**KPPA REVERSE TRADE SHOW**

The 4th Annual KPPA Reverse Trade Show (RTS) was held Friday, April 17, 2015, at the Frankfort Convention Center. The reverse trade show is a wonderful event that allows vendors from all over the opportunity to meet with procurement professionals from various governmental entities without the need for an appointment. It is also presents a great chance for participants to meet individuals they may not have had the opportunity to meet before.

This year’s show had a vendor attendance of 83 representatives. In addition, there were approximately 44 KPPA members that represented various entities across the Commonwealth. Vendors were able to learn about the different procurement processes from agencies such as universities, local governments and many more.

Overall, the reverse trade show is a fun time for vendors and members alike. It’s a great way for vendors to be educated about the buying process. But it’s also a great way for buyers to learn of new and exciting products that the vendors will be offering.
THE GENERAL STORE 2015 SILENT AUCTION
By Lindsay Jackson (CHFS)

The subcommittee is working hard to fill up The General Store. At this moment we have commitments from the Historic Boone Tavern & Restaurant, Kings Island, Holiday World, Lost River Cave, and the Corvette Museum. We are off to an exciting start, but have you ever wondered about that awesome item you missed out on at last year’s auction? Who got it? Was it really as nice as you thought it would be? Well here are some real life testimonies straight from the winners!

“I was lucky enough to win the Board’s kitchen set last year that included cookware, towels and other assorted items. Since my husband and I both love to cook it has been a great addition to our current kitchen and has held up very well with daily use. In past auctions I have won everything from an office chair (which I’m sitting in now) to a wonderful BBQ set.

I am thrilled to have the opportunity to support KPPA’s scholarship fund by bidding on various items that are donated. Everything that I have won has been high quality and very much worth the price paid. Looking forward to this year’s auction.”

Denise K. Finn, CPPO, C.P.M., CPPB
Purchasing Division, Associate Director
University of Kentucky

“As the Executive Director of the Kentucky Board of Auctioneers, I probably love auctions more than most. During the last silent auction I bid on several items, and won a nice, portable, automotive jump-starter. I got it at a great price, and it has already kept me from being stranded on at least three occasions. The money from the auction goes to a great cause, and the donors always provide top quality items.”

Kennith Hill
Kentucky Board of Auctioneers, Executive Director

“I won eight tickets to the Children’s Theatre of Lexington. My husband and I used them to take our kids, niece, sister, aunt, and mom to see A Charlie Brown Christmas at the Lexington Opera House. It was awesome. We are always looking for unique things to do with our kids. If we would have had to buy these at full price, we probably wouldn’t have been able to treat our extended family to a really fun bonding experience!”

Lindsay Jackson, CPPO, CPPB
Department for Medicaid Services, Administrative and Contract Services Branch Manager

The 2014 Silent Auction was a huge success! We raised $3241 which goes directly towards scholarships for members. The breakdown by donation source was as follows:

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency</td>
<td>$538.00</td>
</tr>
<tr>
<td>Individual</td>
<td>$313.00</td>
</tr>
<tr>
<td>Vendor</td>
<td>$2432.00</td>
</tr>
</tbody>
</table>

Vendors played a large part in our Silent Auction last year. Vendors are not just limited to those that participate in the Vendor Expo. Our Silent Auction Subcommittee works tirelessly to contact vendors in our communities seeking donations. When deciding who to contact, the subcommittee members try to think of items or experiences that are unique or things they themselves would like to have or do.

We also tried out 32actions.com online auction site for the first time this year. We chose eleven items for this trial run. These items raised $555.00 which was 49% of their estimated retail value. The items in the traditional paper and pen auction brought in overall 38% of their estimated retail value. I think we can call the online auction a success. The committee will be exploring the level of involvement of the online auction site in future Silent Auctions.

Help us make this year’s auction a booming success. Please be sure to complete the Silent Auction Survey by clicking here. If you think of something you would love to see in our auction please be sure to let us know. Your feedback is key to creating an enjoyable worthwhile auction. If you have any questions contact Lindsay Jackson (Ljackson@nigpkppa.org).

