

Rocky Mountain Governmental Purchasing Association Newsletter

Spring 2023

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UPCOMING:

| April 27 | Quarterly Board Meeting |
|----------|---------------------------------------|
| May 18 | Summer Conference at CSU Spur |
| June 7-8 | NIGP VCON 2023 |
| July 1 | Submissions for Summer Newsletter Due |
| July 27 | Quarterly Board Meeting |

letter from the president



Greetings RMGPA Members!

Happy Spring everyone! I don't know about you, but I've been enjoying days filled with more sunlight and warmer days. The grass is turning green, and plants are waking from winter. Such a wonderful time of year!

New beginnings are a wonderful experience! There is no better time to consider, where in our professional careers do we need new beginnings?

Your membership with RMGPA can help you explore some possibilities. Consider the following:

- Update your member profile on the RMGPA website.
- Update your Forum Preferences in the General Discussion.
- Ask a question in the General Discussion on our website.
- Check out the General Discussion section to learn of different job opportunities.
- Register early and get the early bird registration rate to attend the RMGPA Summer Conference at the CSU Spur facilities on May 18th. (Register before 05/01.)
- If you haven't already, consider getting your professional certification.
- Go to the link from our website (upper left corner) and visit the NIGP website and find valuable resources like the Document Library or find a class to attend.
- Listen to Radio NIGP to learn something new and implement it at work.
- Contact the RMGPA Vice President and volunteer for a position to serve on the Board.
- Get a new headshot and update your LinkedIn profile.
- Set a professional goal with a deadline to accomplish something you want to do that will benefit you in your career.
- Maybe you are SUPER busy, and you need a moment to just BE! It is okay to find time in your schedule to energize and refresh.

It is our individual responsibility to ensure that we are not stagnant in our careers and provide ourselves with the care we need. Let's make it a focus and a priority this Spring!

In your service,

-- David H. Musgrave President, RMGPA

RMGPA Volunteer Opportunities

If you are interested in taking an active role in RMGPA and would like to volunteer for a position on any of our committees, OR you would like to help out on a one-time basis, please reach out to RMGPA Vice President,

vicepresident@rmgpa.org

vicepresident@rmgpa.org

President,

Current Vacancies

Awards Co-Chair Elections Co-Chair Membership Co-Chair Newsletter Co-Chair Programs Chair



SPOTLIGHT: Cheryl Dye



Tell us about your background.

My father retired from the Air Force in 1976 and we settled in Northglenn, Colorado, which is where I grew up. I am currently single and have lived in Evergreen since 1997 but will be moving to Wheatridge in May. I am so excited to continue good changes in my life. I have two pretty much grown up children and I also have two grandchildren.

Did you work in other professions prior to procurement and if so, where and for how long?

I worked briefly in retail for about two years. I also worked part-time in various office places here and there.

What organization do you currently work for, how long have you been there and what is your current role?

I have been the Sr. Procurement Specialist for the City of Arvada since June of 2023. I can say that I am enjoying the change and challenges of a new job. Prior to that I was a buyer at the City of Lakewood for 16 years and worked at Metro Wastewater for about 12 years.



SPOTLIGHT (CON'T): Cheryl Dye

How did you get into the procurement field?

I was in college and working part-time during the summer months as admin/secretary in the purchasing department. I liked the company I worked for so I stayed and eventually worked my way up through the purchasing department.

What is the most interesting purchase/project you have been involved in and what was your role?

I purchased equipment called Muffin Monster which breaks up rocks and rags in the waste water plant barscreen. I have worked on a project for rental of goats to eat weeds and I also purchased six used cars in one week for an undercover task force which was a very different experience—nerve racking and exciting!

Are there any professional and/or personal accomplishments you're proud of?

I attained my CPPB after 14 years of being in the procurement profession. I continue to train and read up on the profession. I like volunteering with wonderful RMGPA participants and committees. I never give up on my family members and friends.

