Rocky Mountain Governmental Purchasing Association Newsletter

Winter 2024



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UPCOMING RMGPA EVENTS

Jan 31	1 st Quarter Board Meeting
Feb 21	February Board Meeting
Mar 18	Spring Conference
Apr 17	2 nd Quarter Board Meeting

Letter from the President



Happy 2024 RMGPA Members!!!

I am very excited to be stepping into the leadership role of RMGPA President. I am very lucky to have a strong and supportive Board of Directors as well as membership group. RMGPA and the board continue to focus on our mission and really foster growth and development in ways which support our membership. I look forward to continuing this work.

The changes around us – whether social, political, technological, economic or otherwise – have required all of use in the industry to navigate through new and complex landscapes, all of which have had profound impacts on the agencies for which we work and our profession.

I wanted to thank each and every member for your continued participation and enthusiasm in RMGPA. We had an extremely successful 2023 and are looking forward to an exciting 2024. I would like to give a special shout-out of appreciation to our Chapter Board of Directors and each committee member and volunteer for their tireless work on behalf of all of us at RMGPA. The time and effort which you are willing to volunteer is incredibly generous and has allowed us to continue to be successful as an organization.

As I look ahead to the upcoming year and the challenges we will face, I would like to share one of my favorite quotes "Many hands make light work." There is tremendous power in the size of our membership and the many talents our members bring to this organization. Through our collective action, I am confident we can fulfill our mission. If you are interested in volunteering and joining any of our committees, please reach out to me at president@RMGPA.org.

I look forward to a successful 2024.

Trudi Peepgrass, NIGP-CPP, CPPB President, RMGPA

RMGPA VOLUNTEER OPPORTUNITIES

Committee Vacancies for 2024:

Membership Chair
Chapter Enhancement Chair &
Vice Chair

Committees were reorganized under the updated bylaws that were adopted in December. See the next page for more info.



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 if you would like to help out on a one-time basis, please reach out to RMGPA Vice President at vicepresident@rmgpa.org.

UPDATED RMGPA BYLAWS

Thank you to all the members for their vote to update the RMGPA Bylaws.

Six (6) RMGPA members made up the Bylaws Task Force Committee. The committee reviewed other recently updated NIGP Chapter Bylaws for what worked, what didn't and what may work for RMGPA and the updated bylaws were drafted.

The Bylaws were consolidated, simplified and modernized:

- Twenty-two (22) pages to eight (8)
- Updated terminology
- A new structure of six (6) streamlined committees

The most significant change is the standing committees – see page 23 for details.

The new Bylaws and the Crosswalk with the documented changes are located on the <u>RMGPA website</u> (Resources for Members > Documents > RMGPA Chapter Bylaws).

Thank you, members, for your continued support of RMGPA.



WINTER CONFERENCE WRAPUP

December 4 – 6, 2023 | Loveland, CO

Thank you to everyone who was able to attend the 2023 RMGPA Winter Conference in partnership with the Advance Colorado Procurement Expo. With over 140 purchasing professionals, over 100 supplier exhibitors and over 440 participants, this was the largest and most successful RMGPA Winter Conference and Expoheld. Amazon and BidNet were our presenting sponsors, and our event host partners were the Minority Business Office at



the Office of Economic Development and International Trade, Sate Purchasing & Contræts Office at the Colorado Department of Personnel & Administration, Center for Procurement and Contracts at the Colorado Department of Transportation and the City and County of Denver.

The evening of December 4th we kicked things off with a reception with RMGPA's Past Presidents and it was great to see everyone who could join us! The 5th, we partnered with the Expo, and we had informative training sessions for procurement professionals and suppliers and held a successful Member Appreciation and Awards Luncheon.







WINTER CONFERENCE WRAPUP

(continued from previous page)

Special congratulations to this year's award recipients:

- Future Leader of the Year Jamie Robledo
- Manager of the Year James Ponder



in memory of Shannon Sprague and we were honored to have Shannon's parents, husband and son join us. Kim Myers was the recipient of the scholarship.



The Conference continued for a full day on the 6th with more training for procurement professionals. We are always grateful to our speakers who volunteer their time and knowledge with us.

A HUGE thank you the Board of Directors and all the volunteers who made this event a great

success! If you are interested in learning more about volunteer opportunities with RMGPA, contact our Vice President, Doug Clapp.

