

The Procurement Edge

News for the Professional in Public Purchasing

March 2023



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



*March is Purchasing Month
General Membership Meeting
March 16, 2023
9:00 A.M.*

Celebrate March is Procurement Month Back In-Person or Virtually

Join CO-OPP members as we celebrate the 2023 March is Procurement Month (MIPM). This will be our first in person March is Procurement Month General Membership Meeting since 2019. And we look forward to seeing our chapter members together again.

Cooperative contracting will be a subject of discussion as the March meeting will feature a panel of experts providing cooperative contract information available to our members. Participants will be connected to the wealth of experienced panelists sharing contract information, providing participation instructions, and offering unprecedented opportunities to learn more about the value of collaborative purchasing power.



In addition, we welcome our guest speaker Jake Denning, Client Relations Administrator with Sourcwell. In his role Jake is responsible for communicating and building relationships with current and potential Sourcwell contract purchasing agents. He specifically supports government and educational agencies in New Jersey, Ohio, and Pennsylvania. As a public employee, Jake is committed to building valued relationships and delivering innovative cost saving contract solutions to Sourcwell clients.

We have raffle prizes for you; join us and **you could be a lucky winner!** General Membership Meeting - March 16- 2023 – 9:00 a.m.

If you have questions, contact purchasingmonth@coopp.org.

[Register Now](#)

**CELEBRATE
PROCUREMENT**

Central Ohio
Organization of Public
Purchasers

PO Box 2122
Columbus OH 43216

info@coopp.org



President Mark Later, CPPPO

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.



The heart of a volunteer is never measured in size, but by the depth of the commitment to make a difference in the lives of others."

~DeAnn Hollis"

*Will You **[VOLUNTEER?](#)***

Procurement Professionals' Day

As a portion of March is Procurement Month, CO-OPP, along with NIGP and numerous other Chapters, recognized Procurement Professionals' Day.

Thank you for the dedication, knowledge, and passion that each of you bring to ensure procurements are consistently completed in the highest regards. The value in which you bring to your entities, the public, the profession, and to the Central Ohio Organization of Public Purchasers is truly vital.

In the words of Albert Einstein

“Strive not to be of success, but rather to be of value.”

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 that are members of the Central Ohio Organization of Public Purchasers (CO-OPP) Chapter of NIGP – The Institute for Public Procurement and in other public organizations have tremendous influence on the United States' economy, with cumulative purchasing power in the billions of dollars; and

WHEREAS, CO-OPP's members are committed to providing high-caliber strategic, logistical and operational support of all agencies associated with the Chapter; and

WHEREAS, CO-OPP recognizes and supports the Public Procurement Values and Guiding Principles of Accountability, Ethics, Impartiality, Professionalism, Service and Transparency, established by NIGP 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 professional's role to governmental officials, the general public, business and corporate leaders.

NOW, THEREFORE, We, the Governing Board of CO-OPP do hereby proclaim March 16, 2023, as

PROCUREMENT PROFESSIONALS' DAY

and urge all members to join CO-OPP and NIGP in recognizing the role of the procurement profession within government.

IN WITNESS THEREOF, I have hereunto set my hand and caused the Seal of the Central Ohio Organization of Public Purchasers Chapter of NIGP to be affixed.



Mark A. Later

Mark A. Later, CPA, CPPO,
CO-OPP Chapter President



MARCH IS NATIONAL PROCUREMENT MONTH

Time to Celebrate the Role of the Public Procurement Profession

~Speranca Szana

Nationally and internationally, March is celebrated as Procurement Month.

During Procurement Month, we honor with pride the role of the public procurement profession. The month of March provides the opportunity to recognize the outstanding efforts of the past year and applaud outstanding professional dedication and commitment.

The month is designed to draw attention and showcase the profession as a valuable partner in pursuing the overall mission of our government entities. It is a time to communicate and articulate the value we deliver by serving others. The event is unifying and purposeful.

Public procurement is a unique arena; we are responsible for many millions of dollars of expenditure all while remaining competitive and within the legal boundaries. It is a time to help educate elected officials, administrators, taxpayers, and suppliers about the procurement process and the positive contribution on the lives of the citizens we serve.

It is a great time to acknowledge accomplishment and convey experiences with others. We strive every day to uphold values and principles of our profession: accountability, ethics, impartiality, professionalism, service and transparency.

