MARCH PURCHASING MONTH – “GO PRO WITH KPPA”
By Felicia Biggerstaff (Dept for Income Support)

March 7, 2013 celebrated March Purchasing Month, at the Frankfort Convention Center, Frankfort, Kentucky. This is an annual free event that offers purchasing professionals a chance to network while receiving a complimentary lunch. Yes, people this is a free lunch – Pizza, Drinks and Dessert. As purchasing professionals we all know that free is the best value.

The presentations began with the official Presentation of the Proclamation signed by Governor Steve Beshear by Colmon Elridge, Executive Assistant to the Governor. Mr. Elridge was also able to tell us some secrets about the upcoming Dr. Thompson.

Next up was our very own Joan Graham, CPPO, CPPB and newly elected NIGP Region 3 Representative to the Board of Directors with some NIGP Updates.

The main event was presented by Dr. Aaron Thompson called “Buying Goods and Selling Bads: The art of maintaining the right attitude”. Dr. Thompson provided very valuable information while being entertaining and inspiring a lot of laughter from us all. This presentation was an inspiration to all of us.

Other presentations included Protests, and why are there so many? by Don Speer, Executive Director, Finance and Administration Cabinet Office of Procurement Services. eMARS Catalog Punch-out Status Update by Joan Graham, CPPO, CPPB, Assistant Executive Director, OPS. CPPB and CPPO Certification Assistance; Upcoming NIGP Seminars; Mentorship Program Update - Mike Gustafson, CPPO, CPPB. Reverse Trade Show (RTS) on Friday, Apr 26th - Amanda Greer, CPPO, CPPB. Relay for Life update - Lindsay Jackson, CPPO, CPPB. Presentation of 2012 Silent Auction Traveling Plaque - Denise Finn, CPPO, C.P.M., CPPB. And last but not least NIGP Forum and KPPA Conference Updates by Carolyn Turner, CPPO, CPPB, KPPA President.

There were many presentations that offered us all the opportunity to learn more about our profession.
VALUES AND GUIDING PRINCIPLES
AWARD
By Amanda Greer (Finance Facilities)

In 2011, the Kentucky Public Procurement Association (KPPA) adopted the Values and Guiding Principles for Public Procurement, an international project created by the Institute for Public Procurement (NIGP) in collaboration with the UK based Chartered Institute for Purchasing and Supply (CIPS), to set the standards for the public procurement profession around the world. In recognition and support of this vision the KPPA Board of Director’s developed and approved the Values and Guiding Principles (VGP) Award to be given annually to a member who exemplifies the characteristics outlined. The nominees of this award, like our Betty Bingham Lifetime Achievement Award, are nominated and voted on by the KPPA Board of Directors.

When considering the inaugural recipient of this award, the board considered current procurement practitioners who consistently exhibit and represent the values and principles that are established in the NIGP Values and Guiding Principles...Accountability, Ethics, Impartiality, Professionalism, Service, and Transparency. Under each of these main values are the principles which explain and clarify the actions that are required of the value. These principles outline the criteria for this award.

This year’s recipient, Greg Hughes, the Assistant Director of the Finance and Administration Cabinet’s Office of Procurement Services has been an iconic figure to procurement. Having amassed a wealth of purchasing knowledge throughout his career, he was a professional respected by peers and stakeholders, and consistently displayed integrity and professionalism in the purchasing field. Greg exemplified the new NIGP Values and Guiding Principles in our vocation. The award was accepted on Greg’s behalf by his brother Joe Hughes.

Greg Hughes You Will Be Missed
As the official sponsor of birthdays, the American Cancer Society knows how important each and every birthday can be. That is why the American Cancer Society is working to create a world with more birthdays and less cancer by helping people stay well and get well, and by finding cures and fighting back.

The American Cancer Society, through events like Relay For Life of Franklin County, helps support the organization’s mission of eliminating cancer. By helping people stay well, the goal is to reduce or eliminate those cancer risks or catch cancer early at its most treatable and beatable stage. This involves education into cancer prevention and early detection through information anytime at 1-800-227-2345 or online at cancer.org. Resources are also available to help people quit smoking and live an overall healthier life.

Helping people get well means assisting cancer patients and caregivers through their journey. This can be offering free wigs and prosthetics, along with support programs like Look Good Feel Better and Reach to Recovery. It could also involve connecting to a patient navigator, Road to Recovery volunteer transportation program, or Hope Lodge facility which offers free lodging when patients travel away from home for treatment.

