

The Procurement Edge

News for the Professional in Public
Purchasing

March 2022



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



General Membership Zoom Meeting March 17, 2022 10:00 a.m.



CELEBRATE

MARCH IS PROCUREMENT MONTH



It is March and time to celebrate our profession with March is Procurement Month. It has been over two years since our world was forced to change quickly due to the pandemic. But as usual, our members rose to the occasion and learned new ways to persevere in our profession. Purchasing professionals should be proud of the success of

meeting the needs of their entities needs during this changing time. So many have learned how to become effective in an electronic world, through electronic bidding, Live Bidder's Conferences, Teams and Zoom meetings, etc. Many are now working remote, and it is important to create a sense of team building and inclusion as you work together. We can reach even more people by using virtual communication. We encourage everyone to be present, turn on your camera and engage. Human interaction and facial expression are so needed. Strive to keep emotional and mental support alive for you, your co-workers, colleagues, and family.

The Board of Trustees and members of Central Ohio Organization of Public Purchasers (CO-OPP) have proven we will continue business, even if it is not, as usual. We continue to bring our members educational opportunities through virtual NIGP classes and presentations through our General Membership Meetings. The board hopes to bring an in-person General Membership Meeting to you soon. The vision is a hybrid event in which members may attend either virtually or in-person. We hope once we can meet in-person, we will be able to offer all General Membership Meetings as hybrid, in the future. We look forward to seeing everyone, virtually with their cameras on showing your smiling faces, at the March is Procurement Month - General Membership Meeting on March 17, 2022.



Best Wishes Always,

Lori Byrd, CPPB

Central Ohio
Organization of Public
Purchasers

PO Box 2122
Columbus OH 43216

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

*We're
Searching for
Volunteers*

**Committees need
your assistance**

JOIN NOW!

Celebrate March is Procurement Month

General Membership Virtual Meeting

Join us for the CO-OPP 2022 March is Procurement Month (MIPM) virtual celebration with many Ohio Procurement Professionals!



Our guest speaker will be Denise K. Finn, NIGP-CPP, CPPO, C.P.M., CPPB. Denise is the

Procurement and Contract Management Services Manager for the City of Fort Myers, Florida. Prior to joining the City, Denise served as the Purchasing Manager for Lee County Port Authority, the Associate Director for the University of Kentucky's Purchasing Division, and as the Director of Procurement and Contract Management Services for Yavapai Community College in Prescott, Arizona.

With almost thirty years of procurement experience in both the public and private sectors, in the U.S. and Canada, she has a proven track-record of designing and delivering outcome-oriented policies and programs that strengthen talent development and organizational effectiveness.

During this event we will look at our own past accomplishments. We will look to our future as we improve our skills; increase our knowledge, and live out our professional and personal ambitions. Come along with us as we share ideas and insights as we network.

Would you like to share brunch with a retired or fellow co-workers you haven't seen in a while? Invite them to join you for a watch party. Register today and **receive a gift card for your brunch.**

We have gifts and prizes for you. Please make sure your CO-OPP membership is updated with your current mailing address, email, and phone number. You could **be a lucky winner** on March 17th.

If you have any questions, contact Janelle Collier at jcollier@piquaoh.org or Bev Yount at byount@piquaoh.org.



[Register Now](https://www.coopp.org/)

2021 NIGP ANNUAL FORUM AWARDS

ALBERT H. HALL MEMORIAL AWARD

The **Albert H. Hall Memorial Award**, established in 1979 in honor of NIGP's founder Albert H. Hall, is NIGP's highest honor recognizing outstanding procurement professionals. The Albert H. Hall Memorial Award recognizes a former or present member who has made outstanding contributions to NIGP over an extended period of time. Persons receiving the Albert H. Hall Memorial Award also earn the designation of "Fellow of NIGP" or FNIGP.



