

The Procurement Edge

News for the Professional in Public
Purchasing

November 2023



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



*Annual Luncheon and
General Membership Meeting
November 16, 2023
9:00 AM
Creekside Event Center
Gahanna, Ohio*

Our traditional Annual Luncheon and business meeting will feature bestselling author, international motivational speaker, and evidence-based coach/consultant, Kevin McCarthy, Certified Speaking Professional (CSP). He is author of “Blind Spots – Why Good People Make Bad Choices”.



Kevin McCarthy, CSP

Blind spots are those unconscious biases, implicit associations, memory traps and thinking errors that affect our behavior and decision-making abilities. We all have them. Most of us think we don't.

“Evidence-based coaching & consulting is the future. For the first time in human history, our knowledge of psychology, coupled with the development of computer sciences have both reached an apex. With the right scientific instruments and training, we can now associate a specific number with something as abstract as a behavioral tendency, a thinking pattern, a motivation, or even an individual's current emotional intelligence within a very specific area.”

This gathering, also offers an opportunity to communicate our collective value, for team-building and social connectedness. It is an opportune time for recognizing the outstanding efforts of the past year, acknowledge the membership, share a tasty meal and connect with one another in a meaningful way. Additionally, it is the perfect opportunity to express gratitude for the outstanding professional dedication of our Leadership Team and the wise ones with huge hearts who made an enormous difference in our public procurement community.

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Registration is required.

Central Ohio Organization of Public Purchasers

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Columbus OH 43216

info@coop.org

Mark Later, CPPO, President



President Mark Later, CPPO

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*



NIGP Awards Ohio Chapters the 2023 Chapter Performance Standard Seal

Chapters who seek to achieve to receive a NIGP Chapter Performance Standard Seal chapter receive a score which records their progress in achieving excellence. A digital seal is issued to chapters who successfully meet the standards for their achievements during the past year. Chapters are scored on achievements in Operations, Membership, Professional Development, and Advocacy & Outreach. There are four tiers of the seal, Platinum, Gold, Silver, and Bronze. The 2023 recipients were announced during the 2023 NIGP Forum in Louisville, KY. Ohio chapters received the following seals:

Central Ohio Organization of Public Purchasers



Public Purchasers Association of Northern Ohio



CONGRATULATIONS TO CO-OPP'S NEWEST CERTIFIED PUBLIC PURCHASING PROFESSIONALS



Certified Professional	Certification	Agency/location
Shawn Carter	CPPB	Ohio DAS, Office of Procurement Services
John Edmondson	CPPO	Southwest Ohio Regional Transit Authority
John Edmondson	NIGP-CPP	Southwest Ohio Regional Transit Authority
Kyle Kolopanis	CPPB	Montgomery County

[UPPCC Spring Exams - May 6-18 2024](#)

Exam application window opens November 6, 2023

The Evolving Nature of Procurement

~Speranca Szana, MPM, MBA, MSM

Public procurement is becoming an increasingly central aspect of public administration. Professional standards shape the bulk of the behaviors in the field. The routine decision-making and behaviors of public procurement specialists is important because their roles have changed significantly in the last two decades.

Their new roles embrace being stewards of public interest, enforcers of value, including value-based decision-making because there is much more that goes into providing “most value for the money” than efficiency. They are the new model for breaking the myth that the procurement specialists are mainly resigned, efficiency seeking, custodians. ¹

Both public and private entities depend on the procurement practitioners’ expertise to ensure continuity of resources for current needs and future operations while facing multi-faceted challenges. Procurement management in the sourcing of goods and services has a great impact for society in general and our respective agency specifically.

With the integration of new technology, the role became more complex and vibrant. While the procurement primary duties are linked to sourcing, the specialists’ roles are evolving, involving additional undertakings.

- Research is used to find, evaluate, and compare in the quest for best value. Current market conditions, technological advances; evaluating feasibility, cost-effectiveness, and timing of potential acquisitions.
- Data analysis includes cost analysis, price analysis, or alternate products. Cost analysis is performed on a large amount of historical procurement data with current market values; then use this knowledge to identify/prioritize cost-saving opportunities; ensure that funds are spent judiciously.
- Inventory control using quantity and quality control via inventory management techniques and principles, ordering process, obsolete and surplus equipment, and materials management.

- Negotiating contract to achieve mutually satisfactory results for all parties, referred to as a win-win. Using strategies/techniques, problem-solving/decision making techniques and processes.
- Projecting future needs based on analytical and research techniques and models; departmental strategic, operational, and business plans and priorities; purchasing strategies based on forecast data, market factors and economic trends. ²

We currently operate in a so-called knowledge economy. The development of people in the procurement profession requires an overall increase in sophistication, with a focus on the process and the strategic qualities, requiring two different types of training: a) education, and b) mentoring and knowledge development.

The procurement profession also needs to enunciate more specifically the body of knowledge that form the central professional capabilities of those claiming professional standing.

The Central Ohio Organization of Public Purchasers (CO-OPP) drives the formation to promote, influence and deliver improved public value. We wish to re-energize our members by advocating for our distinct public service delivery where there is mutual benefit to each member because the whole is greater than the sum its parts.