TIPS, TRIVIA, AND THOUGHTS

Grammar Tip: Affect (verb) vs. Effect (noun)

When Should You Use Affect? Affect with an ‘a’ is a verb and means “to influence,” as in, “The arrows affected the Aardvark,” or “The rain affected my hairdo.” Affect can also mean, roughly, “to act in a way that you don’t feel,” as in, “She affected an air of superiority.”

When Should You Use Effect? Effect with an ‘e’ has a lot of subtle meanings as a noun, but the meaning “a result” seems to be at the core of all the definitions. For example, you can say, “The effect was eye-popping,” or “The sound effects were amazing,” or “The rain had no effect on my hairdo.”
ENJOY YOUR NEW FRONTIER WITH THE 2015 KPPA SILENT AUCTION
A WIN---WIN
By Jacqueline Watkins, CPPO, CPPB (DMA)

It is Fall 2015 and that means it is time for the annual KPPA Conference! One of the highlights of this great procurement conference is the KPPA Silent Auction. This auction is a true WIN—WIN Event for KPPA members as it is an opportunity to bid on very special and unique items and experiences while funding professional development activities for KPPA members. With 100% of the proceeds from the KPPA Silent Auction funding KPPA member scholarships and professional development opportunities, TAKE this CHANCE and BID! The KPPA Silent Auction has featured great items including corn hole sets, computers, jewelry, and themed baskets donated by various state agencies as well as exciting adventures like Ziplining tours, MegaCavern tram tickets, Belle of Louisville tours, hotel stays, tickets to UK Sporting events, wine tasting group events and many more. So don’t miss your opportunity in 2015 to explore your New Frontier by winning in the KPPA Silent Auction. Take a chance like I did. Last year I took a chance which resulted in one of the best adventures of my life—Ziplining through Caves! I would have never experienced it without the KPPA Silent Auction! I was also the lucky winner of the Belle of Louisville riverboat tour which was amazing as well. It was truly a WIN—WIN because while I was experiencing these great adventures my donation was helping to fund a fellow KPPA member’s procurement class! You can make a difference too—Bid on something in the KPPA Silent Auction this year!

CALL TO STATE AND LOCAL AGENCIES—COMPETE IN THE 2015 KPPA SILENT AUCTION

Your Agency could Win in 2015!! Have your Agency show the KPPA Procurement Spirit by walking away with honor of being the State or Local Agency raising the most funds for the KPPA Silent Auction through the highest bid for the themed basket! Get Your Agency together and come up with a creative basket which will win it all at the KPPA Conference! Win recognition while providing funds for the professional development of KPPA members!
2016 KPPA FORUM THEME VOTE

Click on the voting button to cast your vote for the 2016 KPPA Forum Theme! Voting is open through October 5th.

YOUR VOTE COUNTS

KPPA’S 30TH ANNUAL FORUM & PRODUCTS EXPOSITION

Join KPPA for a “New Frontier” October 14th – 16th at the Galt House Hotel & Suites in downtown Louisville, Kentucky for the KPPA Forum.

This event is an excellent opportunity for attendees to maximize their potential and learn how to do more with what they already have.
• KPPA’s Annual Forum presents incomparable educational and networking opportunities, including high-quality educational sessions; a keynote professional speaker; and more than 100 exhibitors in the Exposition Hall.
• The educational sessions cover 16 Continuing Education Units, which contribute to your CPPO, CPPB, and/or CPSM.
• The Exposition will open up a world of opportunities in products, services and ideas from which we can benefit.
• Attending the 2014 KPPA Annual Forum will provide the opportunity to advance your professional career by offering great educational sessions within several industry relevant topics and fields as well as valuable networking connections.

Click here for more details!
VENDOR EXPO

We still need vendors for this year’s expo. If you know of any vendors, please let them know about the conference and direct them to our website for more information. https://www.kppanigp.org/.

If you cannot contact vendors directly, please send me their contact information (laura.hagan@ky.gov) and I will make contact with them.

We currently have 34 spaces to fill, but I would love to fill these and add more. Thanks for your help!!

