



Special Offer until
June 30, 2019

NIGP is offering a 1 month **free** individual NIGP membership so that you can experience the benefit of dual membership.

Go to:

<https://www.nigp.org/home/membership>

Click: Individual - One Month Option;
enter code NIGP Chapter

Applicant Data Hacked and Ransomed at 3 U.S. Colleges

By [DON REISINGER](#)
9:30 AM EST fortune.com

Three colleges across the U.S. have been hacked. And now, the hackers are seeking a big payday before they hand over information.

Oberlin College in Ohio, Iowa-based Grinnell College, and New York's Hamilton College were targeted recently by hackers that stole data on students applying for admission to their schools, according to *The Wall Street Journal*. The hackers were able to dupe college staff members into handing over passwords and took control over databases that housed student applicant information.

Those who stole the data are now seeking one bitcoin—currently traded at approximately \$3,800 – from students to retrieve their “entire admission file,” including teacher recommendations, admissions department comments, and more.

According to the *Journal*, each of the colleges used a platform called Slate from Technosolutions to manage their admissions processes. After getting access to the college networks by obtaining passwords, the hackers reportedly targeted the Slate software running on the college networks and obtained the data.

Technosolutions CEO Alexander Clark told the *Journal* in an interview that the company has been in contact with the three colleges. He said that he's requested they “review the security practices of their single sign-on and password reset systems.”

The hack followed a script often used by hackers to gain access to sensitive data. They first create a phishing e-mail to dupe users into believing it's legitimate, get someone to unwittingly provide credentials, and then steal data. Single-sign on, which Clark references, paves the way for hackers to steal data without anything other than a password. Many security experts now suggest people use a two-factor authentication system that includes inputting a password and a code sent to their e-mail or smartphones to verify their identities.

In interviews with the *Journal*, the colleges said that they're investigating the matter and informing affected students. They all plan to continue on in their admissions process.

Technosolutions did not immediately respond to a *Fortune* request for comment.

**REGISTER
NOW!**

**13th Annual Northwest
Florida Reverse Trade Show**

Friday, May 3, 2019
9:00 AM – 12:00 PM
New World Landing
600 South Palafox Street
Pensacola, FL 32502



Registration for membership and vendors is now open on the Chapter website. This event provides sales and business development experts, businesses interested in learning how to do business with local public organizations, and new sales representatives the opportunity to connect with local public and governmental entities in ONE PLACE on ONE DAY.

Lunch will be provide.

member

SPOTLIGHT

Wendi Nation
Purchasing Director
Bay County Board of County Commissioners



Wendi Nation is a Tallahassee native who relocated to Panama City in June 2012. She is the Purchasing Director for the Bay County Board of County Commissioners. Wendi has over 16 years of procurement experience and holds both CPPO and CPPB designations. She served on the board of the Tallahassee Chapter of NIGP from 2008-2011, including the role of President and Immediate Past President. Wendi has been a member of the Central Gulf Coast Chapter since 2012 and is currently serving as a board member. She graduated from Florida State University with a Bachelor's Degree in Marketing.

Wendi and her husband, Roman, have four children and enjoy traveling.



NIGP Forum
August 25-28, 2019
Austin, TX

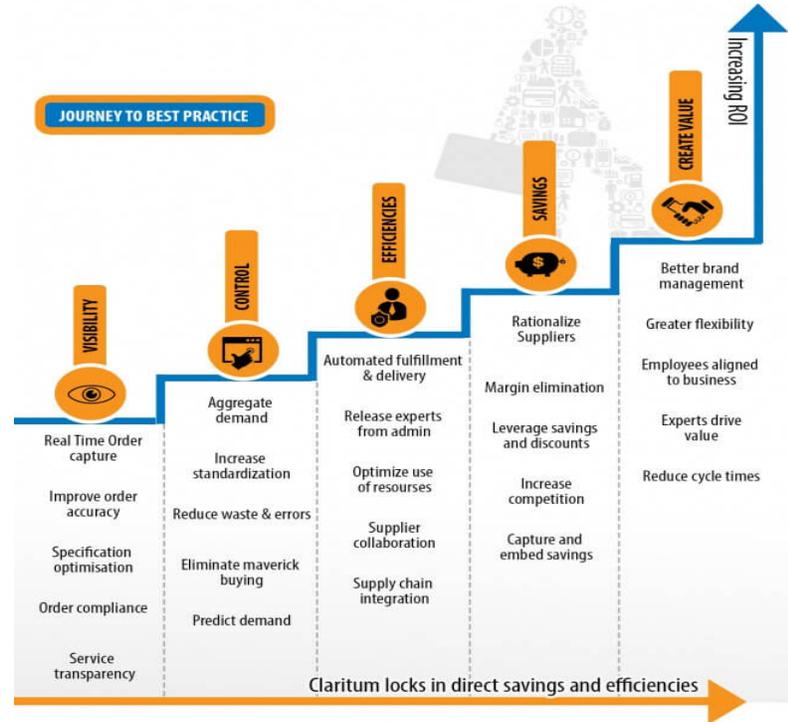
The Annual Forum is the largest North American educational conference exclusively for individuals in public procurement. This is a