We commend Ohio's public purchasing and contracting professionals. We celebrate you and the amazing things you do!



The 2023 Community Affairs Committee embraces charitable and non-profit organizations within our community to build relationships, bring awareness to both CO-OPP and public procurement, and by assisting these organizations with their various activities. The committee shares information on these various charitable endeavors with CO-OPP's General Membership and welcomes their participation and support.

The Ronald McDonald House (RMH) is a non-profit charitable organization which CO-OPP supports on an ongoing basis throughout the year. Attached below is additional information on fun, upcoming events hosted by the RMH, as well as a "Wish List" of assorted items RMH is always grateful to accept for those families living in their "home-away-from-home" while their child receives treatment. For more details on the RMH, click on the link below. Thank you!

Mary K. Harper, NIGP-CPP, CPPB
CO-OPP Community Affairs Chair

<https://rmhc-centralohio.org/>
<https://rmhc-centralohio.org/events/calendar-of-events/>
<https://rmhc-centralohio.org/give/wish-list/>

"Life's persistent and most urgent question is, 'What are you doing for others?'"

~Martin Luther King Jr





NIGP FORUM 2023

Louisville, KY

Registration Now Open

Early Registration Ends
May 31, 2023

JOIN THE EVENT IN PERSON OR VIRTUAL

IN PERSON

Kentucky International Convention Center - Louisville, KY
August 19 – 23

- 18.5 Contact Hours
- 4 Keynote Plenary Sessions
- 60+ Learning Sessions
- 6 Interactive Workshops
- 8 Current Conversations Networking Sessions
- 200+ Exhibitions at the Products Expo
- Awards Lunch

VIRTUAL

New Virtual Platform
August 21 – 23

- 16.5 Contact Hours
- 4 Live Keynote Plenary Sessions
- 28 Live Learning Sessions
- 5 Current Conversations Networking Sessions



NIGP FORUM 2023

Kentucky International Convention Center

Early Registration Ends
May 31, 2023



Registration

In Person

| <u>Members</u> | <u>Non-Members</u> |
|--------------------|----------------------|
| \$897 until 31 | \$1,122 until May 31 |
| \$972 as of June 1 | \$1,172 as of June 1 |

Virtual

| <u>Members</u> | <u>Non-Members</u> |
|----------------|--------------------|
| \$299 | \$399 |

Other Registration Options

- CONFERENCE ONLY
- RETIRED
- DAILY - 1 DAY OR 2 DAYS



Omni Louisville Hotel

- Approximately 4 hours from Columbus
- NIGP Forum is the ultimate networking experience
- Your attendance can help benefit others within your team, department, or entity
- Largest conference exclusively for public procurement professionals in North America; the best value for your money



NIGP's 2022 Award Recipients

Albert H. Hall Memorial Award

Michael E. Bevis, Esq., NIGP-CPP, JD, CPPO,
CPSM, C.P.M.
Chief Procurement Officer
City of Norfolk, VA

Distinguished Service Award (DSA)

Brian R. Smith, NIGP-CPP, CPPO
Purchasing Manager
Multnomah County Purchasing

Integrity Award

City of Tamarac, FL

Diversity and Inclusion Award

Clarissa G. Clark, NIGP-CPP, CPPO, CPPB
Director of Purchasing
University of South Carolina

Young Professional Award

Kara M. Daniel, NIGP-CPP, CPPB
Manager 1 - Purchasing
Springfield R-12 School District, MO

Procurement Specialist of the Year

Teresa Chapman, NIGP-CPP, CPPB
Procurement Agent
Tucson Unified School District 1

Anne Deatherage Meritorious Service Award

Joe Benjamin, NIGP-CPP, CPPO, CPPB, FCCM
Director of Purchasing
Pinellas County School Board

Distinguished Service Award (DSA)

Terry L. McKee, NIGP-CPP, CPPO, CPPB, MPA,
C.P.M. CPCP
Procurement Director
Knoxville's Community Development Corp
The Public Housing & Redevelopment Authority

Leadership Award

Denise K. Schneider, CPPO, CPPB, C.P.M.
Retired

Volunteer Award

Russell M. Pankey, NIGP-CPP, CPPO, CPPB
Procurement Specialist III
City of Virginia Beach