During the 2021 NIGP Annual Forum, in Anaheim California, the Albert H. Hall Award was bestowed to CO-OPP's founding charter member **Barbara Johnson, FNIGP, NIGP-CPP, CPPO, CPPB**, and named a Fellow of the Institute, FNIGP.

The presentation of the Albert H. Hall Award NIGP highlighted Barbara's value to the public purchasing profession. Here is a small recap from the presentation.

Barbara's purchasing career has spanned 42 years in public procurement. During her career she has earned the admiration and respect of her colleagues in the profession. She has been a learner, researcher, author, role model, administrator, manager, work leader, instructor and volunteer leader.

She began her career in public procurement in 1979 when she first joined the Purchasing Office of the City of Columbus. After her years servicing the City of Columbus, she went on to fill public procurement positions with the Columbus Regional Airport Authority and the State of Ohio Department of Corrections. While she made profound impacts at all three organizations it was her passion for leveraging relationships that sets her apart.

She is a natural networker who includes you as a friend, a colleague, a mentor and an instructor. She is always looking for the opportunity to bring people together for the common good. While employed at the Columbus Regional Airport Authority, the organization held membership in the Airport Purchasing Group, Barb decided the APG and NIGP should come together for networking during the NIGP annual forum; the partnership between APG and NIGP is the result of her vision.

Barb joined NIGP in 1984 and is a charter member of the Central Organization of Public Purchasers chapter of NIGP and was its first chapter president in 1994. Over two decades later Barb continues to be a highly engaged contributor to the success of the chapter. She was a major influence in the 2001 NIGP Forum Odyssey to the Heartland in Columbus, hosted by CO-OPP. Barb has served numerous NIGP committees since 1999 as well as a US Communities Advisory Board member and member of the Editorial Board for the Journal of Public Procurement. In 2010 Barb joined the NIGP Board of Directors as a Regional Director and continues to lead as an inaugural member of NIGP Certification Commission.

In 2017 Barb retired from daily public procurement employment but remains active in the profession as she continues to instruct for NIGP and at The Ohio State University, John Glenn College of Public Affairs; has been a key subject matter expert in the development of the Pathway Curriculum; has been involved in the Women in Public Procurement mentoring groups via Facebook and most recently co-founded a new endeavor NIGP Radio.

We extend congratulations to Barbara Johnson on this outstanding recognition. You can watch the full presentation with the NIGP Video link.

[View Video](#)



NIGP's 2021 Award Recipients

Albert H. Hall Memorial Award

Barbara Johnson, FNIGP, NIGP-CPP, CPPO, CPPB
Agency Procurement Officer – Retired
State of Ohio, Dept. of Rehabilitation and Correction

Anne Deatherage Meritorious Service Award

Lynda Allair NIGP-CPP, CPPO
Project Lead - Retired
Ontario Ministry of Finance

Distinguished Service Award (DSA)

Kevin C. Yin NIGP-CPP, CPPO
Director Contracts and Procurement
San Mateo County Transit District, SamsTrans

Diversity and Inclusion Award

Miriam Singer, CPPO, FCCN
President & CEO
Jewish Community Services of South Florida

Leadership Award

Sean Carroll, NIGP-CPP
Chief Procurement Officer
New York State Office of General Services

Volunteer Award

Stacy Gregg, NIGP-CPP, CPPO, CPPB
Procurement Manager
University of South Carolina

Young Professional Award

Annie Teav, CPPB
Functional Lead for eProcurement & ERP Systems
Multnomah County Purchasing, OR

Manager of the Year

Lorie W. Newton, NIGP-CPP, CPPO, CPPB
Assistant Procurement Director
Chesterfield County, Midlothian, VA

Buyer of the Year

Stephanie Dion, NIGP-CPP, CPPB
Strategic Sourcing Specialist
Manitoba Hydro, Winnipeg, MB Canada

NIGP Awards Ohio Chapters the 2021 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 during the past year. Chapters are scored on achievements in Chapter Operations, Membership, Professional Development, and Advocacy & Outreach.

