

# The Procurement Edge

News for the Professional in Public  
Purchasing

May 2021



**NIGP** The Institute for  
Public Procurement



## *General Membership Zoom Meeting* *May 19, 2021* *3:00 p.m.*



The **2021 NIGP Forum**, being held August 23-26, 2021, will be a virtual event with a mix of live and pre-recorded sessions. These sessions will provide inspiring speakers, thought-provoking education, agency and topic-based networking. Attendees will have the opportunity to connect with procurement professionals and suppliers throughout the country virtually.

The Forum will be followed with the **NIGP Forum Leadership Summit** being held September 11-14, 2021 in Anaheim, California. The new Leadership Summit is a three-day event designed to bring procurement's innovative thought leaders together for transformative thinking and high impact collaboration. The Leadership Summit registration provides full access to the virtual forum experience. The in-person Leadership Summit is limited to 400 people and offered on a first-come, first-served basis.

Your health and safety are top priority, and NIGP is taking all necessary and appropriate steps to keep you safe and healthy while you take part in this milestone event.

For more information on the benefits and registration of both programs see page 2.

## Central Ohio Organization of Public Purchasers

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Columbus OH 43216

[info@coop.org](mailto:info@coop.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*



[Committees need your  
assistance – Join Now!](#)

## NIGP Forum 2021

August 23 – 26, 2021

### Virtual Forum



NIGP Forum Virtual offers a way for members to connect, engage, and celebrate accomplishments.

**20 Contact Hours Available**

#### Early Bird (through May 31)

Member: \$249  
Non-Member: \$397

#### Standard (June 1 - August 28)

Member: \$297  
Non-Member: \$397

Get Early Bird Pricing

**[REGISTER NOW](#)**

*\*Registration is fully refundable through July 16*

## NIGP Forum Leadership Summit

September 11 – 14, 2021  
Anaheim, CA



Most activities will take place at the  
Anaheim Convention Center

#### 34 Contact Hours

(includes 20 hours from Forum virtual)

#### Early Bird (through May 31)

Member: \$800  
Non-Member: \$1,000

#### Standard (June 1 - August 12)

Member: \$850  
Non-Member: \$1,050

#### Late Registration (August 13 - September 12)

Member - \$900  
Non-Member - \$1,100

Registration for in-person  
Leadership Summit is limited to 400 people;  
first-come, first-served.

## Want to attend the NIGP Annual Forum but funds are limited?

The 2021 NIGP Virtual Forum provides a great time to attend.

**CO-OPP may be able to assist you with registration cost!**

To qualify for Professional Development Assistance funds (PDA), you need to have:

- Been a paid member for 12 months prior to application date
- Attended 2 official chapter meeting during 12 months prior to application date
- Participated on at least 1 committee anytime in the 12 months prior to application date

If you meet these requirements, you could receive a minimum of \$100. If you are more active in the chapter you can receive up to \$875 dollars to attend the 2021 NIGP Virtual Forum.

<https://www.coopp.org/chapters/nigp-coopp/pdap.cfm>



### In Case You Missed the Latest News...Introducing Radio NIGP

NIGP is excited to introduce **RADIO NIGP**. A team of procurement colleagues creating the first-ever radio program. Radio NIGP gives a new vibe and a new twist to the world of procurement. Get ready to listen, learn and be entertained!

Radio NIGP will be produced monthly with segments that include "Legally Speaking", "Word of the Day", "Tech Tip" as well as guest commentaries, interviews and compelling news that will keep you connected and engaged with NIGP and the procurement community. Look for more enhancements as we grow this innovative radio program.

The latest broadcast, April 21<sup>st</sup>, includes:

- **Legally Speaking:** Discusses the legality of electronic signatures and approvals in the Procurement process
- **Procurement Ethics:** Examines lessons learned from the "Fajita Bandit"
- **Commentary:** What does it take for others to see the value of Procurement?
- **Chapter Updates:** Three NIGP Chapters share their successes in innovation during COVID

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

## NIGP FREE WEBINARS

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)**

### **You are Certified by the UPPCC, Congratulations! What is your next Journey?**

Would you consider a new procurement credential? Through June 2021, you have an opportunity to earn your NIGP-CPP designation without spending a dime. Learn more about this opportunity in this webinar.

[June 15, 2021](#)

### **Lead Laterally: Chose to Help**

What are five behaviors of effective team leaders? How might leadership in larger organizations be different from team leadership? This session challenges participants to Find the Gap, exercise leadership, and begin the process of change.