Procurement Manager of the Year

Zac Christensen, NIGP-CPP, CPPO, CPPB
Sr. Director of Procurement and Supply Chain
Utah State Board of Education

NIGP Awards Ohio Chapters the 2022 Chapter Performance Standard Seal

NIGP developed a "standard" in which chapters can strive to follow and advance the opportunities offered to their members. Participating chapters receive a score which records their progress in achieving excellence. Once a chapter successfully meets the standard, a digital seal is issued to recognize the chapter's achievements. Chapters are scored on achievements in Chapter Operations, Membership, Professional Development, and Advocacy & Outreach.

There four tiers, Platinum, Gold, Silver, and Bronze are designed to provide motivation for Chapters to achieve an even higher tier. NIGP's Ohio chapters received the following recognitions:



Silver Chapter

Central Ohio Organization
of Public Purchasers



Bronze Chapter

Public Purchasers Association
of Northern Ohio



The Latest News...

RADIO NIGP continues to produce monthly segments. As you start a new year why not start a new habit of watching RADIO NIGP monthly, it may get you thinking about new possibilities. Below is the list of what you may have missed over the past months.

February broadcast Preparing for “March is Procurement Month” – Traditionally, the month of March celebrates the public procurement profession. To help you prepare properly, the Radio NIGP staff has a few suggestions:

- **Hot Topics:** The group discusses volunteerism and why they pay it forward.
- **Legally Speaking:** Learn about the importance of encouraging recognition by seeking Resolutions or other official acts to bring attention to this great profession and what we accomplish. Also, consider seeking changes in your procurement codes during procurement month – changes in legislation are doable! Hear about three hilarious old laws that demonstrate that codes/laws can be absurd and therefore changes are welcome!
- **Deeper Dive:** Highlights some low or no budget ideas for celebrating our profession in March.
- **Tech Talk & Good in Orange:** Celebrates you and shares ideas on celebrating your procurement department.
- **Way to Grow:** What’s new with Mentorship for Procurement Month with Mentorship Committee Chair Marcheta Gillespie and Vice Chair Kirk Buffington.

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Plus, two new segments

- **Reflections:** A new segment that interviews attendees from procurement events on their experiences. This month we look back at some of the highlights from the NIGP Leadership Summit in St. Louis, MO.
- **Afterhours:** Additional material from a segment that would normally get cut but offers additional information, insight, and value. The hot Topics team shares some of the experiences of volunteerism, “paying it forward,” and when it unexpectedly pays off.

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



NIGP Headliner Series

NIGP Sponsorship Opportunities
Contact: Fred Kuhn, Chief Growth Officer
202-247-0007 or fkuhn@nigp.org

[NIGP Headliner: Navigating Multiple Federal Funds Guidelines](#)

March 21, 2023 – 1:00 PM – 4:00 PM Eastern Time

Virtual Conference | 3 Contact Hours | CEU's | \$79.00 Members - \$179.00 Non-Members (thru 3/20/23)

Available On-Demand until June 30, 2023

[NIGP Headliner: Cybersecurity...The Risks You May Not Know About, Are You Willing to Take Them?](#)

On-Demand until June 30, 2023

Virtual Conference | 3 Contact Hours | CEU's | \$79.00 Members - \$179.00 Non-Members (thru 3/20/23)

NIGP's Learning Labs – Hands-On Workshops

An educational series that provides learners with best practice guidance on a variety of technical and hard skills needed for public procurement success.

Upcoming Learning Labs - Virtual Instructor Led

| | |
|----------------|--|
| March 28, 2023 | Learning Lab – Microsoft Excel: Transforming Data with Power Query |
| March 29, 2023 | Essential Skills: Learning Lab: Managing Both Your Time and Energy |
| April 4, 2023 | Learning Lab – Microsoft Excel: Linking & Sharing Data |
| April 6, 2023 | Learning Lab 1: Introduction to RFPs and Starting with the End in Mind |
| April 11, 2023 | Essential Skills Learning Lab: Resiliency & Adaptability |
| April 13, 2023 | Learning Lab 2: Engaging with Suppliers and the Importance of Flexibility and Organization |
| April 21, 2023 | Learning Lab 3: Responsiveness, Compliance and Responsibility and Evaluation Criteria |
| April 28, 2023 | Learning Lab 4: Treasure Map for Suppliers and the Scope of Work |
| May 4, 2023 | Learning Lab 5: Evaluation Committee and Process |
| May 9, 2023 | Essential Skills Learning Lab: Emotional Intelligence |
| May 11, 2023 | Learning Lab 6: Post Evaluation Steps and RFP Misfits |



Public Procurement

The designated legal authority to advise, plan, obtain, deliver, and evaluate a government's expenditures on goods and services that are used to fulfill stated objectives, obligations, and activities in pursuit of desired policy outcomes.