There are four tiers, Platinum, Gold, Silver, and Bronze designed to provide motivation for Chapters to achieve an even higher tier in subsequent years. The 2021 recipients were announced on Wednesday, August 25 at the Chapter President's Appreciation event held during the Forum virtual experience. Ohio chapters received the following:



Silver Chapter
**Central Ohio Organization of
Public Purchasers**



Bronze Chapter
**Public Purchasers Association of
Northern Ohio**



**Registration
Now Open**

JOIN NIGP IN BOSTON OR VIRTUAL

August 20 - 24, 2022

Boston Convention and Exhibition Center, Boston, MA

Discover a network of colleagues, explore bold ideas, and gain new experiences that accelerate your long-term professional goals.

NIGP Forum brings together professionals at all levels and from all career stages to learn from and support one another. It's where innovative ideas are shared and worked on collaboratively. It's where our profession is exposed to new thinking and prepared to develop new solutions to reshape our work. It's where relationships are forged to support you through your next three titles. It's where you can find the vetted, trusted, and indispensable partners to meet current and future challenges head-on.

Whether you're joining us in Boston or live-streaming the experience virtually, you'll have plenty of ways to participate, learn, connect, and prepare for all the new possibilities ahead.

THERE ARE TWO WAYS TO PARTICIPATE IN FORUM 2022 IN PERSON OR VIRTUALLY

All attendees receive....

- 20-.5 Contact Hours
- On Demand Access to All Virtual Content
- 12 Entity Networking Sessions
- Access to virtual platform to connect with participants
- Access to the Virtual Supplier Resource Center

[LEARN MORE](#)



What Have You Missed?

NIGP's **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. You can catch up on the Radio News [complete Radio NIGP Collection](#). Below is the list of what you may have missed over the past months.

September broadcast **What doesn't kill me made me stronger** – “Resilience” and it's meaning based on experiences, specifically during the past year with COVID19, included:

- **Word of the Day:** Guests share their experiences that made them stronger individuals.
 - **In Orange:** Part II – Ted Wachter story with the outcome of workplace harassment and discrimination suite from 2005.
 - **Interview with public Procurement Professionals that have faced difficult situations and came out Stronger:** Lourdes Coss, Kristy Varda, and Chris Boss share their stories.
 - **Way to Grow:** Mentee Tracy Garcia is interviewed.
 - **Visionary Views:** Interview with NIGP's 2021 Buyer of the Year = Stephanie Dion
 - **Chapter Updates:** How three Tennessee chapter Presidents have strengthened their bonds after a failed merger attempt.,
-

October Broadcast **Prices Rising** – Radio NIGP addresses steps public procurement professionals can take when facing price adjustment requests from suppliers when market prices for goods are extremely volatile and unpredictable.

- **Word of the Day:** “Price Increase”
 - **Hot Topics:** Suppliers can't or won't hold their prices, what do we do now?
 - **Legally Speaking:** What are the legal aspects of modifications affecting price and schedule?
 - **Tech Talk:** Price increases and longer wait times due to the chip shortage and suggestions about what entities can do to protect themselves against these other issues.
 - **Chapter Updates:** Recognizing the 2021 Outstanding Chapter Award Recipients and learn how Chapters are handling rising costs.
 - **Interviews:** Hear what some inspiring public procurement professionals in Way to Grow and Visionary Views have to say.
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November Broadcast **When is the Emergency Over** – Emergencies occur during the everyday functions of the procurement department. The process for handling emergencies varies from entity to entity. Discussion during this segment covers “what happens after the emergency is over”?