We look forward to connecting with you in 2024 at our upcoming events!

by David Musgrave RMGPA Past President





LEGISLATIVE UPDATE



Colorado's Technology Accessibility Rules

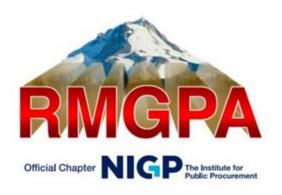
Notice of Public Hearing to Consider Creation of 8 CCR 1501-11, Technology Accessibility Rules

The Governor's Office of Information Technology (OIT) will hold a public hearing on January 23, 2024, to consider the creation of permanent rule 8 CCR 1501-11, Technology Accessibility Rules. This public hearing will commence at 1:00 p.m. online, and interested parties may register and attend through Zoom. All interested persons are urged to attend this public hearing and to submit written comments to OIT for consideration concerning the proposed rule creation.

OIT is preparing to promulgate rules as authorized by §24-37.5-106(4), C.R.S. and §24-85-103, C.R.S., necessary to establish the accessibility standards for individuals with disabilities for information technology systems. The reason for the rules is to improve the accessibility and usability of government information technology products and services in Colorado.

Register Now

View the State's Accessibility Procurement Toolkit



MEMBER SPOTLIGHT



RMGPA WANTS TO SPOTLIGHT OUR MEMBERS!

MEMBER SPOTLIGHT is featured in every RMGPA Newsletter.

Nominate a colleague by emailing newsletter@rmgpa.org and they will be notified when they are selected.

A note from the Membership Committee:

Please review your membership profile on RMGPA.org and fill in any missing information (such as Certifications) and make any necessary corrections. We have discovered some errors that occurred in the transfer of member info to the current website.

Questions? Email membership@rmgpa.org

TIME IS RUNNING OUT...

NIGP Leadership Summit

February 22 – 24, 2024 Houston, TX

No time like the present to start addressing the issue of attracting and retaining exceptional employees.

IMPACT | For Mid to Senior Managers Work together to create solutions for today's most pressing workforce challenges.

Register Now! Closes January 31







Helping the Steel City Reach its Sustainability Goals

In the heart of Pittsburgh, a city renowned for its industrial prowess and once dubbed "The Steel City," a transformative journey is underway. Faced with the environmental repercussions of its industrial legacy, Pittsburgh has embraced a profound shift towards sustainability, emerging as a national leader in the realm.

Embracing the United Nations Sustainable Development Goals, the city partnered with ODP Business Solutions™ in 2020 to navigate its ambitious sustainability agenda. From pioneering initiatives such as measuring greenhouse gas emissions to leading the green buildings movement, Pittsburgh sets high benchmarks. Yet, challenges persist, and the city is resolute in its pursuit to reduce carbon emissions by 75% by 2023 through innovative strategies, including a fossil-fuel-free fleet and 100% renewable energy usage. The partnership with ODP Business Solutions has proven instrumental in achieving these goals, with notable successes in reducing plastic waste, cutting emissions, and fostering technological advancements.

"We have ambitious sustainability goals, and we consider ODP Business Solutions a key partner in achieving these goals." – Procurement Official, City of Pittsburgh

Read the full article to discover how ODP Business Solutions, available through OMNIA Partners, is not just a vendor but a committed sustainability partner, contributing to Pittsburgh's transformative narrative.

Amazon's Procurement Solutions: Simplifying Purchasing with Amazon Business and AWS Marketplace

Digital purchasing solutions are becoming popular because they accelerate procurement while reducing costs and helping public sector organizations to meet their critical needs on time. Amazon Business and AWS Marketplace are transforming how enterprises, including government agencies and schools, procure commodities and technology solutions.

Amazon Business helps leaders modernize and automate procurement, with the familiar, user-friendly shopping experience of Amazon. Organizations of all sizes can onboard users in minutes, streamlining the shopping process. Amazon Business makes it easy to compare prices and products, promoting responsible budgetary practices. By consolidating suppliers in one place, buyers can efficiently access hundreds of thousands of suppliers, including local, certified diverse, and sustainable options. Organizations are able to drive soft and hard cost savings with tools for recurring deliveries, high-volume purchases, and value-added reports.

