention to daily behavior and decision making patterns. Be vigilant within the bureaucratic boundaries (constitutions, laws, appropriations, regulations and rules) and do not compromise excellence.

To be effective, purchasing professionals must have a working technical knowledge of the goods or services to be purchased. We are the public employees charged with conducting the people's business of acquiring the appropriate goods and services in a timely and fiscally sound manner.

Examine the far-reaching implications and possibilities. Make fact-based decisions. Consider what impact your decision will have on a given community. There is much more that goes into providing "most value for the money" than efficiency. Procurement professionals assume a much more diverse set of roles.

Our purpose is to add value to the organization with every purchase. It is imperative that procurement departments are viewed as value-creators rather than mere cost-killers. They are not just "cost centers," they provide a return on investment of taxpayer's money in the form of specifics like "answers, approvals, experience." We deliver constituent services as efficiently and effectively as possible.

How do we communicate our value? The way of success is the way of continuous pursuit of knowledge. Our Chapter champions improvement in competency levels of its members, and provides tools for a gateway to success through training and interpersonal connectedness. Make the investment in making the interaction a positive one.

Member engagement includes a strong desire to be part of the organization, to engage in governance and influence organizational outcomes in meaningful ways. Engaged members exhibit three key characteristics: 1. A strong emotional and intellectual bond with the organization. 2. Exert discretionary effort that helps the organization realize better outcomes. 3. Take ownership of their own engagement and commit to improve.

In his book *The One Minute Manager*, Ken Blanchard wrote: "There is a difference between interest and commitment. When you are interested in doing something, you do it only when it is convenient. When you are committed to something, you accept no excuses."



Join A Committee Today  
[coop.org](http://coop.org)



## The Latest News...

Radio NIGP is produced monthly with various procurement related segments, guest commentaries, interviews and compelling news that will keep you connected and engaged with NIGP and the procurement community. Get ready to listen, learn and be entertained! Here is the latest from Radio NIGP...

**September 2022 Broadcast - Forum Aha” Moments & NIGP Awardee Interviews:** From the perspective of many first-time attendees, they were asked in this month’s show what was your “aha” moment at Forum, what did you take away from the plenary speakers and sessions, and how do you benefit in your role by attending?

Radio NIGP continues to spotlight the best of the best in Public Procurement with additional interviews of this year’s NIGP Award Recipients:

- **Ella Pierce Diversity and Inclusion Award:** Clarissa Clark
- **Procurement Manager of the Year Award:** Zac Christensen
- **Procurement Specialist of the Year Award:** Teresa Chapman

NIGP staff and management also weigh in on the impart of Forum for our profession.

**October 2022 Broadcast Improving Your Effectiveness** – This broadcast focuses on improving the effectiveness of our relationships and decision-making support. For procurement, supplier and stakeholder support is critical to the service and delivery we provide to our customers. Tips and tools will be shared that will help you become more effective in your relationships.

- **Hot Topics:** Internal Relationships and the hard ten percent.
- **Legally Speaking:** Key perspectives on establishing or improving your working relationship with legal. Do we share the same view about fundamental responsibilities? Two new contributors join the team as they unpack some considerations when working with counsel.
- **Chapter Updates:** An interview with Jennifer Steffan, Chapter Relations Manager for NIGP.
- **Way To Grow:** How NIGP Mentorships can develop and grow personal and professional relationships.
- **Procurement Pioneers:** An interview with the 2008 NIGP Albert H. Hall Memorial Award Recipient, E. Ray (Ray) Burnett.
- **Because I Don’t Look Good in Orange:** An embezzlement case involving two procurement officers at Coahoma Community College and why there should be multi-level checks in place to prevent p-card fraud.
- **Commentary:** Building relationships with our stakeholders including our end users and our suppliers is critical to the success of any project. How those relationships are built can take several different forms, but networking is an excellent tool to help grow and develop your personal and professional relationships. In this segment we will explore times when who you know helps what you know, and relationships always matter.

To watch recorded Radio videos: [TUNE IN TO RADIO NIGP!](#)

## Community Affairs



It’s that time of year and CO-OPP’s Community Affairs will be collecting TOYS for Tots toy drive at the November General Membership Brunch Meeting. Bring unwrapped toys to the Brunch on November 16<sup>th</sup> for the kids!



Aluminum pop tabs are being collected for the Ronald McDonald House Charities. Bring your saved pop tabs to the November Brunch meeting.