Finding cures is research. The American Cancer Society is the largest non-public funding organization for cancer research. Society research has included finding the link between smoking and lung cancer and obesity and cancer risk, developing cancer-fighting drugs and screening guidelines, and discovering cancer suppressor and susceptibility genes. Currently, ACS is investing more than $4 million into nine researchers in Kentucky.

This year will also mark the American Cancer Society’s 100th birthday. The progress made in the past 100 years has been remarkable but more can be done to finish the fight. By joining Relay For Life and volunteering and supporting the American Cancer Society, people can do their part to make more noise so cancer doesn’t take more of loved ones, memories and time. Silence won’t finish the fight. Only action will.
KENTUCKY PUBLIC PRO-CURE-MENT

As previously announced, KPPA established a RELAY FOR LIFE team in honor of KPPA members past, present, and future and their family members who have been affected by cancer. The team name is Kentucky Public Pro-CURE-ment Association. All members are encouraged to participate. There will be a special recognition for our “Survivors and Fighters!”

The official RELAY FOR LIFE event will be the Franklin County race held June 28, 2013. It is our goal to have a KPPA member on the track throughout the entire event. The event starts at 6:00 PM and continues through the night “because cancer never sleeps!”

To sign up to walk, raise funds, or make an online donation go to:
http://main.acsevents.org/site/TR?team_id=1321427&pg=team&fr_id=51245&fl=en_US&ef=JG3duwhugc_i5vhrkfrM0w&s_tafId=920478

Can’t walk the event? Support the effort one of the following ways:
- Purchase a Kentucky Pro-CURE-ment shirt for $10.
- Purchase a luminary in memory of or in honor of a loved one.
- Fundraise at work with a bake sale, chili diner, etc.
- Donate crafts to sell at the KPPA booth
- Receive an entry in the Quilt Give-Away for each $1 donation, or 6 entries for $5

***********PLUS************
KPPA will have a Relay for Life booth at the Reverse Trade Show. Participants can fill out a “Relay Footprint” for a $1 donation.

For additional information please contact Lindsay Jackson at ljackson@kppanigp.org or 502-564-8196.

Please help us give back!

WHAT’S A MENTEE?? WHO’S A MENTOR?? WHAT’S A MENTORSHIP PROGRAM??

By Mike Gustafson (Finance OPS)

KPPA is proud to announce that we are in our third year of the Mentorship program. This program offers an excellent opportunity to align newer members (or “older” members that just want to learn something new) (the MENTEES) with more seasoned members (the MENTORS). This one-on-one environment is great in allowing a flow of information. Remember, there is no such thing as a dumb question!! New members often have questions regarding the CPPB/CPPO Certification process, general KPPA membership benefits, NIGP member benefits, committee involvement, KPPA Conference and Expo, NIGP Forum, or more specific job related questions that they are needing answers to. KPPA members have the opportunity to volunteer to be a Mentor, to answer the questions that the newer members have. The past years have shown that the Mentors get just as much, if not more, benefit from mentoring their Mentees!! The 2 develop a plan to address and answer whatever areas the Mentee has. This information exchange can be in an office setting, at lunch, or on the phone, whatever works for them.

If you have any questions on the Mentorship Program please contact Mike Gustafson (at mike.gustafson@ky.gov).
KPPA GOES SOCIAL
By David Hecker (CHFS)

KPPA Updated Social Media Sites
Last year KPPA became a “Friend” on Facebook, but now we are asking everyone to be a fan of our page and “Like” us. The KPPA NIGP individual profile page will be going away soon, but our Facebook page is already up and running. You can search for “Kentucky Public Procurement Association” or follow this link:

http://www.facebook.com/kppanigp.org

This change will allow KPPA to use robust features that are not available to individual profile pages. Here are just a few of the advantages.

1) Facebook Pages are visible to everyone
   Even people who aren’t logged in to Facebook can see Facebook Pages. A user profile, on the other hand, can only be seen by the user’s friends and others in their networks.

2) Facebook Pages can have an unlimited number of fans.
   Regular users can have up to 5,000 friends.

3) Users can automatically support your Facebook Page without confirmation
   User profiles have to approve all incoming friend request.

4) You can send Updates to all your fans
   User profiles cannot message all their friends at once.

