



The Rocky Mountain Governmental Purchasing Association

Rocky Mountain High Notes

JULY-SEPT, 2016

LETTER FROM THE PRESIDENT

Submitted by Skeet McCracken, CPPB

Inside this issue:

Letter From the President	1
Just Say "Yes"	2
RMGPA Wins Extra-Large Chapter of the Year!	3
RMGPA 2016 Fall Conference Recap	4
My First RMGPA Conference: Notes from a Newbie	7
CPPO & CPPB Certifications	8
Turn on Your GPS	9
Procurement Basics & Olympic Gold	12
Spotlight on Member	14
Features for You on the RMGPA Website	15
Social Media and RMGPA	16
Rocky Mountain E-Purchasing System, Your Full E-Sourcing Solution	17
CPPB & CPPO Exam Dates	19
NIGP Webinars & Training Opportunities	20
Dear RMGPA...	21
2016 Board of Directors Strategic Plan	22
2016 Board of Directors	23
Newsletter Article Deadlines	
December 14, 2016	
March 31, 2017	

NIGP FORUM 2016

Going to Forum was not new to me. I went in 2012, and again in 2015. This time it was different. I have seen inspirational speakers before and was moved, but this time I felt something deep down when listening to a young man's story about his career as a violinist. His name is Kai Kight and he performed his original music for us. I felt a kinship with him as we had something in common, our mother's health. While his mom survived, mine didn't. But that wasn't what struck me the most. It was his drive, commitment, and determination. Kai's message resonated down to my very soul: "The question we should all be asking ourselves is, are we still playing the same music that has already been written? The time has come to reach inside yourself to bring your music to the forefront of your career." I realized that we are not just paper pushers in Procurement, but creators of our own destinies and dreamers of the future.



Each time I write for the newsletter or website, I looked to the past, to what has already been done. I am a self-professed, terrible writer. I write not to be remembered, but to make a deadline, fill the space. This time, I did not want to play the same music, but to get you to think about yourselves, your career, your personal life – to play YOUR own music. The music Kai played haunted me, almost forcing me to reflect on what my life really means, what my existence in Purchasing or as a leader, could do for the young people who were sure to follow behind me. I thought it was time to reach within myself, let down my guard, and let others see the real me.

It was then that I remembered the lesson from earlier in the week, "The Five Second Rule." Mel Robins said to count down from five to one and just do whatever it is that makes you afraid. If it is speaking to a room full of people, count down and start talking. One of my kryptonites is speaking with an agenda, not casual conversation but in front of a room full of people. Another weakness is writing without someone else helping, revising or fact checking. From now on, when I stand in front of a group or put my pen to paper, I will be counting down before I start.

I want to reach out to every RMGPA member and let you know it is okay to not be perfect, to not know everything. It is okay not to win a popularity contest. Take advantage of the experienced members around you. Reach out to them. Take their lyrics and play our own tune. Don't be afraid to take a chance. Don't be afraid of failing. Don't be afraid to write your music.

This might have not been the most memorable piece of work, but it is mine and I own every word. I invite all of you to give us your piece of work. We need to hear your music, movement, or painting. Something that you can place on paper or in a question you may want to ask in a forum, conference or roundtable. We all play in this symphony of life and alone, we play out of tune. We need you and your commitment to RMGPA to keep growing our orchestra.

~Skeet



Just Say “YES”

Submitted by: Valerie Scott, RMGPA Vice President



I while ago, I read a book titled *Love Does* by Bob Goff. It was a great, quick read and one thing stuck with me long after I loaned the book to a friend (who, by the way, never returned it to me): “Just say yes.”

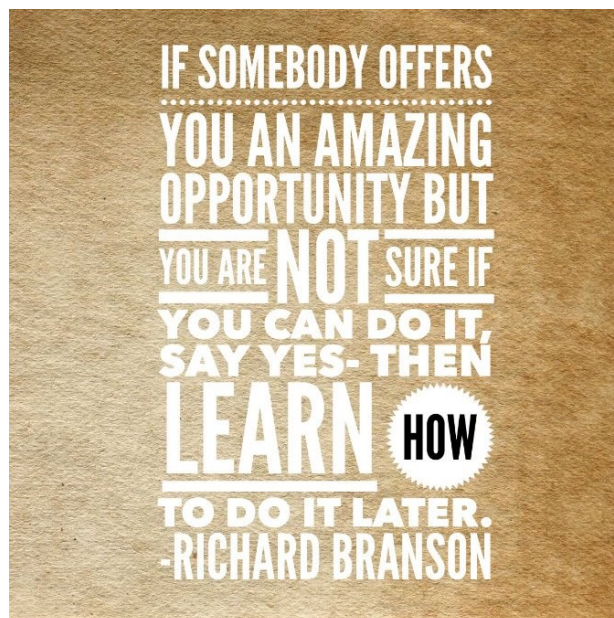


After reading the book and thinking about its implications, I spent the greater part of a year saying “yes” every time an opportunity came my way. Chair the RMGPA Programs Committee? Sure. Teach another dance class? Certainly. Run for RMGPA Vice President? Why not. Invite perfect strangers into my home for a Bible study group? Ok – but only because I said I would say “yes” to every opportunity. (Disclaimer: I am an introvert and this was a special kind of challenge...)