[May 19, 2021](#)

### **Buy American Executive Order and the Impact on Procurement Departments - Free to NIGP Members Only**

What are the terms of the Buy American Order? How can you make it more effective in your community? Get answers to these questions and learn so much more.

[May 24, 2021](#)

### **NIGP Certified Procurement Professional: A Proven Pathway That Invests in Your Long-Term Career Growth**

Discover why NIGP-CPP represents the future of our profession and why it may be right for you. Learn about the application process, exam content, eligibility and more.

[May 27, 2021](#)

[June 22, 2021](#)

### **Shining the Light on the Dark Side of the Pandemic: The Personal and Professional impact to Our Emotional, Mental, and Physical Health - Free to NIGP Members Only**

A panel of experts in mental health, leadership and procurement speak about the darker side of the pandemic's impact to our emotional, physical and mental well-being, covering topics affecting our colleagues, staff, friends and family.

[June 29, 2021](#)

## UPCOMING EVENTS

### Scheduled Virtual Classes

- ✓ Legal Aspects of Public Procurement  
July 26 - 28, 2021 8:00 - 5:00
- ✓ Competency Module: Contract Management and Performance  
August 23, 2021 8:00 - 5:00
- ✓ Core Certificate: Foundations of Leadership  
September 20 - 21, 2021 8:00 - 5:00

See the Full Schedule of Events at:

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

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

### Virtual Meetings

- May 13, 2021 Board Meeting  
2:30 - 4:00 p.m.
- May 19, 2021 - General Membership Zoom Meeting  
3:00 - 4:30 p.m.
- June 10, 2021 Board Meeting  
2:30 - 4:00 p.m.
- July 15, 2021 Board Meeting  
2:30 - 4:00 p.m.
- July 22, 2021 General Membership Midyear News  
2:30 - 4:00 p.m.
- August 12, 2021 Board Meeting  
2:30 - 4:00 p.m.



#### KPI - Key Performance Indicator

KPIs are measures (metrics) used by organizations to help determine their programs success in meeting their objectives. Metrics identify the present state of the activities and assist in identifying potential improvement opportunities. Procurement KPI's might include:

- Dollars Purchased by Commodity
- Purchase Order Cycle Time
- Number of Suppliers

SHARE

YOUR

STORY

**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:

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

## All About Our Members



### Members On The Move

Kellie Johnson joined the Ohio Department of Administrative Services as an eCommerce Sr. Business Transformation Analyst.

Cindy Collins moved to the Columbus Regional Airport Authority as a Manager of Contract Administration and IT Procurement.

Mary Harper joined the Ohio Judiciary Supreme Court as their Procurement Administrator.

***Congratulations***



### Welcome New Members

Daniel Cartwright  
Ohio Bureau of Workers' Compensation

Tabatha Rogers  
Ohio Bureau of Workers' Compensation

Edward Woda  
Columbus Metropolitan Library

## CONGRATULATIONS 2021 CO-OPP Manager of the Year Charlie Rosol, CPPO, CPPB, NIGP-CPP



The Awards & Scholarship Committee is pleased to present the 2021 CO-OPP Manager of the Year Award to Charlie Rosol, CPPO, CPPB, NIGP-CPP. Charlie is A Procurement Manager with Cleveland Metroparks and shares his passion for procurement with staff and chapter members.

His passion is evident through his involvement in CO-OPP, the Public Purchasers Association of Northern Ohio (PPANO), and NIGP. Charlie has been an active member of CO-OPP since 2012 and was a founding member of the Public Purchasers Association of Northern Ohio (PPANO), and served as their President in 2017-2018 and Past President in 2019-2020.

Charlie continues to actively participate with NIGP serving on the NIGP Pipeline and Placement Committee He was one of the first two NIGP Ambassadors covering Area 3 (CO-OPP is in Area 3).

Charlie continuously works to improve and streamline Cleveland Metroparks' procurement processes with the creation of new standards and processes, updated bid templates, and the organization and presentation of a monthly comprehensive purchasing training, "Purchasing Fundamentals 101".

Charlie leads Cleveland Metroparks in strengthening and rebuilding awareness with the Minority Business (MBE's) and Small Business Communities in Ohio. He attends various matchmaker events thorough out Ohio providing these businesses with an understanding of Cleveland Metroparks purchasing trends helping them to become a successful supplier with Cleveland Metroparks.