Tell us about your interests/hobbies outside of work.

I love traveling, beaches, the outdoor and teaching gardening fun to my grandkids. I love music of all kinds. I volunteer for Veteran Associations, Flags for Vets and the Elks Lodge.









Specialist of the Year
Sarah Huerta

Procurement Team Award
CO Dept of Labor and Employment

Future Leader of the Year
David Musgrave

Volunteer of the Year Molly McLoughlin

Manager of the Year
Danielle Davis

Distinguished Service Award
Traci Burtnett



Shannon's Gift Scholarship Recipient

Kristina Sandoval
Colorado Springs School District 11



WHEREAS, governmental purchasing organizations in the State of Colorado are committed to the highest ideals of honor and integrity in order to merit the respect and confidence of state, municipal, county, special district, higher education, school district or other local area government agencies and the public which they serve; and

WHEREAS, Colorado provides an environment where all organizations are afforded an equal opportunity to compete for business with the state, municipal, county, special district, higher education, school district or other local area government agencies; and

WHEREAS, governmental purchasing organizations are to be commended for their diligent pursuit of efficiency in the operation of government through their commitment to seeking goods and services of the highest value in terms of quality and price to maximize the benefit provided to the citizens of this state;

THEREFORE, I, Jared Polis, Governor of the State of Colorado, do hereby proclaim March 2023 as

GOVERNMENT PUBLIC PROCUREMENT MONTH

in the State of Colorado.



GIVEN under my hand and the Executive Seal of the State of Colorado, this first day of March, 2023

Jul phis

Jared Polis Governor



CDOT's Center for Procurement & Contract Services (CPCS) is observing the month of March as "Procurement Month" and utilizing the opportunity to heighten awareness of the resources and services our team provides to all of CDOT. CPCS is celebrating this month by providing information, training, fun facts and trivia each week in our CDOT-wide Public Announcements.

"We are hoping during this month to heighten awareness of what a great Procurement team we have here at CDOT," noted Procurement Director Molly McLoughlin. "We want CDOT staff to know that we are a resource, we are here to help them obtain the goods and services they need, we practice the values and guiding principles of public procurement; accountability, ethics, impartiality, professionalism, service and transparency established by NIGP, the Institute for Public Procurement, and we strive to provide *extraordinary customer service* while doing so."

Gov. Jared Polis issued a statement that said, in part, "Governmental purchasing organizations are to be commended for their diligent pursuit of efficiency in the operation of government through their commitment to seeking goods and services of the highest value in terms of quality and price to maximize the benefit provided by the citizens of this state."

In 2022, CDOT's procurement teams handled over \$2 billion in transportation spending, including over \$384 million in Intergovernmental Agreements and Contract Grants. A total of 13,531 purchase orders were processed throughout all of CDOT during last fiscal year.

"We have an outstanding team of talented individuals in the Center for Procurement & Contract Services with more than 275 years of combined purchasing and contract experience to support you." McLoughlin noted. "At CDOT our CPCS vision is to provide extraordinary value to our customers with one voice, one vision, and one mission."



Molly McLoughlin | 22 years' experience
Randall Dingle | 21 years' experience
Patricia O'Neal | 12 years' experience
Matthew Bailis | 30 years' experience
Amanda Galant | 5 years' experience
Ginger Butero | 15 years' experience
Robert Mitchell | 31 years' experience
Milton Quiles | 1 year experience
Lisa Hollerbach | 12 years' experience
Marjorie Williams | 32 years' experience

David Musgrave | 10 years' experience
Jeremy Roth | 9 years' experience
David Pollitt | 5 months experience
Natalie Martinez | 10 years' experience
Kwaku Sarpong | 15 years' experience
Laurie Freya | 15 years' experience
Justine Goray | 4 years' experience
Fawad Yusufi | 12 years' experience
Kevin Lundquist | 5 years' experience
Toi Matthews | 23 years' experience





Attending the NIGP Leadership Summit was one of the last requirements to complete our Leader's Edge program. We met our instructor, Lourdes Cross, and our Area 9 team. Together, we learned the importance of expanding our leadership skills and to keep learning. We built meaningful and lifelong connections. We would like to thank Sourcewell for sponsoring our scholarships to attend the event.