It was a year of tremendous growth, letting go of things that scared me, and breaking down artificial boundaries that I had created for myself. I do not regret a single “yes” and I learned a lot about myself along the way. An equally important lesson was the importance of knowing when to say “no.” So while the fall of 2014 through 2015 was all about yes, 2016 became the year of embracing the power of no!

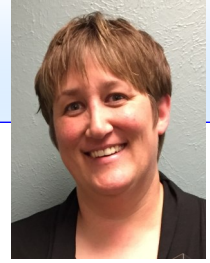
Why do I share this anecdote with all of you? I encourage each and every one of you to think about saying “yes” the next time you have an opportunity to do something that is outside of your perceived boundaries. Maybe that means volunteering with RMGPA or running for an officer position. Maybe it means applying for a new job. At times, maybe it means learning to recognize when you need to say “yes” to let something go.

As we saw at the Fall Conference, we have many new members to RMGPA. I find this exciting, as a new perspectives can freshen things up. So to all of our new members – a warm welcome if I haven’t had the opportunity to meet you yet. There are several opportunities to help develop your leadership skills with RMGPA. Run for Vice President, Treasurer, or Secretary. Volunteer on a committee. Ask about a path to a Board position. All you have to do is say “yes”.



RMGPA Wins Extra-Large Chapter of the Year!

Submitted by Molly McLaughlin, Past President & Communications Chair



For the second year in a row and the first time ever, RMGPA won NIGP's **Extra-Large Chapter of the Year** award back to back! I'd like to congratulate all of you for being part of the most awesome Chapter in the US and Canada! We could only receive this honor because of you, our amazing RMGPA Membership.

I'd like to send a special thank you to the amazing group of volunteers who helped put this application together: Tim Wellmann, Kerry Sheahan, Valerie Scott, Skeet McCracken and Diana Cantu. This was truly a group effort and an honor for all of

RMGPA to be proud of. If you are interested in helping put our application together for next year, please contact Skeet McCracken.

The Objective of NIGP Chapter Awards is to acknowledge the valuable contributions made by Chapters as they strive to support NIGP and its mission, which is to develop, support, and promote the public procurement profession. The Chapter Awards Program recognizes Chapters that have developed programs that educate, provide professional support, and champion advocacy initiatives that benefit the membership, the profession, and constituents.

This Chapter of the Year award is evidence that RMGPA strives to provide encouragement, cooperation, and collaboration to its members on a daily basis. It is a testimony to the countless hours our membership puts in to making this the best chapter in the United States and Canada. The application submitted required detailed excellence in the following categories:

- MEMBERSHIP RECRUITMENT, RETENTION AND ENGAGEMENT
- EDUCATION AND PROFESSIONAL DEVELOPMENT
- ADVOCACY FOR MEMBERS AND THE PROFESSION
- INSPIRING PROCUREMENT FOR THE FUTURE
- CHAPTER OPERATIONS

If you would like to view the RMGPA Chapter of the Year application that earned us this awesome honor, please visit: [2016 COY Application](#)



RMGPA 2016 Fall Conference Recap

Submitted by Kim Taylor, Programs Co-Chair



This year's fall conference, Back to School, Back to Basics, brought together many new faces along with familiar ones to study up on the latest and greatest in the Procurement world. Before our first lecturer, Jennie Readey, took the stage, class began with an all-school announcement from that multi-tie wearing Principal Skeet. Jennie's key note speech, From Huggies to Depends: The Life of a Procurement Professional, was an entertaining and insightful look into one woman's

journey through the world of procurement. Weaving stories from her colorful past, Jennie's unique experiences kept the audience laughing as she discussed the ethical implications that procurement professionals face every day, from vendor preference to stewardship of the tax payer's dollars.

The second class of the day featured a panel on Driver's Ed: Navigating Your First Years in Procurement. Jennie once again joined us along with our guest panelists Barb Hauptli, Fady Elsegeiny, and Kimberly Taylor. Through class participation, our freshmen discussed what it is like to be a new procurement professional in today's world while the upper classmen gave pointers on how to develop and mentor new agents. Our notes included the importance of open communication between supervisor and new agents, training manuals and procedures for your new recruits, and getting to know your colleagues on a personal basis by participating in office social gatherings, as well as informal lunches and happy hours.