once a year opportunity to engage in professional development and network with others in public procurement and the supplier community. This year's event will take place in Austin, TX.

Our products exposition provides an opportunity to discover the latest products and services available to the government from a vast array of suppliers. The educational component of the conference covers the latest hot topics, best practices, resources and skills to help improve job performance and provide professional development.



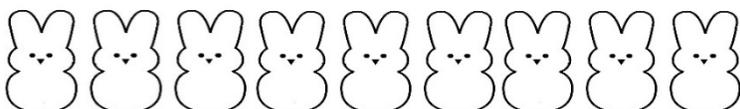
5 Steps to Procurement Best Practice



Step 1 is to get good **spend visibility** and understand what you are buying and how much you are spending across all your spend categories. Without visibility of spend you cannot progress. Many companies have limited or no visibility of spend that is equivalent to 20% of their revenues in value. These frequently ordered low value goods and services are seen to be too small to be managed by procurement experts. These frequently ordered items offer an opportunity for significant savings and efficiencies, but they are often seen as too difficult to deal with.

Step 2 is taking **control of spend**. The best way to do this is to set up central controls on localized buying with an automated approval system to ensure negotiated rates are utilized and invoices are processed efficiently. Controlling the supply chain and the status of suppliers to the organization, as well as control over catalogs and what users can see and buy. Users will readily accept controls if they have access to the benefits of an easy to use cloud spend management platform which makes processing orders easy, quick and efficient.

Step 3 is to achieve **efficiencies** in processes by speeding up the procuring activity across all aspects of the procurement process. The aim is to make procurement of goods and services as simple as possible. Freeing up valuable employees from spending too much time engaged in repetitive time consuming admin and approval processes that do not reflect the value of the purchase. This step relies on automation of procurement processes and streamlining the supply chain to eliminate errors and waste.



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Why a Career in Public Procurement?

Step 4 is and always will be a key deliverable for a Procurement group – **Savings**. The aim here is to generate savings without sacrificing the quality of products or services. Traditional supply chains often rely very heavily on a manual process and operate on a model of squeezing a supplier to provide the lowest price and forcing them to compete in increasingly less rewarding environments. The new model of supplier management is all about developing good business relationships where everyone benefits. However, this relationship is increasingly an automated relationship, especially for lower value items. It is therefore important to implement a good supplier management platform to enable effective supplier management in an automated world.

Step 5 is about **creating value** for the organization. For procurement to really add value the focus needs to be on tackling what matters to your organization the most. Steps 1 to 4 above place you in a position to be able to do this. Typically, the organizations goals include improving financial considerations (savings costs, improving cash flow, enforcing compliance, improving quality delivering, reliable service, consistent quality of goods, and improving efficiency by utilizing resources effectively. These goals can only be achieved by implementing the right sourcing tools such as a cloud spend management platform.

Procurement Dictionary Terms

Diversity

A collection of individuals bringing together varied demographic, cultural, human, intellectual, and philosophical differences to help create an environment that honors and respects those differences in a safe and supportive environment.

Engineering Estimate

A cost estimate prepared by the engineering department or an outside engineering firm to enable the procurement officer to determine a potential estimated cost of a project and establish a budget range.

Equal (Employment) Opportunity (EEO)

Policies and procedures of the jurisdiction to ensure non-discrimination and equal opportunity to all employees, especially women, minorities, and persons with disabilities. (Business, 2002)

Priority

The degree of precedence given to a particular item or task over other items or tasks.