- --Trudi Peepgrass, NIGP-CPP, CPPB
- --Diana Cantu, NIGP-CPP, CPPB











SOURCEWELL AND RMGPA: How can we help you?

Q &A with Sourcewell Client Relations

Q: First off, tell us a little bit about who you are and what you do.

A: Yes! I am Duff Erholtz and I work with the public agency clients of Sourcewell, assisting them as they consider utilizing our competitively awarded contracts. I answer specific client questions, provide training on process and procedure as it relates to utilization, and am the regional representative for all things Colorado and Wyoming.

Q: What are some of the top challenges and purchasing needs you are hearing from public agencies around the country?

A: The current recessionary environment continues to create challenges for government agency budgets and spending. For the suppliers and contractors seeking to maximize and stabilize revenue, it also calls for excellence and best practices in sales strategies, tools, and tactics.

The top projects we hear from fellow public agencies are for construction and transportation needs. Many agencies are moving toward electrifying and standardizing their fleets.

Q: What are some resources that can help us navigate the turbulent environment we procure in today?

A: Associations like RMGPA and NIGP offer great education and networking opportunities. Sourcewell is proud to support both organizations with their professional development and various events. We also see folks looking to cooperative purchasing as another tool in their toolbelt. I am your main contact and am happy to coordinate a virtual or in-person training on how you can be more strategic with your cooperative contracts.

Q: Where else can I learn more?

A: Sourcewell connects with public procurement professionals around the country to share educational resources that can help. Visit sourcewell-mn.gov/guides to learn more about contract administration, data analytics, and more. You can also connect with me at the contact info below, as I am always happy to help.

Duff Erholtz <u>duff.erholtz@sourcewell-mn.gov</u> 218-894-5490





How Procurement Benefits from the Cooperative Lead Agency Model

You may be in the middle of completing RFP steps that are taking up a large part of your workday, and that single RFP can take anywhere from 90 to 365 days to complete. While your purchasing team is managing several ongoing projects, leveraging cooperative purchasing provides you with an opportunity to bypass some of the timeconsuming work and redirect your concentration to meeting demands of stakeholders or strengthening your procurement strategy.

Click **Here** to read more



Why Government Agencies Should Look for a Strategic Partner

The benefits of adopting the right purchasing technologies

By: Holly Barringer, Product Marketing Manager

Digital purchasing has become the norm for how procurement is today. Yet, government agencies have been slow to modernize their systems due to a lack of financial resources and personnel and the complex nature of implementing a new e-procurement system. Most still go through traditional buying modes like RFQ processes or catalogs. An outdated process can be time-consuming, make you overpay, and miss key compliance policies – such as purchasing restricted items. Finding a strategic e-procurement partner allows your agency to modernize the procurement process by increasing efficiency, making better data-driven decisions, and reducing costs.

The past couple of years has shown us just how vulnerable global supply chains are to disruption, prompting renewed emphasis on digitizing supplier management and procurement processes. While reducing costs remains a top priority for government agencies, procurement must be lighter on its feet and more innovative in its strategy. Seeking a vendor that can ease the tactical, repetitive, and often manual work involved in purchasing processes and can meet mission-focused goals can take time and effort. According to a Harvard Business Review survey, 54% say the ability to switch suppliers in response to a disruption quickly is among their organization's top challenges. Agencies are actively looking for a vendor that frees procurement teams to play more strategic roles in their department.

A partner like <u>Amazon Business</u> can help your agency adhere to your agency's purchasing policies, manage cash flow, and provide reporting to make smart business buying decisions. We understand the complexity of government purchasing and aim to empower your agency to spend wisely and carefully.