Procurement can be a key enabler in the achievement of government objectives.

¹ JOURNAL OF PUBLIC PROCUREMENT, VOLUME 15, ISSUE 1, 38-65
SPRING 2015 - PUBLIC PROCUREMENT SPECIALISTS: THEY ARE NOT WHO WE THOUGHT THEY WERE

² <https://www.michiganstateuniversityonline.com/resources/supply-chain/procurement-specialists-in-todays-business-world/>



*Volunteer to change lives
Develop to challenge yourself
Inspire to impact community*



RADIO NIGP is a monthly production developed by a team of procurement colleagues providing a variety of topics to assist professionals get through the challenges of public procurement.

If you haven't taken the opportunity to view any of the many episodes, they are all posted on RADIO NIGP's web page.

[May 2023 – Mindful Moments & Improving Your Situation](#)

[June 2023 – Procurement Issues Grab Bag](#)

[July 2023 – Leadership: Extra Duties as Assigned](#)

[August 2023 – NIGP Award Winners 2023](#)

[September 2023 – “AHA Moments”](#)

[October 2023 – Diversity, Equity, and Inclusion](#)

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



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

The Series gets right to the heart of the matter by identifying the hard facts of these procurement headlines and how it may impact you or your entity. These series analyze the challenges and offer practical solutions from subject matter experts to help you make informed decisions. Handouts will be provided at the end of each session.

Attend One or Attend All

Priced affordably with our members' budget constraints top of mind.

- Get sound advice from subject matter experts and make informed decisions.
- Ask questions and receive answers in real time.
- Share your experiences, exchange ideas and brainstorm solutions.

NIGP Pathways

What is it?

Pathways is a professional development and credentialing program provided by NIGP. Pathways provides learning paths customized for every stage of your career.

Pathways uses the Public Procurement Competency Framework (PPCF), a comprehensive, universal guide for professional development focusing on the critical competencies for success in public procurement. The PPCF includes **7 focus areas**, Strategy, Policy & Legislation, Planning & Analysis, Sourcing & Solicitation, Contract Administration, Leadership, and Business Principles. These areas are covered by 33 individual competency courses.

The **Competency Courses** provide bite size content in specific subject areas. A competency badge is received after completion of any of the 33 competency courses.

Individual competencies are stacked together to create **Core Certificates**. There are 5 Core Certificates available; Foundations of Strategy & Policy, Foundations of Planning & Analysis, Foundations of Sourcing & Contracting Foundations of Warehousing & Inventory Management, Foundations of Leadership.

Core Certifications can be stacked to form **Designations** which show mastery of a set of competencies aligned to a specific job role or function. NIGP's current **Designation is the Public Procurement Associate**. This Designation is achieved by completing these core certificates; Foundations of Strategy & Policy, Foundations of Planning & Analysis, and the Foundations of Sourcing & Contracting.

The current Pathway to success:



NIGP Enhances Educational Program

As NIGP prepares for their new fiscal year and a post COVID environment they continue to enhance and expand their educational offerings to ensure you have access to world class professional development opportunities.

NIGP's Expanded Institute Calendar - During COVID, NIGP developed an Institute Calendar which ensured continued educational opportunities through virtual courses while you were on the front lines of a global pandemic. In FY24, NIGP is expanding their offering to ensure the entire Pathways Portfolio is available annually so all competency modules are accessible in a virtual format.

Affordability – NIGP is aware that professional development budgets continue to be tight, and they are working hard to keep NIGP costs low. For FY24:

1. NIGP is offering a new 20% discount on all course registrations for Institute members who enroll in courses 60+ days in advance of the course start date.
2. NIGP is offering lower, consistent pricing for virtual and in-person courses.

NIGP's New Learning Giveback Program - NIGP's new Learning Giveback Program is an expansion of an existing Chapter Rebate. Beginning July 1, 2023, all chapters will earn 5% for each person who designates their chapter when registering for an NIGP course. To keep our direct costs low, we have raised our course minimum targets to 12 students.

NEW MASTERMIND PROGRAM

The NIGP Mastermind Program is a set of eight courses grounded in the highly sought-after leadership teachings of John Maxwell, a globally renowned expert with decades of experience working with businesses, governments, and non-profit organizations.

The NIGP Mastermind Program focuses on various leadership concepts that are taught in a peer-to-peer learning environment by procurement professionals. Participants who complete the program will earn a Maxwell Leadership Certificate.

Each Mastermind topic provides a unique opportunity for leaders to share their expertise, experiences, and the chance to put these new concepts into practice through a mix of activities and discussion. [Check it out here.](#)

Pathway Concierge Services

For Individual Members

With the information they gather, Pathways concierge professionals can help NIGP members determine the progressive steps required to reach their goals and take advantage of growth opportunities at their organizations and at NIGP. Concierge professionals will teach members how to navigate Pathway's learning paths, offer customized training recommendations, and mentor them as they move forward in their professional journey.