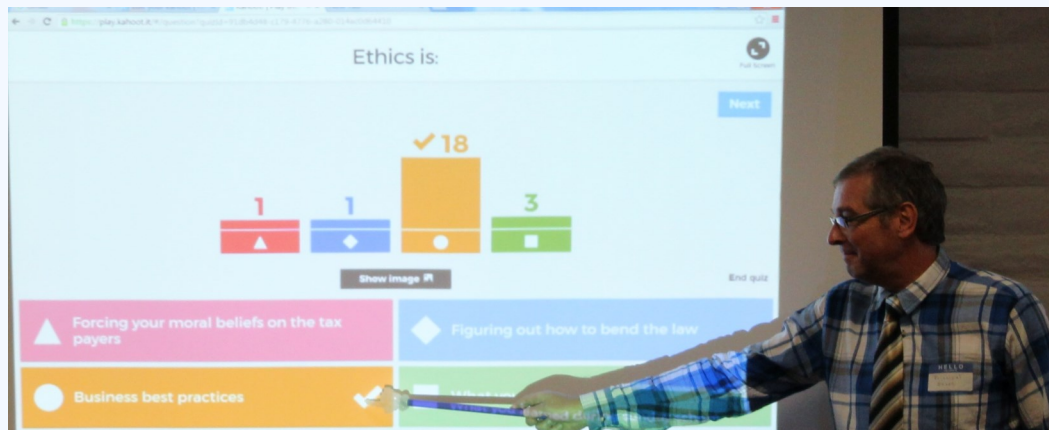


After a quick announcement from our Marketing team on the new technologies RMGPA is using to reach out to members, we headed to the lunchroom, avoiding the mushy peas and angry cafeteria ladies in hair nets. Recess was enjoyed by all.

After lunch we met for Study Hall where we split up into groups (no cliques allowed) to discuss some interesting issues our students are faced with, including vendor diversity, employee engagement, and P-card programs.

We headed back into the classroom for Professor Challon Winer's lecture on Governmental Contract Language for Dummies. Challon regaled us with a great presentation on the ins and outs of contracts. He gets an apple from the class because he was somehow able to make boilerplate, indemnification, and terms and conditions fascinating, entertaining, and educational all at the same time.

RMGPA 2016 Fall Conference Recap



The school day ended with a pop quiz hosted by Principal Skeet. Fun was had by all before we once again packed up our books, said goodbye, and scrambled for the bus as the final bell rang. School's out for now but we will see you again for the winter conference, December 8-9th in Loveland, Colorado!

School may be out for now but don't forget to do the homework assigned by the Marketing team. If you didn't write it down, see page 15 of this newsletter.



RMGPA 2016 Fall Conference Recap

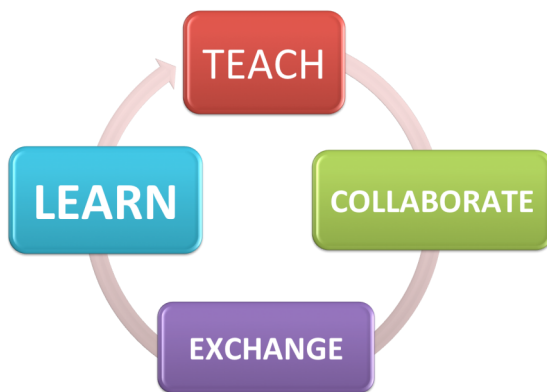


My First RMGPA Conference: Notes from a Newbie

Submitted by Ruth Allender, State Purchasing & Contracts Office
Procurement Training Specialist



“Welcome to the procurement community,” was the opening phrase of a congratulatory email I received as I was about to join the State Purchasing and Contracts team. “Community” was a word I would hear a lot in the weeks that lay ahead, and it came to mind again as my first RMGPA Conference came to an end.



Without a doubt, I saw community in a consistent welcome by officers, Board members, speakers and attendees many with years of dedicated service. While it is true that a warm welcome should be standard for organizations that want to grow, I am referring here to a sense of inclusion that extended beyond a gracious hello. The fact that I am writing my perspective as a newcomer speaks volumes about a genuine welcome—foundational to strong communities—conveyed through interest, invitation and inclusion.

Throughout the conference I heard repeated invitations to get involved, to comment, to ask questions. I noticed the variety of organizations represented on the Board, as well as in other positions and projects. There were forums that welcomed questions on any procurement topic and inclusion of audience members to share their responses. Further evidence of community were the strong ties among professionals sincerely interested in one another as well as speakers with distinct perspectives and knowledge, each valued by those in attendance. Finally, round table discussions provided opportunity for small groups to talk more specifically about problem solving with the benefit of others around them who encounter and address many of the same issues. I only hope those discussions are longer next time, as the sharing was invaluable.