Empower buyers to maximize their budgets

In 2020, government spending on contracts amounted to \$\frac{\$682 \text{ billion}}{\$illion}\$, the highest spending in the last five years. However, there has been a dip in spending for the past two years, with procurement spend estimated to cap at \$\frac{\$617 \text{ billion}}{\$illion}\$ in 2022. With budgets tightening, agencies need to make smart business buying decisions. One way U.S. government entities can stretch their budgets is to take advantage of Amazon Business' high-volume solutions, saving employees time and taxpayers money.

One of the biggest cost savers is buying in bulk. There are multiple benefits to consider when purchasing in larger quantities. The <u>Bulk Buying Tool (BBT)</u> allows buyers to request a custom quote for large quantities at their preferred price or discount. These pre-vetted bulk suppliers can support offers tailored to your agency's needs. Wholesalers pass those savings to retailers when they buy large quantities at discounted rates. Another option is <u>Request for Quote</u>. Government agencies can request a discounted price on single-SKU orders greater than \$10,000 USD or 999 units. We'll take care of finding pre-vetted bulk suppliers who can support custom offers tailored to your agency's policies. Plus, we will provide multiple quotes so you can get competitively-priced offers.

Why Government Agencies Should Look for a Strategic Partner (Con't.)

The benefits of adopting the right purchasing technologies

By: Holly Barringer, Product Marketing Manager

Another way to maximize budgets is to use tools that pinpoint savings opportunities with powerful insights driven by machine learning technology. With Product Basket Analysis, buyers can compare product price and selection between your current vendor(s) and Amazon Business. We will run a comparative analysis of existing supplies to assess parity, alternatives, and prices. After the analysis, users can upload the results to a Business List and enable <u>Guided Buying</u>, a <u>Business Prime</u> feature, to quickly identify products to order so buyers can continue to make smarter business buying decisions.

Furthermore, with <u>Amazon's Tax Exemption Program</u> agencies can make tax-exempt purchases and manage tax exemption permissions across the organization.

Monitor through analytics and reporting

One of the challenges of needing a strategic e-procurement vendor is that it is harder to view and report on planned and tail-spend purchases. Insufficient insights have impacted spend reporting and negatively impacted set-aside goals. A 2022 Gartner report found that procurement leaders' biggest focus for the coming years is better category management and identifying and mitigating supplier risk. They recommend that procurement leaders prioritize supply continuity and risk mitigation in addition to the ever-present focus on cost management. When considering an e-procurement vendor, look for those that provide real-time data and analytics. With reporting, leaders can identify opportunities to move tail to managed spend through analytics, reporting, and proactive recommendations, while mitigating risk.

To meet this challenge, Amazon Business provides tailored insights and key analytics to help make better purchasing decisions. Agencies can utilize <u>Amazon Business Analytics</u> reports to identify top spend categories, spend from preferred and restricted items, and analyze purchases from <u>diverse sellers</u>. This information helps to define buying policies to guide purchasing, track progress toward spending goals, and discover ways to reduce costs.

Spend Visibility, a comprehensive dashboard solution, allows users at all levels to make highly informed, data-driven decisions. Users can use pre-built or build custom reports to identify opportunities for optimizing spending, such as supplier consolidation, bulk purchasing, and tax exemptions. Analyzing the spend data and purchasing trends will inform smart budgeting decisions and find saving opportunities. Spend Visibility offers complete customizability and the potential to perform advanced forecasting.

Finding an e-procurement partner doesn't have to be a challenge. Amazon Business aims to help government agencies of all sizes reshape their procurement with cost and time savings, greater productivity, and insightful purchasing analytics. With Smart Business Buying, we improve how government agencies source and purchase products, simplify contract administration and make supply chains more efficient. Visit <u>Amazon Business for Government</u> to learn more.