AWS Marketplace makes it simple and cost-effective to find, try, buy, and deploy third-party software, data, machine learning (ML) models, and professional services. Customers using AWS Marketplace realize time savings due to procurement efficiencies, faster onboarding of new vendors, and reduced licensing costs. Recently recognized by Forrester, "AWS continues to raise the bar for transacting and contracting, with real dollar benefits. Amazon Web Services has a large and diverse marketplace with thousands of SaaS offerings for sale. AWS continues to work with procurement executives and other technology buyers to ensure its marketplace is solving their buying challenges." AWS Marketplace enables buyers to negotiate the best price —no matter the source — but still view all their subscriptions through a single access point.

The tools from Amazon Business and AWS Marketplace help agencies simplify the purchasing process and driving savings to meet mission needs. For more information, explore <u>Amazon Business</u> and the <u>AWS Marketplace</u>.





RHODES TO TRANSFORMATION

Supplier Diversity: Busting the Myths



by Darin Matthews, CPPO, CPSM, NIGP-CPP

ver the years I have worked for many organizations that boasted effective supplier diversity programs. In some situations, we had the good fortune of a supplier diversity program coordinator, and at other times it was "everyone's job" in procurement. In both scenarios I dealt with internal and external stakeholders that held to longstanding myths about small and diverse businesses. Since it was (and is) important to bust these myths, I will address many that I have heard over the years.

They lack the necessary experience and expertise

It is common to assume that small, minority, and women owned businesses lack the experience and expertise of larger contractors. While the names of the large corporations may be more familiar, it does not mean that smaller firms are not capable.

Small and diverse contractors do possess the necessary experience to perform our work (for goods or services). Many have gained experience in their industry by working for the "biggies" and then have started their own business. For example, a women owned (WBE) electrical contractor may have been in business for only three years but has over 15 years of electrical experience.

Additionally, these small firms possess the necessary insurance, bonding capacity, and licensure to operate their business. This should speak volumes to us as procurement professionals regarding their qualifications.

Using small and diverse contractors is more costly

This is one of the most frequently repeated myths about working with small businesses: they always cost more. Sorry, but that has not been my experience.

More times than not, a small business will propose services at a lower price than a larger firm. Their overheard may be lower or they may just want to get their foot in the door so they "sharpen the pencil."

While I have had instances when working with a small supplier costs a bit more, I have had the same experience with large suppliers. It is part of public procurement. We make our supplier decision based on best value and manage them to the best of our ability. Are there change orders and cost overruns with small firms? You bet; but that is also the case with Fortune 500 companies. Let us not hold our small and diverse suppliers to a different standard.

The only construction contract in my career where my agency did not issue a change order (scope creep, cost increases, and schedule slips are common in construction) was a roofing project in Portland, Oregon. The three-facility roof replacement was awarded through a competitive bid process, completed on time, and did not experience a single change order. A minority owned business enterprise (MBE) was selected and truly delivered, much to the amazement of our project manager.

Supplier diversity programs are costly to operate

Some take the position that agencies spend unnecessary budget dollars on supplier diversity programs. An operating budget could include the wages and benefits of a supplier diversity manager, a program coordinator, equipment and supplies, marketing materials, and professional development. That does sound costly.

But these same budgetary impacts apply with professional procurement staff, who manage programs that are critical to their agency and ensure regulatory compliance (among other benefits). It is a cost of doing business, for sure, but if something is important to an organization, they will find a way to fund it.

I believe it is unfair to call out supplier diversity programs for using agency funds. Recently, I read about how costly these programs are in a professional study guide, so I contacted the publisher and told them why I disagreed.

These suppliers are seeking special treatment

There is a common theme that I have experienced when working with small and diverse businesses. They are not looking for special treatment or a "hand out," but an opportunity to compete for government business. Historically, many doors have not been open to minority and women owned firms, but we are seeing this change and the results are positive. When all qualified companies are given an opportunity (and encouraged) to participate, then competition is increased. When this occurs, prices tend to be even better.

When I sat on the board for a minority business association, I heard many companies talk about how to be more competitive in their industry, and how best to contribute to their community. Not once have I heard a small business ask about getting special treatment.

Supplier diversity programs amount to reverse discrimination

This is another argument I have heard several times; programs that promote the use of diverse suppliers are a disadvantage to white males. First, I have no issue with white males and have many in my own family. However, the data does not support this notion.

When I was speaking about a supplier diversity program in a college class on government contracting, a young man stated that his company was white male owned and he felt discriminated against. I thanked him for offering his position and then shared some additional information with the class.

When the City of Portland's supplier diversity program was audited, it was reported "white males dominated" the program. As emerging small businesses (ESB), these firms had secured most of the available contracts. Another study from the Port of Seattle in 2020 revealed that 89% percent of their contract dollars went to Caucasian male-owned businesses.