Upon my return to the office, I was asked what my parting thoughts from the conference were. From the perspective of a training specialist, I shared my sense of amazement about how procurement professionals learn all that is needed to do their work well. But my rhetorical question was answered as soon as quickly as I pondered it.

It must be the community—something it seems to me that RMGPA knows a lot about.



CPPO & CPPB Certifications

Submitted by Diana Cantu, Education/Professional Development Chair



RMGPA would like to announce its newest Certified Public Procurement Officer (CPPO) & Certified Professional Public Buyer (CPPB) Designees—Molly McLoughlin, Ruth Y. Bruski, and Shelly K. St. Pierre.

Obtaining either UPPCC certification requires the candidate to demonstrate that they meet specific requisites including formal education, procurement related coursework/training and public procurement employment experience. A comprehensive written examination is required to confirm the candidate's mastery of a variety of public procurement concepts found in the UPPCC Body of Knowledge.

As of September 20, 2016, there are 226 Colorado members certified out of 6,596 CPPO/CPPB certifications in the United States and Canada. Our new certified members join the following certifications in Colorado:

- 46 CPPOs
- 161 CPPBs
- 19 dual CPPO & CPPB

Congratulations from the Professional Development Committee and all of RMGPA. We acknowledge and admire the hard work and dedication required to receive this certification.



Molly McLoughlin,
CPPO, CPPB
Boulder Valley School District



Ruth Y. Bruski,
CPPB
City of Littleton



Shelly K. St. Pierre,
CPPB
City of Steamboat Springs



Turn on Your GPS

Submitted by: Scott Friedman, CSP



The “Celebration Mindset” You already have it! The innate desire to celebrate and be celebrated. In fact, our brains are hard-wired to be magnetically drawn towards a “reward” state, or a state ripe for celebration. With a little “recalculation” and open reception, we can learn to access and enjoy a better state of mind and life.



Embrace the “Celebration Mindset.” What can we celebrate?

Milestones, Mondays, one less cup of coffee today, fails, faults, holidays, achievements, finding your keys and that’s just the beginning.

Failures can and should be celebrated! Celebration is about acknowledging all that is good in your life. Even what may appear to be a disaster can be “recalculated” if we focus on the gifts to be discovered and lessons to be learned. “Life isn’t about waiting for the storm to pass; it’s about learning to dance in the rain,” Vivian Greene.

How can we celebrate?

Imagine the last really great day you had... everything was going your way, good news flooded in, you were just happy! Are you happy every day? Why not? You could be - you just need to **turn on your “GPS.”**

In a survey, we asked, “What is essential in making a celebration successful?” Time and again, three words were mentioned: Gratitude, Play, and Surprise. **GPS!**

Let’s start with simple definitions fitting for this context:

Gratitude — Appreciation for all the good things we have in our life.

Play — Having fun, creating humor, and being experimental in the moment.

Surprise — Including the element of the unexpected.

Let’s explore each of these further.

Turn on Your GPS

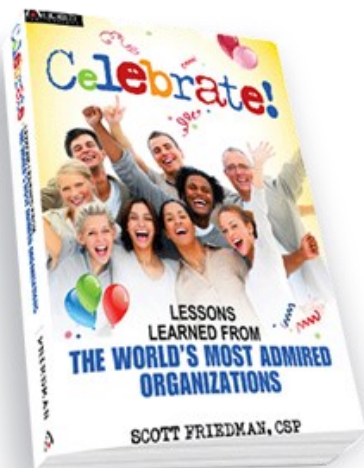
Submitted by: Scott Friedman, CSP

Gratitude

Every morning ask yourself this question: What am I grateful for today? If you can't think of anything, check in the obituary section of the newspaper. If your name is not there, there's something to be grateful for. Food on the table, close relationships, health, a job, security, the air you breathe, a sunset, love in your heart—Celebrate yourself and your many blessings!

Have a Post-It Party! Write down as many nice things as you can about the person or team you're celebrating, and start posting. Post on a computer monitor, a filing cabinet, a map on the wall, a family photo, or anywhere else in the unsuspecting recipients' space. How about a speed round? Give yourself a time frame, such as two minutes per cubicle.

When you practice being thankful, you attract more of that which you appreciate into your life. Anthony Robbins put it this way: "When you are grateful, fear disappears and abundance appears."



Play

A great way to incorporate play is to create humor rituals in the workplace. I know—you're busy and don't have a lot of time to waste. But I also know that if you're too busy to play, you're too busy. A quick "play" break will pay off in greater creativity and productivity. How to set the stage? Some companies will go out on a limb to bring this philosophy to life.

Jolene Selby tells us the management of a government agency in Washington state was determined to bring back a child-like state in their employees with "Get in Touch with Your Inner-Child Day."