YOU CAN STILL ATTEND AN NIGP COURSE THIS YEAR

By Writer (Area, ex: Finance OMPS)

It may be the end of September but don’t worry, there are still opportunities for you to attend an NIGP course before the end of the year. Keep in mind, each class carries a required minimum number of participants before it can be confirmed. We are thrilled to report that Contracting for Construction Services has met the minimum number of registrations but we need your help with “Getting what you need through successful Negotiation Strategies” and “Sourcing in the Public Sector”. If you have considered taking either course then NOW would be a great time to register.

Classes remaining during 2015 are:
• Contracting for Construction Services being held October 26-27 (in Louisville)
• Get What you Need Through Successful Negotiation Strategies is October 29-30 (in Frankfort - we need a minimum of 2 more to sign up.)
• Sourcing in the Public Sector is November 4-6 (in Frankfort - we need a minimum of 1 more to sign up.)

Sourcing in the Public Sector is one of the NIGP courses that the KPPA Board of Directors approved for reimbursement. The first eight KPPA members to register for the class is eligible for 100% reimbursement. You must have been a member as of January 1, 2015, to be eligible for the reimbursement. Sign up today to ensure you are one of the first eight. If you are in doubt if you are eligible for reimbursement please call.

Remember that registering prior to 30 days out allows you to avoid the $50 late fee. Don’t wait any longer - visit the NIGP website TODAY to register. Register at - http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=SemSched and click on "Kentucky" in the State drop-down box. Then click on the course you want to register for.

If you have any questions please contact Mike.Gustafson@ky.gov or at (502) 564-5945.
For the 1st time ever KPPA had to reschedule the KPPA March Procurement Month (MPM) event due to inclement weather. While the Board of Directors was disappointed with making a schedule change it was in the best interest of our membership to consider the safety of everyone.

But when KPPA celebrated on April 28th, there were 194 attendees present. The day began with three concurrent sessions. The first session was for PCard users, next was a closed meeting for Kentucky National Association of Educational Procurement (KNAEP), and the last session was an E—Mars update.

Finance and Administration Cabinet Deputy Secretary Steve Rucker presented the March Purchasing Month Proclamation signed by Governor Beshear.

The KPPA Values and Guiding Principles (VGP) 2015 Award was presented to Paul Gannoe, Executive Director, Kentucky Finance & Administration Cabinet, Office of Facility of Development and Efficiency.

The day concluded with KPPA’s favorite guest speaker, Doug Graham.

From left, 2015 VGP Award Winner Paul Gannoe, KPPA President Ben McCray, and Steve Rucker
CLOUD MESSAGE FOR PROCURERS

As Commonwealth agencies seek to maximize their operational efficiencies, it is likely they will identify “cloud” solutions for some of their applications. A “cloud” solution is one in which the application (the program), the data (information), and/or the equipment is hosted by the vendor or provider. The solution may be identified by the vendor as a “cloud” solution or it may be identified as a “hosted” solution or may be an “off-site” solution. Conversely, the application, data, and equipment may remain in Commonwealth data centers/locations which is considered as an “on-premises” solution.

Currently, the Commonwealth of Kentucky requires any Executive Branch agency that procures “cloud” services for Enterprise Systems to obtain an exception to Enterprise Architecture Standard 2050 (Cloud Computing). An Enterprise System (level) is one that provides critical function to an organization and meets at least two of the following characteristics: 1. Provide primary operational services to an organization and/or its customer base; 2. Provides primary operational services across more than one group within an organization; 3. Provides primary operational services on which other applications and/or business operations often are dependent.

Because of the interdependence and integration of data and systems within the Commonwealth it is very likely that many, if not most, hosted solutions will rise to the meet the definition of an Enterprise System.

Additionally, all cloud/hosted solutions require additional diligence to ensure that the Commonwealth’s data and the data of its citizens are not compromised. The legislature has charged the CIO with the responsibility to safeguard all Commonwealth data. That responsibility cannot be delegated. As such, these solutions should be identified to COT at the earliest opportunity to ensure that data safeguards conform to Commonwealth security policies.