We wish Charlie the best in his nomination of NIGP's 2021 Manager of the Year!

## CONGRATULATIONS TO OHIO'S NEWEST LEADERS



### NIGP 2020 LEADERS EDGE GRADUATE



**Veronica Gayotin**  
**District Purchasing Manager**  
**Lakota Local School District**

**Correction:** The March newsletter originally indicated that Veronica Gayotin received the NIGP-CPP certification, but the correct post should have advised that Veronica is recognized as one of NIGP's 2020 Leaders Edge Graduates.

## NIGP LEADERS EDGE CLASS OF 2021

What type of leader do you aspire to be?

Leaders Edge, designed for mid-level public procurement leaders, is a supercharged leadership development program that provides tools and confidence you need to become an impactful forward-thinking procurement leader.

Leaders Edge, now in its third year, is a five-month virtual experience that guides and encourages participants to expand their minds and perspectives. This interactive program creates an environment where procurement colleagues connect and collaborate on lessons learned or come up with fresh ideas and solutions to real-world scenarios you may one-day face.

Leaders Edge 2021 will be facilitated by Lourdes Coss, CPPO. Ms. Coss is a former Chief Procurement Officer with more than 25 years in public service. She is an accomplished author, professional speaker, trainer and coach.

Kicking off August 3<sup>rd</sup> Leaders Edge is limited to 40 participants. You must apply to be considered for this program. Learn lifelong leadership skills and build relationships that can last throughout your career.

**Register  
NOW**

Program Fees - \$997 Members - receive 19 Contact hours

Deadline for applications is Friday May 21, 2021



## *In the spotlight* **Someone You Should Know**



Mark has been in public employment for almost thirty years. His journey began in 1992 with the Ohio Attorney General as a Specialist in the Ohio Organized Crime Investigations Commission & AGO Finance Division until 2004. He then embraced a new challenge as Internal Audit Supervisor in the Ohio Organized Crime Investigation Department experiencing the merger with Public Safety in 2005 where he continued as Internal Audit Supervisor until 2008. In 2008 he accepted a position with the Ohio Bureau of Workers Compensation as the Manager of Purchasing and Accounts Payable.

He continued his rise in public employment where in 2014 he was appointed to his current position with the Ohio Bureau of Worker's Compensation as Director of Fiscal Operations, with oversight to Procurement, Budget, Payroll, Accounts Payable, Fleet Management, and Inventory Control.

Mark is a graduate of The Ohio State University with BS/BA in Business Administration, Accounting Major. He also attained his Master's degree from Ashland University with a Business Administration, Accounting Major.

Mark is a promoter of the public procurement profession where there is a need to hire individuals with an understanding of public procurement, he stated "It's not just go buy something, it's understanding state laws, best practices and ethical procurement practices." He advocates for his staff to take the courses offered through COOPP to achieve the CPPB certification. Two of his staff are currently working towards achieving the CPPB certification.

Mark has been a member of COOPP since 2008 and a member of NIGP since 2010. He mentioned the benefits of attending the NIGP Forum's, of which he has had the pleasure to attend six, and found to be "fantastic" where he has met many mutual procurement professionals. He expressed the benefits of having others to share mutual information and collaborating with colleagues, as he suitably stated "we're not in this alone".

Mark made the leap to run for Vice-President because the timing ultimately made it possible for him to volunteer the time necessary for the responsibilities. He did mention there was some convincing and persistent prodding for some time from a long-time member, Barb Johnson.

If you thought his work kept him without life's rich pleasures he does manage to spend quality time with his wife Debbie, of thirty-six years this June, taking frequent vacations to their cabin in Canada for fishing and relaxation. However, this year, due to the border restrictions, they were not deterred and embarked to a destination within the borders. They traveled south and rented a cabin in the Smokey Mountains.

When he's not in Canada he is taking time for his involvement with the American Battlefield Trust Preservation which he has been a member for thirty years and been a volunteer for the Annual Conferences. He has a keen interest in the Civil War and to date, has discovered he has seven and his wife has three Civil War ancestors.

Mark and his wife Debbie are also active with Webbs Chapel United Methodist. It appears Mark has accomplished maintaining that fragile teeter totter in life of managing the stability of a balanced work life, equally prioritizes the demands of his career and personal life.



We welcome Mark, the newest Vice President of the Central Organization of Public Purchasers.