On this day each year, all employees are encouraged to wear their pajamas to work—appropriate ones, that is. The day starts with Captain Crunch and Cocoa Puffs. Cartoons run continuously in the break room, where anyone can stop by and tap into his or her inner child. Candy and kids' snacks are available throughout the day. Afternoon breaks include games such as "Pin the Tail on the Donkey." Sing-alongs and pillow fights inspire adults to let go of worries and stresses. This leads to a creative brainstorming session looking through the eyes of a child.

Some companies take it even a step further. Explore Consulting in Bellevue, WA has a Nerf-gun shooting range and Google headquarters in San Francisco, CA has a built-in slide. Employees here have no excuse not to Play!

This allows everyone to regain their sense of wonder, spontaneity, curiosity and playfulness while approaching the day's opportunities without limitation.

Turn on Your GPS

Submitted by: Scott Friedman, CSP

Surprise

Surprise is invigorating! Odette Huang, Director of Marketing and Branding at the Royal Plaza on Scotts Hotel, Singapore excels at surprising employees and customers.

Guests booking the Royal Plaza online are asked if they are celebrating something special. One couple wrote that they were celebrating their 50th wedding anniversary. The Customer Relation team tracked down their daughter, got a wonderful photo from their wedding, used Photoshop to improve the picture quality and gave it an attractive frame.

Once the couple arrived, Odette invited them up to the Club Lounge together with the GM, Patrick Fiat, and the Customer Relation team. There they sang "Happy Anniversary" and presented the framed photo to the astonished and teary-eyed couple.

Can you feel that celebration mindset taking hold yet? Good. Then you have officially **turned on your GPS**. Now, how do we keep it running?

- Start by making a commitment to facing each moment of the day with as much Gratitude, Playfulness, and Surprise as you can muster. Your GPS will help you embrace the positive emotions of curiosity, spontaneity, passion, joy, and love for all you do.
- Remember, each of us has a choice at how we look at things. We can mope in the rain, or we can be thankful for the gift of moisture and carry a bright yellow, polka-dot umbrella. Practice gratitude, and you will forever enrich your life.

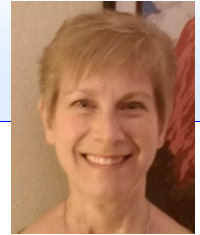
When you operate with your GPS turned "on," something good is bound to happen. Give yourself a turbo boost to unprecedented levels of well-being, productivity, and success. . . one celebration at a time. In other words, life can make you bitter, or life can make you better.

Choose better; choose GPS. And let's keep the **celebration** going!



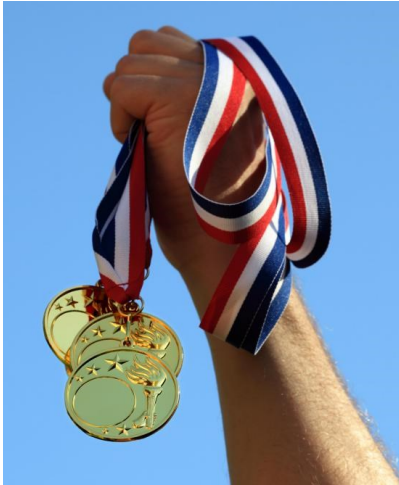
Procurement Basics & Olympic Gold

Submitted by Christine Weber, CPM, CPPB



In August, fans across the world spent time cheering Summer Olympic competitions.

We were impressed by the awesome beauty of the location. Performance after performance broke records and broke the hearts of the athletes as well as the audience. Years of preparation were often harshly judged at the end of the day by a mere fractions of seconds or hundredths of a point.



Who made the podium and wore a medal? Who buried their pride on the sidelines and kept a calm demeanor? How did the pressure affect the athletes?

Like these athletes, procurement professionals may also face a political, media, or emotional storm. When vendor selection actions don't fall within our entity's statutes, regulations, and rules, it may be front page news. If we miss a specification, deliverable, contract clause, or negotiation issue, it's a point of professional pride!

How do we achieve our procurement objectives and find gold at the end? Consider a "Back to Basics" approach cited by many Olympic competitors as the key to their success.



Back to Basics Review. Perform. Up Your Game!

Decide What Authority Governs the Procurement Action

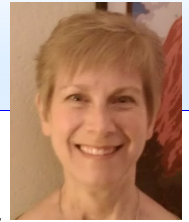
- ◆ Do all stakeholders understand the scope and their limits of authority on a project?
- ◆ Does another agency or stakeholder group need to be included in the project discussion?