For Public Entity Organizations

Pathways concierge professionals will identify the training gaps that are keeping individual organizations from reaching their full potential and help them fill those gaps. Concierge professional will explore with organization how NIGP Pathways can help them address their staffing challenges by personalizing a training, talent development, and retention plan for individual staff and organizations as a whole.

FREE NIGP WEBINARS

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 workshops are education provided on your desktop. You can attend the workshop live or take advantage and watch at your convenience with the Recorded Webinars.

For FREE, you can participate in most of the NIGP Webinars. Some are FREE for NIGP Members Only and are designated as such. Each Webinar is presented from **2PM – 3:30 PM (ET)** and provides **1 Contact Hour** for professional certification and recertification. A list of upcoming [Webinars](#) is posted on the NIGP website.

Perhaps, you prefer to watch webinars on your own time so check out the [Free Webinar Recordings!](#)



[NASPO's Procurement U](#) is a multi-faceted education platform provided to members of NASPO and other government procurement professionals. **Procurement U** provides professional development opportunities, training, resources, publications and more that are specifically tailored to meet the needs of public procurement officials and staff. **Procurement U** courses are not intended for those employed in the private sector.

Whether you are looking for procurement specific training, a focus on building your professional skills, or a bit of both, **Procurement U**

has courses designed with you in mind, and **many** of them **are** fully funded by NASPO and made available **FREE for everyone!** Our catalog of on-demand and instructor-led courses offer the flexibility you need to make learning a part of your daily routine.

If you are looking for a way to improve your procurement professional skills, or may need to earn contact hours for certification or recertification, **Procurement U** has **FREE** options for you.



FREE SELF-PACED COURSES

The core of Procurement U is comprised of our online courses available on our Learning Management System (LMS). As a part of this new Give Back Program, we are making all *Foundational Procurement* courses available for free. This includes over 25 contact hours of online course instruction, completely free.

NEW! FREE WEBINAR RECORDINGS FOR CONTACT HOURS

Missed one of our webinars? No problem! In addition to all the free courses, we are also announcing a brand-new offering: free webinar recordings that are eligible for contact hours. Simply checkout a webinar recording that you did not get to experience live, pass the short quiz after the video, and you automatically receive a certificate of completion showing your earned contact hour(s). It's that easy to build hours towards certification, all completely free for everyone. Check back often as we add new webinar recordings throughout the year.



"The more that you read, the more things you will know. The more that you learn, the more places you'll go"

— Dr. Seuss

UPCOMING EVENTS

Scheduled Virtual Classes

CO-OPP Scheduled

- ✓ **Advanced Legislation and Legal Environment**

April 17-18, 2023 8:00 - 5:00

Contact Hrs.: 17 / CEUs: 1.7

PPANO Scheduled (Cleveland)

- ✓ **Competency Module: Risk Analysis**

December 13, 2023 9:00 pm - 1:00 pm

Mackenzie Nickell, Education Chair
education@coopp.org

Virtual Meetings

- **November 7, 2023 Board Meeting**
2:30 - 4:00 p.m.
- **November 16, 2023 Annual Luncheon and General Membership Meeting**
9:00 - 1:30 p.m.
- **December 12, 2023 Board Meeting**
2:30 - 4:00 p.m.

See the Full Schedule of Events at:

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



COMMUNITY AFFAIRS

***Donations Will Be Collected
at the November Luncheon***



Brighten a child's holiday by joining CO-OPP in the annual "Toys 4 Kids" toy drive. We will be collecting new toys at the Annual Luncheon and then deliver them for you.

Bring one or more unwrapped toys to the luncheon, November 16th.

PULL TOGETHER



The Pop Tab Program is a fundraiser that supports Ronald McDonald House Charities (RMHC). Donating your collected tabs from aluminum cans allows RMHC of Ohio to recycle them in exchange for money, that is put toward paying the electric bill for the house.

Collecting pop tabs is easy, takes little time, is good for the environment, and is a great way for you to contribute to the charity without costs!

All About Our Members



Makenzie Nickell moved to DAS, Office of Procurement Services.

Lori Byrd retired from Montgomery County.



Welcome New Members

Melissa Anderson - Ohio Department of Natural Resources

City of Columbus

Joey Faber

Shirley Lee

Shane Manning

Aaron Young

Central Ohio Transit Authority

Ciara Walker

Monroe Welborne

Franklin County Board of Commissioners,
Purchasing Department

Jennifer Fair-Masten

Traci Mathew

Megan Perry-Balonier

Bradford Kamlet

Sharon Tubbs

Robert Zalimas

Maria Gadomski - City of Cincinnati

David Kukula - Ohio Department of Rehabilitation & Correction

Montgomery County

Kyle Large

Jessica Shirley

Montgomery County JFS

Ruth Kobert

Marcie Lindner - Ohio Department of Health

Ohio Bureau of Workers' Compensation

Katherine Mangus

Brod Muse

Latisha Park

Mark Riley - City of Reynoldsburg

Southwest Ohio Regional Transit Authority

John Edmondson

Christina Harvey

Ruth Reed

Jason Roe

Kay Schutte