NIGP Dictionary of Procurement Terms



Take bold steps forward.
Set yourself apart, be a pillar of excellence.
Get involved so you can share your voice,
ideas, thoughts and opinions.
Gain confidence and build friendships.

GET INVOLVED WITH CO-OPP

NIGP FREE WEBINARS

Webinars and Recordings

NIGP is proud to offer webinar sessions in partnership with **ASPA and the Public Spend Forum**. They are FREE for NIGP Members to attend and last 90. Attendees receive one (1) contact hour per completed webinar that they attend. The following are upcoming NIGP Webinars.

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

So, You Got A Protest, Now What?

Participants will hear about a real-life protest case that went to court. We will identify the value of the protest process, communications with suppliers and tips on what procurement professionals can do throughout the procurement cycle that can reduce or limit the chances of a protest.

[March 15, 2023](#)

3 Ways to Set Your Procurement Up for Success in 2023

Government agencies defined their goals for the coming year and began planning how to tackle them. Join NIGP to discover what goals and strategies your peers are setting and how you can leverage these insights to achieve procurement excellence in 2023.

[March 16, 2023](#)

Request for Proposal (RFP) Learning Lab Series Preview - Time: 3PM – 4:30PM (ET)

The Spring RFP Learning Lab Series kicks off April 6, 2023 consisting of 6 sessions covering a range of important topics related to RFP's. In this webinar the presenters will provide insight into each of the Learning Labs discussing the topic and primary focus of each lab session.

[March 22, 2023](#)

Value Beyond Price

A current “buzz” phrase in business is value beyond price/cost, but what exactly is that? What does this mean for procurement? Where do we find this “value”? This session will explore sourcing options to assist you in getting real, true value that has a positive impact and demonstrates the strategic value that your procurement organization contributes to the entity.

[April 5, 2023](#)

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

Provides detailed information on the NIGP Certified Procurement Professional designation.

[April 6, 2023](#)

Qualitative Evaluations

Have you had a firm receive the highest score, but thought a different team seemed stronger for the project? This workshop will review a qualitative alternative for conducting evaluation where you can clearly articulate the reasons for the selection and confidently justify your selection.

[April 12, 2023](#)

Many more are scheduled for April check them out [NIGP Webinar Events](#).

NIGP hosts over 30 webinars a year on key topics, best practices, and issues of relevance to the public procurement professional. These webinars are FREE to members. You can attend the workshop live or take advantage of Webinar Recordings and watch at your convenience. You can search all the possibilities available to you at [NIGP Webinar Recordings](#).

UPCOMING EVENTS

Virtual Classes

CO-OPP Scheduled

- ✓ **Advanced Legislation and Legal Environment**
April 17-18, 2023 8:00 – 5:00
Contact Hrs.: 17 / CEUs: 1.7
- ✓ **CPPB Prep**
May 9, 2023 8:00 – 5:00
Contact Hrs.: 15 / CEUs: 1.5
- ✓ **Competency Module: Sourcing and Contracting Methods**
July 18, 2023 8:00 – 5:00
Contact Hrs.: 22.5 / CEUs: 2.3
- ✓ **Specialization Certificate: Technology Procurement**
August 14 - 16, 2023 8:00 – 5:00
Contact Hrs.: 22.5 / CEUs: 2.3
- ✓ **Competency Module: Management: Market Analysis**
September 18 - 19, 2023 8:00 – 5:00
Contact Hrs.: 22.5 / CEUs: 2.3

PPANO Scheduled (Cleveland)

- ✓ **Competency Module: Protests and Appeals**
April 19, 2023 9:00 – 1:00
Contact Hrs.: 4 / CEUs: 0.4
- ✓ **Competency Module: Standardization**
August 16, 2023 9:00 – 1:00
Contact Hrs.: 4 / CEUs: 0.4