As a white male myself, I have a tough time believing we are mistreated in the world of public procurement.

Summary

There are many misconceptions about working with small and diverse businesses. Personally, I think it is productive to talk about these myths and work to address them in public and higher education procurement. Minority, women, veteran, LGBT, and other disadvantaged businesses are very much like any other business. They are qualified and ready to earn our business.

My experience working with diverse suppliers has been very positive. Yours can be as well.

About the author

Darin Matthews is the Chief Procurement Officer for Cal Poly University in San Luis Obispo, California, where he brings over 30 years of procurement management experience. He has served as a faculty member for several leading universities, including Florida Atlantic University, Cal-Berkeley, University of Illinois, and Portland State University. Matthews has published several books and articles on procurement and supply chain management and speaks throughout the world on topics he is passionate about. He holds a bachelor's degree in Business and Political Science, and master's degrees in Acquisition Management and Educational Technology.

We Welcome Your Ideas and Contributions



Valerie Rhodes-Somelle, MPA, C.P.M., is a Past President of NAEP and the 2016 recipient of the Bert C. Ahrens Achievement Award. As Vendor Relations Manager at Grand Valley State University, Valerie is responsible for GVSU's supplier diversity initiatives. A passionate champion of supplier diversity in higher education, Valerie has participated in panels on the topic at NAEP's Annual Meeting and has served on the Supplier Diversity Institute Steering Committee.

Save the Date...

August 25 – 28, 2024 Charlotte, NC



In Person: \$925 Members | \$1,150 Non-Members

Virtual: \$299 Members | \$449 Non-Members

REGISTRATION COMING SOON Learn More

Visioning the future of procurement: creating collaborative opportunities to do business.



IN-PERSON COURSES COMING SOON

Hosted by the RMGPA Chapter of NIGP

Location: Colorado Dept. of Transportation 2829 W. Howard Place | Denver, CO 80204

Core Certificate: Foundations of Strategy and Policy

January 30 - 31, 2024

Instructor: Mr. Michael E. Bevis, Esq., NIGP-CPP, JD, CPPO, CPSM,

DBIA, CJP, FNIGP, C.P.M

Contact Hours: 17 | CEUs: 1.7 \$445 Member | \$545 Non-Member

Register Now

Core Certificate: Foundations of Planning and Analysis

April 16 – 17, 2024

Instructor: Ms. Magan Waltari, NIGP-CPP, CPSM, CPPB

Contact Hours: 15 | CEUs: 1.5

\$356 Member: Early | \$545 Non-Member

Register Now





When you register for a NIGP-hosted course, be sure to identify yourself as a member of RMGA. NIGP will give back 5% of gross revenue to RMGPA for each registration.

UPCOMING ONLINE EVENTS

Mastermind

The Mastermind Program is geared towards empowering **mid-to-senior leaders** to sharpen their skills and maximize their role as an influencer and leader in public procurement.

<u>Developing Leaders Around You</u> January 30 – February 13 | Contact Hours: 6

<u>Developing the Leader Within You 2.0</u> January 30 – February 13 | Contact Hours: 6

<u>A Leaders Journey – 21 Irrefutable Laws of Leadership</u>

February 27 – March 26 | Contact Hours: 10

Leadership Gold

February 27 – March 26 | Contact Hours: 10

Coaching for High Performance Workshop March 20 | Contact Hours: 7

Webinars

NIGP webinars, always free to members, provide valuable learning on hot topics in procurement, helping you stay informed.

90 min | 1 Contact hour

View Schedule

RFP Learning Labs

Back by Popular Demand! The **RFP Dream Team** is back in the Spring of 2024 with the ever popular RFP Learning Labs Series.
4 Contact Hours | 0.4 CEUs

Introduction to RFPs and Starting with the End in Mind

February 29

Engaging with Suppliers and the Importance of Flexibility & Organization

March 7

Responsiveness, Compliance and Responsibility and Evaluation Criteria

March 14

Treasure Map for Suppliers and the Scope of Work

March 21

<u>Evaluation Committee and Process</u> March 28

<u>Post Evaluation Steps and RFP Misfits</u> April 4



NEW SPECIALIZATION CERTIFICATE:

Developing and Managing a Sustainability Program

March 18 – 19 May 16 – 17

1-1/2 Days | Contact Hours: 10.5 |

CEUs: 1.1

\$312 Member: Early | \$490 Non-

Member: Standard

Procurement professionals are in a pivotal position to purchase environmentally responsible products and facilitate the implementation of environmentally sound practices. However, making decisions based on sustainability can have problematic financial, operational, or even ethical implications. This course reviews how to implement simple sustainability practices, investigates major areas of concern when applying those practices, and explores how to develop long-term sustainability goals.