Public Sector

That section of the economy that is financed and controlled by a central government, local authorities, and publicly funded corporations. (Business, 2002)

Here are four reasons to consider a career in public procurement.



1. **Public Service** -

First and foremost, a career in public procurement is truly a career dedicated to serving the best interests of the community. Qualities intrinsic to public procurement professionals include: a dedication to ethical practice; a belief that through best practices, government can make a positive difference in its community; a deep-seated understanding that they are custodians of the public trust, that they champion and protect the taxpayer and the tax dollar.

2. **Influence** - Government procurement officials have the unique ability to greatly influence how to best meet the goals of the community as identified through the political process. Whereas the politicians may approve the building of roads, the procurement agent may identify whether that road must be constructed using recycled materials, whether eco-friendly lighting is installed or solar powered traffic signals employed.

3. **Variety** - Over the course of a procurement career, you may have the opportunity to purchase everything from IT infrastructure and mass transit systems to syringes for injecting giraffes and elephants (really!). That means exposure to business operations and market segments across the gamut of the economic spectrum that you may have otherwise never heard of much less experienced.

4. **Challenge** - To excel in this profession, you will need to develop a broad base of skills and knowledge and constantly hone your abilities. In your role as a government procurement agent you will wear many hats. You will have the opportunity to be a strategic business person, establishing contractual relationships that leverage your buying power; a shrewd negotiator who understands how to achieve win-win solutions for both the agency and the supplier; a lawyer; a money manager; a visionary champion of the public you will serve.



SPECIAL OFFERS UNTIL JUNE 30, 2019

FACE TO FACE

FACE-TO-FACE COURSES

- Receive a 15% Chapter Rebate on confirmed one- and two-day courses and 20% on three-day courses
- Late fees WAIVED on all chapter-hosted face-to-face courses
- Contact events@nigp.org with questions

V CON

NIGP VIRTUAL CONFERENCE

VCON SPRING VIRTUAL CONFERENCE

- Help NIGP promote VCON Spring 2019 to your audiences! Chapters with 10+ registered attendees will receive a 15% Chapter Rebate on registration fees collected in affiliation with the chapter.
- In a week or so, expect an email from NIGP that includes your complete VCON marketing kit.
- Contact virtualevents@nigp.org with questions



MEMBERSHIP

MEMBERSHIP

- Offer one-month free *individual* NIGP Membership so that your members can experience the benefit of dual membership
- Here's how: Go to nigp.org/membership; click *Individual - One Month Option*; enter code NIGPChapter

32nd Annual MAXIMUS Higher Education Meeting

The **MAXIMUS Higher Education Practice** is pleased to announce the dates & location of our [32nd Annual Higher Education Meeting!](#) This year the Annual Meeting will take place at the [Gaylord Opryland Resort & Convention Center](#) in Nashville, TN from Wednesday, September 11 through Saturday, September 14, 2019! We are thrilled to be bringing our meeting to Nashville for the first time and invite you to check out this [video for a virtual tour](#) of the historic Gaylord Opryland Hotel & Convention Center!

University experts and MAXIMUS staff will present sessions focused on: *Uniform Guidance, Internal Controls, Effort Reporting, F&A and Costing, Space Surveys, Negotiations, Service Centers, CRIS.Net hands-on labs, Pre and post award hot topics, and the latest industry regulation updates for your region.* Annual Meeting attendees received 9 CPE credits for attending all sessions. The cost of early bird registration is \$950/participant, which will begin in late May 2019.

Check out our [32nd Annual Higher Education Meeting](#) website for more information. We look forward to having you join us in Music City this September!

For more information on MAXIMUS Higher Education Practice, visit their website at <https://www.maximus.com/>.

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"Time is money - order more clocks."

REGISTER NOW!

Making the Contract Fit the Purchase

Thu, May 2, 2019
8:00 AM - 5:00 PM
Escambia County School District
HR Conference Room #20-25
75 North Pace Blvd
Pensacola, Florida 32505

Choosing the right contract is as important as choosing the right commodity. Targeting the purchase to the contract type can protect the agency and improve results. This course will address the principles and techniques for developing contracts which are appropriate and targeted to the particular purchase being made.

Upon successful completion of this course participants will be able to:

- Identify the different contract types.
- Select the appropriate format for a procurement.
- Determine a supplier's contract objectives.
- Modify a standard contract with customized language that mitigates risks and improves results.



"I thought there was
an app for that."