Strengthen Procurement Requirements and Evaluation Criteria

- ◆ Ask a new member of your Procurement Team to proofread a submitted Scope of Work or list of specifications. This not only helps the new person become familiar with your team's work, it also points out grammatical errors and poorly written requirements.
- ◆ Vet final specifications drafts against samples obtained from outside research sources, such as NIGP Nsite. Most government organizations purchase similar categories of goods and services. Procurement professionals across the country can compare notes and consult with each other using online resources.
- ◆ Perform a tight comparison between RFP requirements and evaluation factors to ensure that criteria are included in both sections. Evaluators can't rate what isn't in the requirements nor can they use evaluation criteria that don't apply to the stated requirements.

Procurement Basics & Olympic Gold

Submitted by Christine Weber, CPM, CPPB



3. Market Your Solicitation to the Industry

Suppliers are prioritizing competitive opportunities as closely as procurement professionals assess the potential pool of suppliers. Are you posting the solicitation on your bidding website hoping enough suppliers are registered? How can you increase the competitive response to get everyone in the pool?

As the procurement profession moves toward market-specific outreach, some ideal targets for additional suppliers include:

- ◆ Professional Associations in the Market Category
- ◆ Universities
- ◆ Trade Organizations
- ◆ Your Project Lead



If you've skipped this list of "Back to Basics" considerations, looking at a photo of an Olympic Medal winner, you haven't fully accepted the power of procurement basics. If you include the "Back to Basics" procurement approach in your professional personal training routine you are sure to **up your game!**

In the world of competitive sports, a practiced volleyball serve may save a team's chances at a win. A focus on physical core strength can provide a safety net against injury from an unexpected gymnastics fault. A golfer will never win gold without a strong short game. Professional procurement that focuses on a "Back to Basics" foundation will allow your team a better chance to provide value to your agency by maximizing competition and offering improved customer service.



SPOTLIGHT ON MEMBER...

Chelsea Bunker – 2016 Marketing Committee Co-Chair

Submitted by Kelly Wooden, Newsletter Committee Co-Chair



Chelsea started her career in Purchasing with The KONG Company, you know, the red rubber dog toys that you fill with peanut butter and dog treats. She was responsible for managing forecasting, sourcing, and production scheduling for a high dollar inventory, as well as managing a few different product lines from conception to launch. Chelsea was responsible for purchasing everything from custom-printed retail packaging to raw pellet material for plastic injection molding, to catnip for cat toys. She worked for KONG for almost six years before coming to work for the State of Colorado in 2013 as a Purchasing Agent at the Department of Revenue.

Chelsea recently transferred to the Department of Personnel and Administration and now works under the State Purchasing and Contracts Office (SPCO) as the Supplier Diversity Liaison. In addition to managing the ACCESSColorado program, she provides vendor outreach, training and resources on how to do business with the State of Colorado. Day to day duties include talking with vendors as well as the statewide procurement community. Chelsea truly enjoys her new position and the SPCO is a wonderful team. Being very much a people person with a degree in Communications and a background in Procurement, this position is a great fit for Chelsea.

Three years ago when she first started with the State, Chelsea joined RMGPA. She has attended many conferences, Reverse Vendor Trade Shows and has taken advantage of the various classes and workshops offered. Chelsea has enjoyed every aspect of her membership, especially the invaluable opportunities for networking and professional development. When the RMGPA Executive Board of Directors asked Chelsea to take on the role of Marketing Co-Chair this year, she was delighted! The Marketing Committee has a great vision for RMGPA's social media presence and they are working on creating its foundation. Marketing hopes to keep RMGPA and its membership up to speed with the way the world is connecting and doing business through the various social media channels.



Chelsea is one of the few Colorado natives. In fact, her family has been in Colorado since 1906. Chelsea leads a very busy life as a mother to 1 year old Ruby, a foodie, a Millennial, a hobbyist photographer, and in her own words a "crazy dog lady." She and her husband spend most of their free time, if you can call it that, at home with Ruby and their three dogs. They are very active with their local dog rescue and foster dogs waiting for forever homes. Two of their dogs were rescues that they adopted - Critter a Pomeranian (14) and Tabasco, a Pit Bull (2). A bouncy Boxer named Ollie (8) rounds out their family.

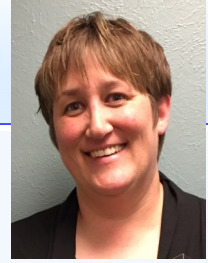


Thank you Chelsea for taking on the role of Marketing Co-Chair and for all of your continued contributions to RMGPA!



Features for You on the RMGPA Website

Submitted by: Molly McLaughlin, Past President & Communications Chair



As a member of RMGPA, don't forget about the valuable features available to you on the RMGPA website!