IT'S OFFICIAL... Forum 2023 Registration Is Open

This year's theme is "Where more happens...", and that's exactly what we have planned for you. NIGP Forum is where you get access to more inspiration with live plenary sessions to kick-off each day, more educational content with 60+ procurement-related sessions, more networking sessions with peers, and more connections formed with suppliers during the exhibition.

While we've added more, we've kept the in-person early fee the same as last year due to member feedback

In-Person, Louisville, KY | August 19 - 23

\$897 Members (until May 31)

\$1,122 Non-Members (until May 31)

Contact Hours: 18.5

Virtual | August 21 - 23 \$299 Members \$399 Non-Members Contact Hours: 16.5

LEARN MORE



NIGP VCON 2023

Empowering New Procurement Professionals

June 7 -8

12:30PM - 5PM | 9 Contact Hours

Eight educational sessions for those who are new to public procurement or interested in taking a refresher on the fundamentals. Attendees select a total of four live sessions (two per day) and registration includes on-demand access to all the sessions post-conference.

Regular Member Price: \$149 Non-Member Price: \$249

LEARN MORE AND REGISTER

MEMBER APPRECIATION SPECIAL 50% OFF

First 250 members to register will receive 50% off (Use coupon code SOURCEWELL50.)

MEMBER RESOURCES



MEIVIBER RESOURCES

NSite – NIGP's Online Member Networking Community

Connect, Communicate and Collaborate with peers from across the country at all different stages in their careers.

Get answers from colleagues who have been there, done that. Share ideas, challenges and opportunities 24/7.

Join a Community Today

Radio NIGP

View the current show and past episodes <u>HERE</u>





MEMBER RESOURCES

MEMBER

Certification Pays

According to the 2022 Public Procurement Compensation & Retention Benchmark Survey, certification status can increase earning potential. For example, certified assistant buyers earn approximately \$57,000, while those without certification earn approximately \$46,000. For purchasing managers, those with certification earn approximately \$86,000, while those without earn approximately \$75,000.

Approximately 74%-78% of director respondents said they hold certifications.

READ MORE

NIGP Webinars provide valuable learning on hot topics in procurement, helping you stay informed. And, they're better than ever with 60% more content which means more contact hours to meet your professional learning goals. Plus, they're geared to learners at all levels and complement other NIGP

READ MORE

learning resources.

Drumroll Please...We've Achieved Another Milestone

The February testing results are in and we're pleased to announce there are now 1,050 NIGP-CPP certificants across 45 states and 5 provinces.

The threshold of 1,000 certificants was achieved in less than 3 years despite an extended pandemic that impacted the workplace. NIGP-CPP is the only certification that specifically targets mid to executive level procurement leaders.

Thank you to everyone who helped make this certification program a success.

READ MORE

Don't Miss Out!







In honor of Procurement Month this March, we're excited to announce that UPPCC is now offering practice tests for both the CPPB and CPPO certification exams through the Procurement U website. These practice tests were developed by the UPPCC Board of Examiners and are the only practice tests approved by UPPCC. They are designed to assist with your study efforts for the certification exams, helping you assess your competency in each domain area, as well as providing a better feel as to how the questions are written and what different answers look like on the exams.

These practice tests are available for purchase now. To learn more or sign up, click the button below and sign into your Procurement U account, or create a new one if you don't already have one.

Practice Test



Free Certification Prep!

There's never been a better time to get certified!

In addition to the new practice tests, take advantage of our FREE CPPB and CPPO self-study tools available to any public procurement professional seeking their certification!

These resources are designed as a self-study tool to assist in your personal study efforts to achieve your prestigious certification.

Note: There is no instructor for these resources.

These study tools include:

- Practice exam questions as a self-assessment tool
- Links to readings and free resources aligned by NASPO staff to the new UPPCC <u>Body of Knowledge and Competency (BoK-C)</u>
- Recordings of previous instructor-led class recordings discussing the six domains
- Access to a discussion board to engage with other professionals preparing for the exam
- Other helpful tips and resources to help you study

Learn More Here!



