



## THE PROCUREMENT EDGE

News for the Professional in Public  
Purchasing

March 2024



### CENTRAL OHIO ORGANIZATION OF PUBLIC PURCHASERS

PO Box 2122  
Columbus OH 43216

[info@coop.org](mailto: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.

**CO-OPP  
CELEBRATING  
30 YEARS**

MARCH IS PROCUREMENT MONTH

### Procurement Month

Celebrating what you do today and every day  
because no matter the circumstance  
public procurement professionals...

**PROCURE ON**

### Ohio Celebrates March is Procurement Month

Friday, March 22, 2024 (10am-1pm)

at

Ohio Dept of Public Safety, (DPS)HQ  
1970 W. Broad St  
Columbus, Ohio 43223

Registration & Networking 9:00 - 10am

Program 10:00 – 12pm

Lunch 12: 00 – 1pm (register at [www.coopp.org](http://www.coopp.org))

Ohio's NIGP Chapters, CO-OPP and PANNO, join together to welcome guest speaker Rick Grim, NIGP Chief Executive Officer, as Ohio celebrates March is Procurement Month.

### *“Developing a Whole New You “*

Developing Talent in a Whole New World. Our profession has moved from one disruption to another as public procurement leaders struggle to find and retain talent in a post-COVID world. In this interactive session, we will discuss why talent recruitment and retention must be top of mind for hiring managers as we respond to shifts in the workforce that demand workplace flexibility, competency development, and a sustainable, succession planning for leaders. And we will discuss why this is the best time to be in public procurement if we define, focus, and invest in our own careers. This session will also highlight how NIGP's Pathways program addresses these shifts by preparing professionals for every stage of their career through life-long learning and credentialing.



March is Procurement Month, a time to celebrate with pride

the vital role public procurement and procurement professionals render to positively affect the lives of the citizens we serve.

The month is designated to draw attention and acknowledge the contributions made to our local, state, and federal government operations.

Nationally and internationally, March is celebrated widely in the established procurement community. It is an opportunity as well as our responsibility to articulate, communicate, and highlight the value we add to all key stakeholders, the public, and our employers. This is our chance to share how we are making a difference and celebrate our co-workers who don't always get the individual spotlight they deserve.

We commend Ohio's public purchasing and contracting partners who diligently serve their communities and who practice stewardship above reproach.

## CERTIFICATION

Your Tool & Your Resource

~Speranca Szana, MPM, MBA, MSM

The public sector is facing a challenge of the shrinking workforce. Every workforce sector is hurting for qualified or willing workers at every level. The primary reason for this gap is that Baby Boomers are retiring faster than they can be replaced. However, in every adversity there is the seed of an equal or greater benefit. This is why the Central Ohio Organization of Public Purchasers (CO-OPP) exists. To offer access to the latest information and best practices, to provide the essential body of specialized knowledge and empower each member. Certification is both your tool and your resource.

The cornerstone of competence is learning. Cultivate your mind. Own your own thorough and disciplined mental development. Don't risk irrelevance. Competitive advantage is not just an organizational concept, it is also an individual one. Sustainable competitive advantage is increasingly about efficiently finding the right information, just in time, to learn and perform. The source of your competitive advantage is you!

Certification is proof of reaching an advanced level of training that is needed to meet the labor market demands. As long as you are satisfying a need, you are creating value. Learning agility is a must in order to acquire new knowledge and skills during and ahead of changes in the market.

In order to sharpen your talents, you must adjust and evolve your formula for learning, along with the profession. Stretch yourself and take bold steps forward. Set yourself apart. Be willing to develop a growth mindset and re-evaluate your perspective.

Show everyone how committed you are to your career. Become one of the hard-to-find, qualified employees with the right skill sets—including knowledge and capabilities relevant to the current procurement environment. Reward yourself and your organization.