# NIGP WEBINARS

## Webinars and Webinars Recordings are FREE to Members

To say we are living in an age of budgetary restraints may be at best an understatement. All of us have felt and will continue to feel the crunch of our dollars. If you have access to a computer and can carve 60 minutes out of your work schedule for training, you are a prime candidate to take advantage of NIGP FREE WEBINARS. These informative workshops are education provided on your desktop. You can attend the workshop live or take advantage and watch at your convenience with the Recorded Webinar.

For FREE, you can participate in most of the following NIGP Webinars. Some are FREE for NIGP Members Only as designated below.

**Contact Hour: 1**  
**Time: 2PM – 3:30PM (ET)**

### **The Evolving Practitioner–Supplier Conversation: Bringing Value to the Procurement Profession**

A panel of procurement practitioners and NIGP Business Council supplier representatives conduct an interactive workshop on the evolution of the supplier – practitioner relationship. Learners will understand the supplier-practitioner relationship and how conversations and collaboration can improve solicitation outcomes.

[November 30, 2022](#)

### **NIGP Certified Procurement Professional: Connecting Certification to Your Learning and Career Aspirations**

This session provides details on the NIGP Certified Procurement Professional designation as defined in the NIGP-CPP Certification Handbook to include the program objectives, the exam content and format, key product differences, eligibility requirements, the application process, exam availability, and recertification requirements

[December 8, 2022](#)

### **Request for Proposal (RFP) Learning Lab Series Preview**

The Spring RFP Learning Lab kicks off April 6, 2023 covering a range of important topics related to RFPs. This webinar will provide insight into each of the Learning Labs discussing the topic and primary focus of each lab session. This overview of the RFP process will be an opportunity for interested students to determine which lab(s) may benefit them the most.

[January 25, 2023](#)

*VIEW PAST RECORDINGS - GAIN CONTACT HOURS*

[Webinar Recordings](#)



# NIGP Headliner Series

The NIGP Headliner Series feature compact sessions on the most current procurement topics that impact your career, your entity, and your community.

[ACCESS HERE](#)

## HEADLINER: INFLATION & HIGHER PRICES...MANAGING COSTS IN A VOLATILE MARKET

Register Through November 23, 2022 For On Demand Access

Contact Hours: 2  
\$79 Members

Buying during inflationary times is challenging. Add supply chain disruptions to the mix and the challenges may seem insurmountable. This informative session highlights what steps public procurement professionals can take to mitigate costs increases. Discover new methods and approaches to manage price increase requests from suppliers and learn what costs management strategies public procurement agencies can implement during these volatile times.

### Key Takeaways

- Identify additional tools and approaches you can implement to manage cost changes (*Attendees can download a Tip Sheet on managing costs increases as a reference resource*)
- Learn how to be more proactive in dealing with key suppliers
- Gain insight into what categories are most vulnerable to price fluctuations
- Examine the “cost drivers”
- Understand how to select the most appropriate cost management strategy for each category of goods and services.

## HEADLINER: CYBERSECURITY...THE RISKS YOU MAY NOT KNOW ABOUT. ARE YOU WILLING TO TAKE THEM?

Date: 12/13/2022 / 1:00 – 4:00 p.m.  
Contact Hours: 3  
\$79 Members / \$179 Non-Members

*Cybersecurity – If The Adage “Data Is Currency” Is True, How Do We Make Sure Our Entity’s “Money” Is Safe?*

Our entity’s data is becoming more and more valuable, yet we are moving away from on-premises software solutions and opting to entrust the safeguarding of our most valuable asset to contractors and third-parties. Cyber-attacks are becoming increasingly prevalent, and making headline daily. How do we determine whether our data will be safe, and what steps can we take to address the consequences of a cyber-attack on our data? This session will discuss two aspects of cybersecurity.

- Assessing whether a potential Contractor meets our security standards. We will discuss different methods of assessment, including questionnaires, surveys, and using third-party solutions.
- Cyberliability insurance. We will examine what it is, the current state of the market, and how to determine when we need it and how much we need.