Learn More



MEMBER 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>

DOCUMENT LIBRARY

Thousands of solicitation templates to aid in your development activities SEARCH THE LIBRARY

DICTIONARY OF TERMS

Comprehensive reference for commonly used procurement terms and concepts VIEW DICTIONARY

NIGP CODE

Universal taxonomy for identifying commodities & services in procurement systems GO TO NIGP CODE





- From Our Business Partner -

Hello RMGPA members, I am very excited that NPI will be hosting its 56th Annual Conference at the Grand Hyatt in Denver on October 13-16, 2024. The NPI Officers and Board of Directors is hard at work putting together what I feel will be one of the best conferences this association has seen and I hope you will be able to join us. Look for additional information, agenda details, registration and partnership opportunities throughout the month on our website www.npi-aep.org/annual-conference and follow us on LinkedIn for the latest be announced throughout the updates and information. I look forward to personally meeting you in Denver!

- Blake Skiles, NIGP-CPP, CPPB, CPPM, CPP, CPC President, National Procurement Institute, Inc.



Free CPPB/CPPO Certification Prep

There's never been a better time to get certified

In addition to the new practice tests, take advantage of NASPO's 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 Body of Knowledge and Competency (BoK-C)
- 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





COOPERATIVE CONTRACTS

STATE OF COLORADO PRICE AGREEMENTS

COLORADO GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

NASPO VALUEPOINT

OMNIA PARTNERS

SOURCEWELL

COOPERATIVE EDUCATIONAL PURCHASING COUNCIL (CEPC)

COLORADO BOCES ASSOCIATION/AEPA

EQUALIS GROUP

BUY BOARD

TIPS

MULTIPLE ASSEMBLY OF PROCUREMENT OFFICIALS (MAPO)







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Contract Management

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

Explore our Contract Management solution today.



Every Stakeholder.



Every Workflow.



Every Budget.



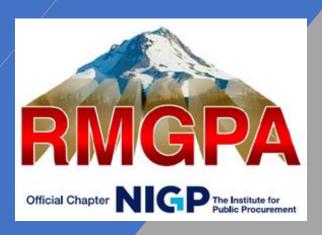
bidnetdirect.com/colorado

2024 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER NAME	E-MAIL
President	Trudi Peepgrass, NIGP-CPP, CPPB	president@rmgpa.org
Vice President	Doug Clapp, MA, MS, CPPB	vicepresident@rmgpa.org
Secretary	Pat Johnson	secretary@rmgpa.org
Treasurer	Marisa Donegon, CPPB	treasurer@rmgpa.org
Past President	David Musgrave	pastpresident@rmgpa.org

2024 STANDING COMMITTEES

COMMITTEE	OFFICER NAME	E-MAIL
Budget & Finance	Chair: Marisa Donegon	treasurer@rmgpa.org
Education & Programs, including: Conferences/Events Educational Classes & Seminars	Chair: April Cooke Vice Chair: Diana Cantu	vendorevents@rmgpa.org programs@rmgpa.org
Governance, including: Nominations/ElectionsStrategic Planning	Chair: Farrah Bustamante Vice Chair: Doug Clapp	elections@rmgpa.org vicepresident@rmgpa.org
Membership, including: Awards & ScholarshipsLegislativeMentoring	Chair: VACANT Vice Chair: Cheryl Dye / Diana Cantu Nancy Allen	membership@rmgpa.org legislative@rmgpa.org pastpresident@rmgpa.org
Chapter Enhancement, including:Community & Vendor OutreachVendor Expos & Reverse Trade ShowsSponsorship	Chair: VACANT Vice Chair: VACANT	vendorevents@rmgpa.org
Website, Marketing & Newsletter, including: • Historical • Newsletter • Photography • Resource Library	Chair: Rosalyn Potter, NIGP-CPP, CPPB Vice Chair: Stephanie Glockzin	marketing@rmgpa.org newsletter@rmgpa.org



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To submit articles, news about your agency, awards/accomplishments, photographs, etc., email newsletter@rmgpa.org

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