As soon as a solution is identified as a possible “hosted” solution, it is recommended that the procuring agency engage with the Enterprise Architecture and COT Security Team to ensure that solutions will conform to Commonwealth policy. Engage the Enterprise Exception Standard process. These COT teams may be able to assist in providing language to RFPs or alternatives to technical approaches that will streamline the procurement process. This is the initial step in obtaining an EAS exception. When specific cloud solutions are proposed (normally the proposal), it is recommended COT teams are engaged to review the technical approach to ensure it conforms to standards. When the vendor is finally chosen, a Kentucky Information Technology Standard exception should be requested for the specific product/vendor that is to be implemented.

Flag words that may indicate you are looking at a cloud solution.
- Cloud: Public, Private, Hybrid
- Hosted
- Off-premise/Off-site
- Big-Data with Elastic compute
- On-demand computing
- Measured computing
- Utility like computing
- Utility based charge model
- COTS pay-per-use
- Pay-per-use
- Cloud-bursting
- CaaS: Compute as a Service.
- IaaS: Infrastructure as a Service.
- DaaS: Data as a Service
- DNSaaS: DNS as a Service
- STaaS: Storage as a Service
- PaaS: Platform as a Service
- VaaS: Video as a Service.
- EaaS: Everything as a Service.
- SaaS: Software as a Service.
- Security as a Service
- Internet-based Security (sometimes referred to as Cloud security)
- Auto-migration
- CDN: Content Delivery Network
- Horizontal Scaling or Unlimited Scaling
- Unlimited Scaling
- Multi-tenancy
- Self-healing
- OAuth: Allows a user to grant a third-party limited permission to access a Web app on their behalf. Apps that interface with Facebook and Twitter are good examples of this.
- Web Service: Architecture to allow devices/applications to communicate between themselves. It also acts as entry point into most cloud.
- Virtualization
Please contact Amy Monroe if you know of a KPPA member who has recently received a promotion, certification, or an award and would like to be recognized in the newsletter. We want to recognize accomplishments all of our members!

MEMBERS ON THE MOVE

Congratulations to KPPA’s own April Madbak (Labor Cabinet) for submitting an idea to the Kentucky Employee Suggestion System (KESS) which improved the productivity and services offered by the state. April discovered that the online codes and standards resource used by the Labor Cabinet’s OSHA divisions was underutilized, and that only a fraction of the codes were being used. She suggested purchasing the codes and standards from a per-use database instead. After implementing April’s suggestion, which a yearly savings of $15,300 was realized! April received an award of $1,530. April says, “If you have a suggestion, submit it. A penny saved can be five pennies earned!”

The Finance and Administration Cabinet, Office of Procurement Services, Division of Goods and Services welcomed Garrett Duff to their team on December 1, 2014. His commodity assignment is primarily Agricultural Equipment and Supplies. Garrett comes from the KYTC, Division of Purchases where he was employed the past year and a half. He lives in Frankfort with his wife Leeah.

Jenifer Taylor has joined the Finance and Administration Cabinet, Office of Procurement Services.

July 1st David McAnally assumed the position of Branch manager for the MCO Compliance branch which is within the Cabinet for Health and Family Services, Division of Program Quality & Outcomes.

Cindy Watts moved from Department of Juvenile Justice back to KY Transportation Cabinet, Division of Purchases in January 2015.

Laura Hagan KY Transportation Cabinet, Division of Purchases, was promoted Assistant Director in June 2015. Laura and husband, Sam, welcomed a healthy baby boy at 10:11 AM on February 14, 2015. Zach was 8lbs 6oz and 20 ½ inches long.
A LOOK BACK AT THE NIGP 2015
ANNUAL FORUM AND PRODUCTS EXPOSITION

This year was my first opportunity to participate in the NIGP Annual Forum. This year’s event was hosted in Kansas City, MO. I was really unsure of what to expect when I got there, but I was completely blown away! The sessions were wonderful and very informative. I especially loved all the Plenary sessions that we were given. But, most importantly, I was impressed by all the opportunities to connect to other like-minded people. To be able to connect with colleagues from all across the country was exciting. Hopefully, all who attended felt energized, encouraged and committed to being a better professional when they returned home. I can’t wait for next year’s event! See you in National Harbor, MD. – Claudette Tracy (Cabinet for Health & Family Services, Office of Policy and Budget)

I loved attending NIGP Forum 2015! They always have awesome plenary speakers who energize and encourage us to change our perspective on the daily hum drum. Being able to meet our counterparts from other states, cities, etc. face to face provides an incredible opportunity to explore others methods of approaching common issues and brainstorm solutions together.