[NIGP-CPP certification information](#)

[UPPCC certification information](#)

[ISM certification information](#)

The chapter's Education Committee plans, establishes and co-ordinates educational programs for the COOPP membership, and organizes workshops, NIGP seminars, and certification of the chapter members.

**Mackenzie Nickell, CPPB**  
CO-OPP Education Chair  
614.704.1174  
[info@coopp.org](mailto:info@coopp.org)

## 2024 CO-OPP VIRTUAL COURSE SCHEDULE

MAY 9 & 10 ..... Advanced Legislation and the Legal Environment  
MAY 13 & 14 ..... Effective Contract Writing  
MAY 29 ..... Sourcing & Contracting Methods  
JUL 22 & 23 ..... Contract Management and Performance  
AUG 14, 15, & 16..... Technology Procurement  
OCT 21 & 22..... Foundations of Planning and Analysis

Class registration is available at: [www.coopp.org](http://www.coopp.org) or [www.nigp.org](http://www.nigp.org)



## OHIO PUBLIC PROCUREMENT TRAINING & CERTIFICATION

The Ohio Public Procurement (OPP) Program  
Created in 2017 initially for Ohio Office of Procurement Services.  
Expanded in 2021 to include other Ohio government entities.

2 ½ day Virtual Instructor-Led Training consisting of 6 modules.

Dept. of Administrative Services (DAS)  
General Services Division  
Office of Procurement Services (OPS)

- Certified Ohio Procurement Manager (COPM)
- Certified Ohio Procurement Agent (COPA)

**Ohio Public Procurement Training & Certification | State of Ohio Procurement**



## NEW OHIO CPPPO CPPB RECIPIENTS' CONGRATULATIONS

Sharon Cottrell Pepper, CPPPO  
Donna Davies, CPPB  
Grant Fields, CPPB  
Mackenzie Nickell, CPPB

Credentials demonstrate an individual's comprehensive knowledge of public procurement.

## EDUCATIONAL OPPORTUNITIES



NIGP offers a variety of educational opportunities to continue your professional development by expanding your procurement knowledge, and to earn contact hours for certification or recertification. See how these offerings can help you.

- [NIGP RFP Learning Lab Series, Spring 2024](#)
- [NIGP Headliner Series](#)
- [NIGP Webinar Recordings](#)



NASPO's Procurement U provides professional development opportunities, training, career advancement resources, and more that support the continued education of everyone working in public procurement.

Complimentary Public Procurement Courses, NASPO provides over 86 hours of free courses covering numerous public procurement topics.

- [Browse Course Catalog](#)



## NEW MEMBERS

- **Evan Beougher** | State of Ohio, DAS/GSD Office of Procurement Services
- **Staci-rae Bixler** | State of Ohio, DAS/GSD Office of Procurement Services
- **Jauntree Daniel-McGriff** | Montgomery County Jobs & Family Services
- **Bennett Davis** | State of Ohio, DAS/GSD Office of Procurement Services
- **Connor Estell** | State of Ohio, DAS/GSD Office of Procurement Services
- **Felix Garcia** | Columbus Zoo and Aquarium
- **Kaci Goebbel** | City of Delaware, Delaware, Ohio
- **Dada Lewis** | Montgomery County Jobs & Family Services
- **Rebecca Meinert** | State of Ohio, DAS/GSD Office of Procurement Services
- **Debbie Vescio** | State of Ohio, DAS/GSD Office of Procurement Services

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## ANNUAL LUNCHEON AND GENERAL MEMBERSHIP MEETING

November 16, 2023, | Creekside Event Center, Gahanna, Ohio



Registration



Networking





Mark Later, President's Welcome and Ice Breaker



Group Exercise



Guest Speaker, Kevin McCarthy, Author of "Blind Spots – Why Good People Make Bad Choices"



Community Affairs 2023 "Toys 4 Kids" Toy Drive



Mark Later Presenting Mary Harper, 2023 Volunteer of the Year Award



Presentation: behavioral tendency, thinking patterns, motivation, and individual's emotional intelligence.



Group Photo