5) You can rename your page once you reach 25 “Likes”.
   Instead of having a long confusing URL, pages can choose a unique name with a shortened URL: http://www.facebook.com/kppanigp.org

6) Facebook pages receive “Insight” reports showing site traffic and statistics on page post (see sample below).
   User profiles don’t offer any metrics for tracking activity.

KPPA Insights Example
The KPPA Facebook page will be the fastest way to share upcoming events, news, pictures and provide a place where members can interact and share pertinent procurement information. We look forward to you joining us!

Also new this year, KPPA has a Twitter account. If you are already a Twitter user, you can begin “following” us immediately. As we build our Twitter followers, we will target individuals and vendors who already have a connection with KPPA, but at the same time look to forge new relationships. Our Twitter URL is https://twitter.com/KPPANIGP or search for us @KPPANIGP. The Twitter short message format will be utilized for live updates from our hosted events, such as the March Purchasing Month event on 03/07/2013.

To help promote the new sites, buttons have been added to the KPPA web site!

Ahoy! Pillage and plunder ye way to Pirates of Procurement, November 6 – 8, 2013 at the 28th Annual KPPA Conference and Vendor Expo in Covington, Kentucky. Click here to register today!
Please contact Amy Monroe if you know of a KPPA member who has recently received an award, certification, or promotion. We want to recognize all of the accomplishments of our members!

MEMBERS IN MOTION

Cassandra Weiss moved from FAC OPS to CHFS Division of Administration and Financial Management in November.

Nancy Sherrow retired from the Education & Workforce Development Cabinet on December 31st.

Anna Haydon moved from FAC CRC to the Education & Workforce Development Cabinet in January.

KPPA was deeply saddened by the loss of Greg Hughes in February.

Tracy Gritton joined the FAC OPS Professional Service Contracts Group November 15th.

Greg was the Assistant Director, Goods & Services Procurement for FAC OPS.

On March 1st Jennifer Washabaugh moved from CHFS OATS Procurement Services to GAPS Purchasing.

Ginger Barton joined GAPS Purchasing February 1st.

NIGP CORE CLASS UPDATE

By Mike Gustafson (Finance OPS)

The KPPA Education and Professional Development Committee is working to offer 2 NIGP Core Classes for members to take. These classes would most likely be offered for a total 100% registration cost reimbursement on a first come, first serve basis up to a set limit of registrants. Members requesting this reimbursement must be a KPPA member as of January 2013 as well as an active NIGP member (in order to get the lower NIGP registration rate).

These classes would most likely be offered between July and October. Should a KPPA member request to take ANY NIGP class (on a KPPA non-reimbursement basis), Seminar information is available by Seminar Title, State, and Date at NIGP’s website at http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=SemSched. If you cannot find a course that you need or are interested in being offered by KPPA, and your office has the funds to send you to another location, then please register for that class online. KPPA reimbursement will only be for those classes that KPPA sponsors through NIGP.

If you have any questions on these classes or would like to be a member of the KPPA Education and Professional Development Committee please contact Mike Gustafson (at mike.gustafson@ky.gov).
TO “B” OR NOT TO “B”, “O” WHAT A DECISION IT IS!!!
By Mike Gustafson (Finance OPS)

To aid KPPA members in achieving their **CERTIFIED PROFESSIONAL PUBLIC BUYER (CPPB)** and **CERTIFIED PUBLIC PROCUREMENT OFFICER (CPPO)** certifications this year, KPPA will be reimbursing members / Agencies for the cost of the CPPB / CPPO Prep class, the application fee, and the examination fee. Members requesting this reimbursement must be a KPPA member as of January 2013 as well as an active NIGP member (in order to get the lower NIGP registration rate). This reimbursement will occur after the member has taken the exam. KPPA currently has scheduled through NIGP a CPPB prep class in Frankfort on April 15 & 16 at the Frankfort Convention Center. There is still room available if you would like to register. A CPPO Prep class is currently schedule for Sept 19 - 20 at the Frankfort Convention Center as well.

The Certification requirements will be changing in January 2014. The certification exams are offered in May and October of each year. Additional information on the eligibility requirements, education and work experience, the application, and testing date info is available on the UPPCC website at [http://www.uppcc.org/](http://www.uppcc.org/). A point to remember for the CPPO eligibility is that a person can manage personnel or administer contracts to qualify for the exam.