This year I was fortunate enough to take part in the Young Professional’s Luncheon. I met people from Dayton, Ohio, Texas, and Chicago. We were given the opportunity to discuss our issues, what NIGP could do in the future to encourage the profession, and ways we could participate in NIGP in the future. I left with the feeling honored that I was asked to participate in helping this respected organization grow.

Those that have attended NIGP Forum in the past can attest to the fact that NIGP cares about its members and does a great job of making each feel welcome and a part of Forum. I highly encourage managers to seek approval to send 1 or more of your employees to Forum each year. It is my belief your employee and your agency will greatly benefit from this experience. – Lindsay Jackson, CPPO, CPPB (Cabinet for Health and Family Services, Department for Medicaid Services)

I had a great time at NIGP Forum in Kansas City. All of the keynote speakers were amazing and I was pleased to see a good selection of breakout sessions applicable to higher education. I enjoyed reconnecting with friends from previous years and I met several new colleagues too. – LaDonna Purcell, CPPO, CPPB (Morehead State University)
PERSONALITY OF THE QUARTER

GET TO KNOW YOUR FELLOW KPPA MEMBERS

Pauline Horsley is a Purchasing Agent with the City of Nicholasville where she has worked for 9 years. She performs all functions of procurement for the City. Pauline is a graduate of Lexington Community College (LCC) and A-Pass Weikel Institute.

Pauline has been a member of KPPA since 2006 and when asked about her most memorable KPPA event thus far she simply replied, “All of them!”

She enjoys bicycle touring and spending time with her husband and son.

Dates to Remember

October
- October 14-16 – KPPA’S 30TH Annual Forum & Products Exposition
- October 22 – NIGP Webinar: The Scoop On Scopes, Specs, Minimums and Backgrounds
- October 26-27 – NIGP Training: Contracting For Construction Services
- October 29-30 – NIGP Training: Get What You Need Through Successful Negotiation Strategies

November
- November 3 – Election Day
- November 4-6 – NIGP Training: Sourcing In The Public Sector
- November 11 – Veterans Day State Holiday
- November 26-27 – Thanksgiving State Holiday

December
- December 24-25 – Christmas State Holiday
- December 31 – New Year’s State Holiday

January
- January 1 – New Year’s State Holiday

For additional information on training dates contact Mike Gustafson
KPPA BLAST FROM THE PAST!!!!

David Hecker “Clowning Around” with Ingrid Bowling at the 27th Annual KPPA Conference (November 2007 - Louisville, KY)

Stacy Phillips passes out handouts during the 28th Annual KPPA Conference (October 2008 - Louisville, KY)
About Our Organization

The Kentucky Public Procurement Association (KPPA) was established in May of 1985 as the statewide chapter affiliate of the National Institute of Governmental Purchasing and chartered in October of 1990.

Membership Eligibility: Kentucky Public Procurement Association (KPPA) membership is open to all public officials (elected and non-elected), agents, officers and employees of the Commonwealth of Kentucky and it's political subdivision, school districts, and city and county governments. 

No membership dues are assessed, as established by KPPA by-laws.

The Purpose of KPPA is to:

- Promote and encourage professional development and competence through continuing education, seminars and training of public officials;
- Promote cooperation and understanding among public agencies and officials;
- Provide a professional forum for the exchange of ideas, research, and experiences among public procurement officials;
- Support and promote continuing improvements in the field of public procurement;
- Support the principles and concepts of effective competition, increased public confidence and equitable treatment of all persons involved in public procurement, and;
- Support ongoing improvements in public procurement through seminars and technical workshops;

To contribute information, make suggestions on content, or provide comments please contact the KPPA Newsletter Committee members.

Amy Monroe (Chair)  David Hecker  Kelly McKenzie
Felicia Biggerstaff  Lynne McCroskey  Jackie Watkins

We're on the Web!
See us at: http://kpanigp.org