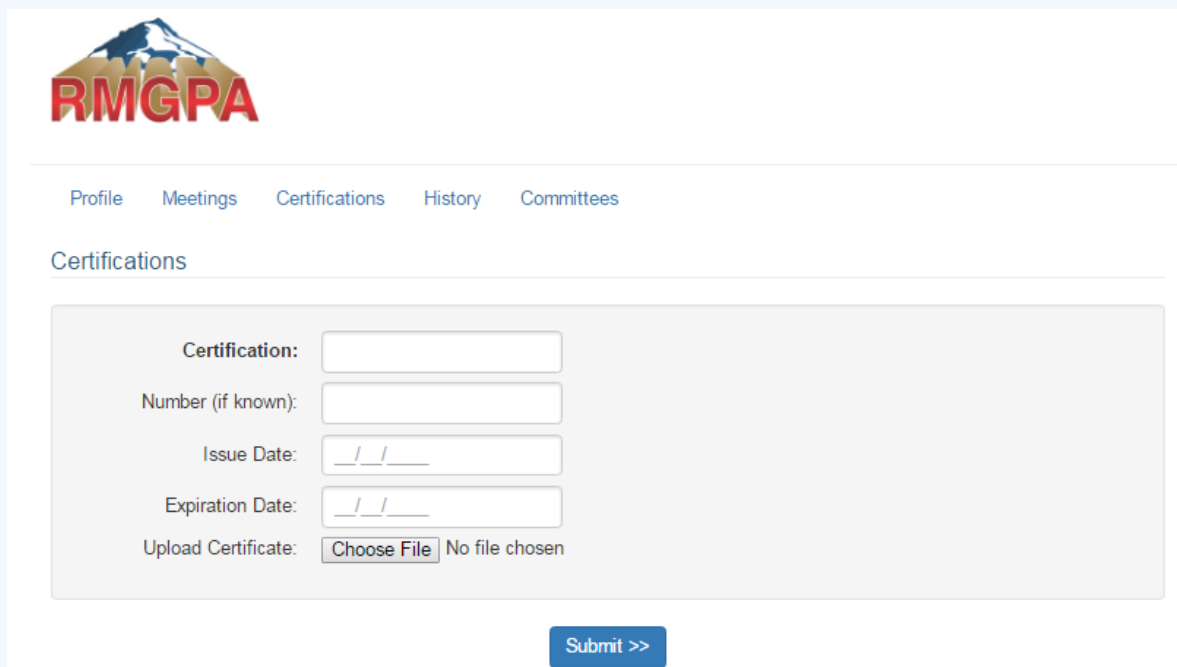
Specification Library

Tim Wellmann has spent a number of years gathering various bid and RFP documents to add to our [Specification Library](#). If you are looking for specifications or need help in writing some, this is a great resource of documents that have been used by our member agencies.

Volunteer Service

Another great feature in your Member Profile is volunteer service which you can find under "[Review / Update Your Profile](#)". Since 2013, volunteer hours have appeared in your profile with the appropriate hours as well as a printable certificate. Having all of your information in one place will make it easier when it comes time to submit your recertification hours for your CPPB or CPPO.

On that note, if you want to track all of your CPPB & CPPO contact hours, you can easily upload any type of training documents into your profile on RMGPA. When you review your profile, you will see that there are 5 blue tabs across the top to select and view. You can upload any type of certificate in the "Certifications" tab if you want to track training outside of RMGPA.



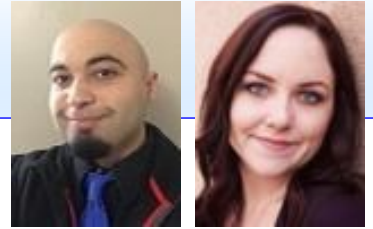
About RMGPA

Under the [About Us Tab](#) you will find RMGPA's Mission Statement along with [RMGPA Awards and Recognitions](#). It is here that we recognize all of the awesome efforts of our membership and celebrate their accomplishments. You will find information on Buyer and Manager of the Year Awards, Distinguished Service Awards, RMGPA Rewards, Agency Awards, and a list of RMGPA Past Presidents.

The RMGPA website was created for you. Its resources can help make your job easier. Try it!

Social Media and RMGPA

Submitted by: Fady Elsegeiny & Chelsea Bunker, Marketing Committee



Our Marketing team has been hard at work creating a social media presence for RMGPA. You can now keep up to date with RMGPA's happenings on Twitter, Facebook and LinkedIn.

Take a few minutes now to connect with us and you could win a **free registration** to Winter Conference in Loveland!

The winner will be selected October 21st so go on-line today!

YOU COULD ATTEND THE NEXT WINTER CONFERENCE FOR FREE!

LIKE/JOIN/FOLLOW RMGPA ON ONE OR ALL OF THE FACEBOOK, LINKEDIN AND TWITTER PAGES AND WE WILL BE SELECTING ONE LUCKY WINNER TO RECEIVE A FREE CONFERENCE REGISTRATION!