If you have any questions on the whole certification process, please visit the above UPPCC website or contact Mike Gustafson (at mike.gustafson@ky.gov) for answers to your questions.

### Dates to Remember

#### April
- April 15-16 – 2013 CPPB Prep Class
- April 26 – 2013 KPPA Reverse Trade Show
- April 30 – Last day for Early Bird Registration for **68th NIGP Annual Forum and Product Exposition**

#### May
- May 27 – Memorial Day State Holiday

#### June
- August 24-28 – **68th NIGP Annual Forum and Product Exposition in Orlando, Florida**

#### July
- July 4 – Fourth of July State Holiday
- July 26 – Last Day for Standard Registration for **68th NIGP Annual Forum and Product Exposition**
- July 31 – Last Day for Early Bird Registration for the **28th Annual KPPA Conference and Vendor Expo**
- July 31 – Last Day for Registration for the **9th Annual NIGP Golf Tournament**

#### August
- August 1 – First Day for Standard Registration for the **28th Annual KPPA Conference and Vendor Expo**
- August 24-28 – **68th NIGP Annual Forum and Product Exposition in Orlando, Florida**
- August 24 – **9th Annual NIGP Golf Tournament at Hawk’s Landing, Orlando, Florida**
PUNCHOUT
By Joan Graham (Finance OPS)

PunchOut isn't just a video game. It is a new and easier way for suppliers to offer the Commonwealth access to their products on contract and it is coming soon. PunchOut will streamline the procurement process by allowing buyers to initiate shopping from within eMARS using a supplier web portal that displays contract products and prices. The benefits you can expect from the implementation of PunchOut include:
- Orders will be entered into the suppliers’ systems faster resulting in faster delivery.
- Elimination of the need to fax or deliver a DO document to suppliers. PunchOut will deliver your DO electronically via eMARS to an electronic order-compatible supplier.
- Reduced time and effort involved in the procurement process.
- Reduced or eliminated errors on orders.
- Consistent and reliable pricing and product configuration information (e.g. computer or laptop hardware specifications).
- Real-time inventory information.

When does the PunchOut begin? The PunchOut project team is meeting weekly to discuss supplier selection, eMARS configuration and test plans. Active testing with the first selected supplier is expected to begin the week of February 25th and wrap up by the end of April. Users can expect to be using PunchOut with the first selected supplier as early as May 2013. Suppliers 2-5 will be tested and enabled during April through July 2013.

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 its 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.

Amanda Greer (Chair) Mike Gustafson Kristi Sharp
Felicia Biggerstaff David Hecker Toni Simmons
Sheila Durham Lynne McCroskey
David Gayle Amy Monroe

We're on the Web!
See us at: http://kppanigp.org
## 2012 KPPA Conference Winners

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<tr>
<th>Category</th>
<th>Winner</th>
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<tbody>
<tr>
<td>MANAGER OF THE YEAR</td>
<td>David Gayle (CHFS)</td>
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<tr>
<td>BUYER OF THE YEAR</td>
<td>David McAnally (CHFS)</td>
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<tr>
<td>AGENCY OF THE YEAR</td>
<td>Cabinet for Health and Family Services, Dept. for Community Based Services</td>
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<td>ESSAY WINNERS</td>
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<tr>
<td>1st Place Winner</td>
<td>Joan Graham (Finance OPS) “But We’ve Always Done It That Way”</td>
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<td>2nd Place Winner</td>
<td>Sarah E. Smith (CHFS) “Building Partnerships in Procurement”</td>
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<td>Lottery Drawing Scholarships</td>
<td>$1,200 Winner: Denise Finn (UK)</td>
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<td>$1,200 Winner: Sherry Combs (DCBS)</td>
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<td>KPPA Registration 2012 Conference</td>
<td>Winner: David Hecker (CHFS)</td>
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<td>2012 Outstanding Committee Member Award</td>
<td>Melinda Marburger and Rick Durham</td>
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<td>Betty Bingham Lifetime Achievement Award</td>
<td>Emma Tillman</td>
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<td>Newly Elected Officers</td>
<td>President: Carolyn Turner (Finance)</td>
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<td>Vice President: Ben McCray (KYTC)</td>
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<td>Secretary: Stacy Phillips (CHFS)</td>
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<td>Treasurer: Amy Monroe (GAPS)</td>
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<td>Newly Elected Board Members</td>
<td>Don Robinson (Finance OPS)</td>
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