# UPCOMING EVENTS

## Virtual Classes

### CO-OPP Scheduled

- ✓ **Competency Module: Market Analysis and Forecasting (Virtual)**

December 5, 2022 8:00 – 5:00

Contact Hrs.: 7.5 / CEUs: 0.8

### PPANO Scheduled (Cleveland)

- ✓ **Competency Module: Transformation and Vision Creation (Virtual)**

November 17, 2022 8:00 – 5:00

Contact Hrs.: 7.5 / CEUs: 0.8

See the Full CO-OPP Schedule of Events at:

<https://www.coopp.org/insidepages/meetings/>

*Mackenzie Nickell, Education Chair*  
[education@coopp.org](mailto:education@coopp.org)

## Virtual/Hybrid Meetings

- **November Board of Trustees**  
November 8, 2022 2:30 – 4:00 p.m.
- **November General Membership Brunch Meeting - In-Person Only**  
November 16, 2022 9:00 – 12:00 p.m.  
The Boat House at Confluence Park  
RSVP Required  
Limited Seating - Register Early
- **December Board of Trustees**



## **Funding Assistance**

Check out the [Professional Development Assistance Program](#) for Funding Assistance information and application, or contact [award@coopp.org](mailto:award@coopp.org)

“For the best return on your money, pour your purse into your head.”

~ Benjamin Franklin

# CONGRATULATIONS TO THE NEW STAR IN OHIO



## NIGP-CPP CERTIFICATION



Certified Professional	Certification	Agency/location
Veronica Gayton	NIGP-CPP	Lakota Local School District

The NIGP-CPP certification program was designed to assess all the critical competencies needed for today's evolving public procurement professional. It is based on the Public Procurement Competency Framework and complements existing certifications. NIGP-CPP does not require any specific procurement classes or training to be eligible to take the exam. The NIGP-CPP is a two-part modular exam with a Module A and Module B exams.

NIGP offers 5 Pathways toward certification for those who have never been certified. Pathways A, B, C, D and E allows you to choose the one that best applies to you. All 5 paths require the Comprehensive Exam (Module A and Module B) be taken.

For information on Pathways A, B, C, D, and E <https://www.nigp.org/certification/nigp-cpp-eligibility>

NIGP also offers Pathway F for those that are currently certified as a CPPO/CPPB or those whose certification has lapsed (within 1 year from date of application). Pathway F requires only Module B exam be taken. If you are a Pathway F candidate you need to successfully complete Module B exam through the May 2024 testing. May 2024 is the FINAL testing window in which Pathway F will be allowed to successfully complete the Module B Exam Only for certification. After May 2024 all candidates – regardless of eligibility pathway – must successfully complete both Module A and Module B to earn the NIGP-CPP Certification.

For information on Pathway F <https://www.nigp.org/certification/application-and-fees-bridge>

REGISTRATION AND PAYMENT FOR February 2023 testing are now open and will close on December 22, 2022

**“Opportunity arises for the prepared mind”** – Louis Pasteur (chemist)

Keeping an open mind allows us to identify opportunities as they arise. Don't presume that your solutions are the best. Let your stakeholders express their ideas freely and assess their merit. Particularly, for categories that are reliant on innovation, it is crucial to seek different quotes and assess the responses with an open mind.

~ George Vrakas

## UPPCC CERTIFICATIONS



NASPO has opened all NASPO-created courses **FREE** of charge to procurement professionals – giving you 64 contact hours to contribute to your UPPCC Certification!

The currently available hours cover the majority of the contact hours needed to sit for either CPPB or CPPO exams – at **NO CHARGE** to you.

The Self-Assessment & Study Tool is also available at **no charge** to help you prepare for your certification exam.

Interested in getting more news from NASPO? Get information on ValuePoint portfolios, Procurement U education, and upcoming webinars and events at [NASPO.org](https://www.naspo.org).

# THANK YOU MEMBER VOLUNTEERS



**It takes many volunteer hours for CO-OPP to provide services to our chapter members. The members appreciate all who provide the gift of their time and skills.**

Gretchen Adkins  
Deborah Bryan  
Lori Byrd  
Barbara Colebank  
Janelle Collier  
Cindy Collins  
Robin Cook

Jennifer Dammeyer  
Donna Davies  
Charlita Diggs-Randle  
Veronica Gayotin  
Mary Harper  
Kristen Howard  
Barbara Johnson

Kellie Johnson  
Mark Later  
Javon Lewis  
Paul Maragos  
Mo McGuire  
Karen Murphy  
Mackenzie Nickell

Thomas Patterson  
Susan Popp  
Rosemary Reid  
Charlie Rosol  
Kelly Sanders  
Jean Stephenson  
Maureen Studer

Terri Villavicencio  
Kelli Whalen  
Adam Williamson  
Robin Wilson  
Beverly Yount  
Leah Zuck