- **Hot Topics:** The team addresses the question “When is the emergency over?” with their answer “It depends!”.
 - **Legally Speaking:** Legal views about when an emergency ends from both procurement and federal fund reimbursement perspectives.
 - **Commentary:** When your end users or suppliers have an emergency, who do they call? As procurement professionals, we will explore the role we typically play in emergencies.
 - **Way to Grow:** Government Procurement magazine columnist Fred Marks discusses what happens after the emergency.
 - **Visionary News:** Visionary Enna Bachelor discusses how a “team of one” can serve an entity with success.
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December Broadcast **Procurement Pioneers** – Legends from the world of procurement are interviewed and asked about changes they've seen in procurement over the years, lessons learned. Procurement Pioneers include recipients of the Albert H. Hall Memorial Award, Anne Deatherage Meritorious Service Award and the Distinguished Service Award, former National and Chapter NIGP Presidents, Master Instructors, NIGP Leap textbook authors, columnists, and NIGP chapter founders:

Carol Hodes
Jack Pitzer
Kirk Buffington

Dick & Lynda Cummings
Jane Ogle
Paul Brennan

Fred Marks
Jeanie Readey

January Broadcast “Renew” – As a new year starts, we often think about things we would like to change or renew. If you are looking for some new ideas about things to renew, our friends at Radio NIGP have lots of suggestions.

- **Hot Topics:** It's a new year; a time of renewal: and the Hot Topics crew has suggestions for things to consider in the coming months.
- **Procurement Pioneers:** An interview with author and NIGP 2009 Distinguished Service Award recipient Dr. Clifford McCue.
- **Chapter Updates:** Newly elected Chapter Presidents share their plans for 2022.
- **Tech Talk:** Reviews major technology issues in 2021 and these are setting the trend for Technology changes in 2022.
- **I Don't Look Good in Orange:** A case of PCard fraud at Georgia Tech and the steps an administrator must take to bounce back from a problematic program
- **Way to Grow:** What is the Mentorship Committee looking to accomplish in 2022.
- **Commentary:** When considering the renewal of an old goal or the starting of a new one, it is important to consider ways to ensure success rather than increase frustration. This segment will introduce a methodology that will help keep the momentum of renewal going long term.

February Broadcast “Softening the ‘No’” – No one likes to hear “No” especially from the Purchasing Office. Radio NIGP takes a hard look at how you can soften the 'No' and still achieve your entity's goals. In our profession, we have to help stakeholders understand the potential outcomes of their decisions which is not always what they want to hear.

- **Hot Topics:** Softening and even removing from your lexicon the “No” at work
- **Legally Speaking:** When and Why Lawyers Say No.
- **Tech Talk:** Ways to avoid the “No” when negotiating technology procurements.
- **New Segment: Moments with NIGP:** Highlights on NIGP with this month's segment focusing on Global Best Practices
- **Way to Grow:** Thought leaders and mentors explore “softening the No”.
- **Procurement Pioneers:** An interview with Kenneth Koester, NIGP 2010-2011 Past Presidents/Governing Board Chair, NIGP Distinguished Service Award in 2013 and 2020 recipient of the Albert H. Hall Memorial Award.
- **I Don't Look Good in Orange:** The case of Richland County Council Woman Dahli Meyers, who was indicted on 24 counts, including making fraudulent charges on her Pcard
- **Commentary:** No one likes being told “no” but everyone likes to know their options. In our profession, we have to help our stakeholders understand the potential outcomes of their decisions, and that is not always what they want to hear. In this segment, we explore the concept that you may not like me now, but you'll love me later.

[VIEW THE COMPLETE RADIO NIGP COLLECTION](#)



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

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."
-John Quincy Adams

Market Research Process

The public procurement professional is responsible for conducting the Market Research Process, which is comprised of three distinct activities: 1. Market Research, 2. Market Analysis, and 3. Market Intelligence. The Market Research Process is critical because it provides the procurement professional with relevant and current information to make the most appropriate decision regarding the procurement of commodities and construction.