Meetings

- **March is Procurement Month General Membership Meeting**
March 16, 2023 9:00 – 12:00 p.m.
- **April Board of Trustees Meeting**
Virtual Meeting
April 11, 2023 2:30 – 4:00 p.m.
- **May Board of Trustees Meeting**
Virtual Meeting
May 9, 2023 2:30 – 4:00 p.m.
- **May General Membership Meeting**
Virtual Meeting
May 11, 2023 9:00 – 12:00 p.m.
- **June Board of Trustees Meeting**
Virtual Meeting
June 13, 2023 2:30 – 4:00 p.m.
- **July Board of Trustees Meeting**
Virtual Meeting
July 11, 2023 2:30 – 4:00 p.m.
- **August Board of Trustees Meeting**
Virtual Meeting
August 15, 2023 2:30 – 4:00 p.m.



CONGRATULATIONS TO NEW OHIO STARS



WE ARE PLEASED TO RECOGNIZE THE FOLLOWING
PROFESSIONALS WHO HAVE SUCCESSFULLY ATTAINED
PROCUREMENT CERTIFICATION



NIGP-CPP CERTIFICATION

| Certified Professional | Certification | Agency/Location |
|------------------------|---------------|--------------------|
| Mary K. Harper, CPPB | NIGP-CPP | Ohio Supreme Court |

NIGP have quarterly testing windows – February, May, August, and November

[NIGP-CPP Information](#)

UPPCC CERTIFICATIONS



| Certified Professional | Certification | Agency/location |
|------------------------|---------------|--------------------------------|
| Alexa Kafury | CPPB | City of Cincinnati |
| Kevin Klug | CPPB | Great Parks of Hamilton County |
| Melanie Roaden | CPPB | City of Cincinnati |

[UPPCC CERTIFICATION Fall Exams: October 16 - 28, 2023](#)

| Exam App Window Opens | Apply By | Apply w/Late Fee | Approved Candidates Only Schedule Exam By |
|-----------------------|-----------|------------------|---|
| MAY 18 | August 14 | August 28 | September 16 |



Certified Purchasing Professionals Chapter Members You Should Know

Gretchen Adkins, Ret.-CPPO

Lori Bells, CPPO, CPPB

Deborah Bryan, NIGP-CPP

Lori Byrd, CPPB

Jennifer Dammeyer, CPPB

DeSalvo, Gary, CPPB

Charlita Diggs-Randle, NIGP-CPP

Wanda Dixon, CPPB

Randall Dublikar, CPPB

Diane Ford, CPPB

Donita Garner, CPPB

Mary Harper, NIGP-CPP, CPPB

Nancy Ison, CPPB

Barbara Johnson, NIGP-CPP, CPPO, CPPB, FNIGP

Kellie Johnson, NIGP-CPP, CPPB

Tiffany Johnson, CPPB

Dan Jones, CPPB

Mark Later, CPPO

Mary Lyles, CPPB

Dough Machles, CPPO, CPPB

Steve Morbitzer, CPPO

Thomas Patterson, NIGP-CPP, CPPB

Tonya Prickett, CPPO

Tim Riley, CPPB

Charlie Rosol, NIGP-CPP, CPPO, CPPB

Jason Schortgen, CPPB

Wendy Seri, NIGP-CPP, CPPB

Terry Spiropoulos, CPPB

Jean Stephenson, CPPO

Rick Stoner, CPPB

Kellie Whalen, CPPB

Melissa Wilson, NIGP-CPP

Robin Wilson, CPPB

Beverly Yount, NIGP-CPP, CPPB

Leah Zuck, NIGP-CPP

All About Our Members



Welcome New Members

Daniel Cartwright
Ohio Bureau of Workers' Compensation

Richard Clark
Ohio Department of Rehabilitation & Correction

Jennifer Conway
Ohio Department of Rehabilitation & Correction

Jannel Hogan
Central Ohio Transit Authority

Elizabeth Howell
Ohio Department of Medicaid

Tonya Senter
Ohio Opportunities for Ohioans with Disabilities

De'Anna Stiltner-Daniel
Montgomery County

Amy Wendling
Franklin County Purchasing