But Wait.....There's More!

But Wait.....There's More!

NASPO Reimbursement Program

NASPO has announced a brand-new reimbursement program to support professional certifications in public procurement. This program will provide full reimbursement of both the application and examination fees for qualified candidates who pass either the CPPB or CPPO certification exams offered by UPPCC in the upcoming testing cycle.

<u>Click here</u> to see the initial directions for submitting reimbursement requests related to this exciting new program.

Professional Development Contact Hours for Certification and Recertification

Don't forget, all NASPO-designed courses are also funded by NASPO at <u>NO COST</u> to you. We now have over 74+ contact hours of procurement education available for FREE which you can apply towards the professional development contact hour requirements for CPPB and CPPO initial certifications or recertification

What Are You Waiting For?



COOPERATIVE CONTRACTS

STATE OF COLORADO PRICE AGREEMENTS

COLORADO GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

COLORADO MUNICIPAL ASSEMBLY OF PROCUREMENT OFFICIALS (MAPO)

NASPO VALUEPOINT

OMNIA

SOURCEWELL







Trusted by your peers.

Solutions for sourcing & contract management.

Over 360 public buying organizations and over 24,000 suppliers throughout the Rocky Mountain region utilize Bidnet Direct.



Contract Management

Manage every aspect of the contract lifecycle from one secure location.

Explore our Contract Management solution today.



Every Stakeholder.



EveryWorkflow.



Every Budget.



bidnetdirect.com/colorado

2023 RMGPA BOARD OF DIRECTORS

| POSITION | OFFICER NAME | E-MAIL |
|----------------|-------------------------------------|-------------------------|
| President | David Musgrave | president@rmgpa.org |
| Vice President | Trudi Peepgrass, NIGP- CPP, CPPB | vicepresident@rmgpa.org |
| Secretary | VACANT | secretary@rmgpa.org |
| Treasurer | Marisa Donegon, CPPB | treasurer@rmgpa.org |
| Past President | Diana Cantu, NIGP-CPP, CPPB | pastpresident@rmgpa.org |

2023 STANDING COMMITTEE CHAIRS

| POSITION | OFFICER NAME | E-MAIL |
|--|---|------------------------|
| Awards | Cheryl Dye | awards@rmgpa.org |
| Chapter Enhancement/ Vendor Liaison | Sol Ybarra | vendorevents@rmgpa.org |
| Communications | Molly McLoughlin, NIGP-CPP, CPPO, CPPB | info@rmgpa.org |
| Elections | Tim Wellmann, CPPB, NIGP-CPP | elections@rmgpa.org |
| Historian | Pat Johnson | historian@rmgpa.org |
| Legislative | Farrah Bustamante, CPPB, MBA | legislative@rmgpa.org |
| Marketing | Bethany Swank | marketing@rmgpa.org |
| Membership | Doug Clapp | membership@rmgpa.org |
| Newsletter | Chelsey Axtell | newsletter@rmgpa.org |
| Pro-D and Education Chair | Vera Braeckman- Kennedy | newsletter@rmgpa.org |
| Programs | VACANT | programs@rmgpa.org |

2023 STANDING COMMITTEE CO-CHAIRS

| POSITION | OFFICER NAME | E-MAIL |
|--|---------------------------------|------------------------|
| Awards | VACANT | awards@rmgpa.org |
| Chapter Enhancement/ Vendor Liaison | Alicia Armentrout | vendorevents@rmgpa.org |
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| Elections | VACANT | elections@rmgpa.org |
| Legislative | Nancy Allen | legislative@rmgpa.org |
| Marketing | Rosalyn Potter | marketing@rmgpa.org |
| Membership | VACANT | membership@rmgpa.org |
| Newsletter | VACANT | newsletter@rmgpa.org |
| Pro-D and Education Chair | Valerie Scott | newsletter@rmgpa.org |
| Programs | Becky Schaffstein | programs@rmgpa.org |