NIGP Global Best Practice – Market Research: Research, Analysis & Intelligence



Virtual Classes

CO-OPP Scheduled

- ✓ **Foundations of Strategy and Policy**
March 7-8, 2022 8:00 – 5:00
Contact Hrs.: 17 / CEUs: 1.7
- ✓ **Core Certificate: Foundations of Planning and Analysis**
April 14 - 15, 2022 8:00 – 5:00
Contact Hrs.: 15 / CEUs: 1.5
- ✓ **Foundations of Sourcing and Contracting**
May 9 - 11, 2022 8:00 – 5:00
Contact Hrs.: 22.5 / CEUs: 2.3

PPANO Scheduled (Cleveland)

- ✓ **Competency Module: Problem Solving and Critical Thinking**
March 24, 2022 9:00 – 1:00
Contact Hrs.: 4 / CEUs: 0.4
- ✓ **Competency Module: Evaluation Methods**
April 28, 2022 9:00 – 1:00
Contact Hrs.: 4 / CEUs: 0.4

CPPB / CPPO Prep Class (Ontario Chapter)

These classes provide an opportunity to identify your areas of strengths and weaknesses in the public procurement Body of Knowledge. From there you can choose an efficient/effective study plan to be successful “on-either” UPPCC Examination.

- ✓ **CPPB Prep**
March 21-22, 2022
Contact Hrs.: 15
- ✓ **CPPO Prep**
March 23-24, 2022
Contact Hrs.: 15

Virtual Meetings

- **March is Procurement Month General Membership Meeting**
March 17, 2022 10:00 – 12:00 p.m.
- **April Board of Trustees Meeting**
April 5, 2022 2:30 – 4:00 p.m.
- **May Board of Trustees Meeting**
May 10, 2022 2:30 – 4:00 p.m.
- **May General Membership Meeting**
May 19, 2022 9:00 – 12:00 p.m.
- **June Board of Trustees Meeting**
June 7, 2022 2:30 – 4:00 p.m.



See the CO-OPP Full Schedule of Events at:
<https://www.coopp.org/insidepages/meetings/>

Mackenzie Nickell, Education Chair
education@coopp.org

CONGRATULATIONS TO THE NEW STARS IN OHIO

UPPCC 2021 AWARDED CERTIFICATIONS



Certified Professional	Certification	Agency/location
Nancy Ison	CPPB	City of Columbus
Barbara Asberry	CPPB	Montgomery County
Tyler Spotts	CPPB	University of Toledo
Terri Allen	CPPO	Dayton Public Schools

[Spring Exams – May 2-14 2022](#)



NEW NIGP-CPP RECIPIENT

Certified Professional	Certification	Agency
Beverly Yount, CPPB	NIGP-CPP	City of Piqua

[Registration and payment for May 2022 testing NOW OPEN](#)

May 2022 testing registration and payment period closes March 31, 2022

OHIO'S CURRENT NIGP-CPP RECIPIENTS

Greg Algie NIGP-CPP, CPPB - Cincinnati

Deborah Bryan NIGP-CPP, CPPO, CPPB - Columbus

Charlita Diggs NIGP-CPP - Columbus

Lyndsay Harvey NIGP-CPP, CPPB - Cincinnati

Barbara Johnson NIGP-CPP, CPPO, CPPB - Maumee

Kellie Johnson NIGP-CPP, CPPB - Columbus

Joel McNeal NIGP-CPP, CPPB - Columbus

Thomas Patterson NIGP-CPP, CPPB - Westerville

Charlie Rosol NIGP-CPP, CPPB - Cleveland

Wendy Seri NIGP-CPP, CPPB - Columbus

Jean Sullivan NIGP-CPP - Concord Twp

Melissa Wilson NIGP-CPP, CPPB - Dayton

Beverly Yount NIGP-CPP, CPPB - Piqua

Leah Zuck NIGP-CPP, CPPO, CPPB - Columbus

All About Our Members



Members On The Move

Kennon Hughes joined the Bureau of Workers' Compensation as

Cindy Collins joined the Ohio Department of Administrative Services

Sandy Herrel retired from the Ohio Department of Administrative Services

Mary Schilling retired from City of Columbus

Congratulations



Welcome New Members

Joshua Bradfield
Ohio Dept of Administrative Services

Lynaya Elliott
City of Columbus

James Estep
Ohio Department of Medicaid

Tiffany Johnson
City of Cleveland

Catherine Love
Ohio Dept of Administrative Services

John Morrison
Ohio Dept of Administrative Services

Kimberly Parker
Ohio Dept of Administrative Services



NASPO is offering their new NASPO Procurement Toolbox. The toolbox holds the fundamental topics of the public procurement process in an easy-to-access format, no log-on required. Perfect for new staff, or a five-minute refresher, the first issues are available now:

- Issue 1 – Introduction to Procurement
- Issue 2 – Importance of Ethical Procurement
- Issue 3 – Market Research
- Issue 4 – Solicitation Methods
- Issue 5 – Contract Evaluation and Award
- Issue 6 – The Value of Negotiations
- Issue 7 – Contract Administration
- Issue 8 – Contract Closeout and Retirement
- Issue 9 – Strategic Sourcing



NIGP FREE WEBINARS

Webinar Recordings

With government budget restraints we all have felt and will continue to feel the crunch of dollars available for workforce development. If you have access to a computer and can carve 60 minutes out of your schedule for training, you are a prime candidate to take advantage of NIGP free webinars. These informative workshops are education provided on your desktop.

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 minutes (60-70 minutes of presentation with time for Q&A). 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)

The 4 Foundations to a Streamlined and Collaborative RFP Creation Process

This session will go over the tools and best practices public procurement teams can implement during the RFP creation process that will allow you to efficiently satisfy stakeholder demand, without sacrificing the outcome.

[March 3, 2022](#)

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

Detailed information on the NIGP Certified Procurement Professional (NIGP-CPP) designation including the program objectives, the exam content and format, key product differences, eligibility requirements, the application process, exam availability, and recertification requirements.

[March 15, 2022](#)

[April 19, 2022](#)

Performance Metrics: How Do You Measure Up? - Free to NIGP Members Only

Many procurement operations engage in measuring performance regularly, while others do not. Is there value in utilizing performance data? You bet there is... provided you understand who the data is being communicated to and how it is being utilized as part of an organization's decision-making process. Explore procurement performance indicators utilized by peers around the country to identify both common and unique indicators that could contribute to organizational improvement.

[April 12, 2022](#)

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.

Take the opportunity to expand your knowledge and skills with the Free Webinar Recordings. You can search all the possibilities available to you at [NIGP Webinar Recordings](#).



In the spotlight

Someone You Should Know



Leah has been in public employment since 2003, her career in public procurement began in 2012. She has worked with Franklin County Human Resources in the Benefits Section; Franklin County Prosecuting Attorney's Office, Criminal Division; Franklin County Children Services, Legal Department and the Franklin County Children Services, Procurement & Contracts Management Department.

In 2012 she began her public procurement career with the Procurement & Contracts Management Department as a Contract Evaluator/Negotiator, in

2015 she was promoted to Contract Evaluator/Negotiator Supervisor and within the year was promoted to Director of Procurement & Contracts Management.

Leah has achieved obtaining the NIGP-CPP, CPPO and CPPB certifications and has been an active member of COOPP since 2012. She was awarded the Spirit of COOPP in 2014 and has served as COOPP's secretary since 2019.

Leah and her husband Chad and their dog Rosco have been exploring the grandeur of our beautiful scenic state of Ohio in their recently purchased camper. She mentioned they will be expanding their travels and possibly the camper to see many more states. Together they also enjoy their recently acquired pandemic hobby of backyard bird feeding.



Scholarship Information

Check out the PDA program – [Click Here](#) for the Scholarship Program information and Application, or contact awards@coopp.org.