[TWITTER.COM/RMGPA](https://twitter.com/RMGPA)



[FACEBOOK.COM/ROCKYMOUNTAIN
GOVERNMENTAL PURCHASING ASSOCIATION](https://facebook.com/rockymountaingovernmentalpurcasingassociation)



FACEBOOK PAGE

[FACEBOOK.COM/GROUPS/RMGPA](https://facebook.com/groups/RMGPA)



FACEBOOK GROUP



[LINKEDIN.COM/GROUPS/4749322](https://linkedin.com/groups/4749322)



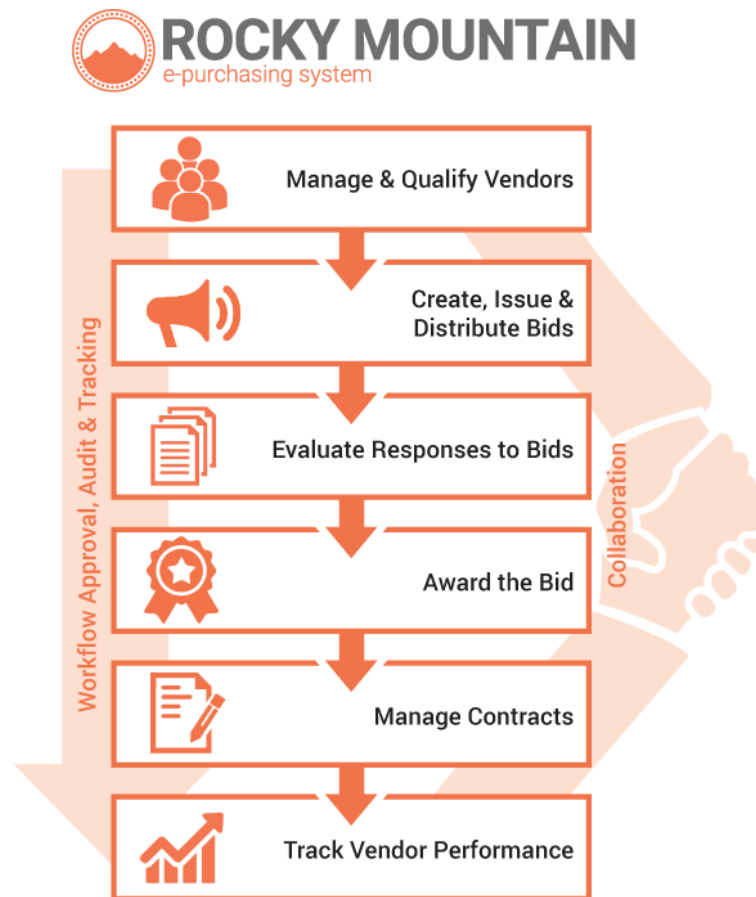
*WINNER WILL BE SELECTED ON OCTOBER 21ST

Rocky Mountain E-Purchasing System, Your Full E-Sourcing Solution

Submitted By Kim Cullen, BidNet

Earlier this month, BidNet launched the updated Rocky Mountain E-Purchasing System. With over 170 participating government agencies within Colorado and Wyoming, the updated system gives purchasing departments more visibility into the entire sourcing process. The core solution that our participating agencies use consistently remains; however, additional sourcing modules and features are now available including approval workflow, bid evaluation and contract lifecycle management.

With nearly 200 bids and RFPs already published on the new RMEPS system, many of you are already utilizing the enhanced Rocky Mountain E-Purchasing System. For local agencies that need more training and/or have any questions, please reach out to BidNet's Buyer Support Team at 800-835-4603.



What are the available new modules?

Approval Workflow

Your purchasing team, management and end users can work together to ensure a proper sourcing approval workflow. Available on the new system, the approval workflow allows you to easily define who has the right to access, edit, or publish documents, bids and awards. Collaborating during the approval process with other members of the purchasing team designated on a per-RFP basis adds another layer to your efficient and effective purchasing process. Simply indicate authorized users at each stage of the procurement process to ensure that approvals are regulated and authorized. Configurable to your needs, the approval workflow is also available on all additional modules such as Bid Evaluation, CLM and Vendor Performance Management.

Rocky Mountain E-Purchasing System, Your Full E-Sourcing Solution

Submitted By Kim Cullen, BidNet

Vendor Pre-Qualification

Are your vendors qualified to bid? Ensuring that a vendor is qualified to bid on an opportunity was once a time-consuming process. With the Vendor Pre-Qualification module, potential vendors can be pre-qualified according to your specifications using a configurable web form. Qualification can be set by solicitation criteria or for all vendors looking to do business with your organization. Set your criteria for vendor qualification, define the renewal process, and integrate qualification with approval workflows for maximum efficiency at every stage of the procurement cycle. No more worrying about vendor capabilities or security of documentation – simply set the rules with a few clicks and automate the rest.

Bid Evaluation

Make faster and more informed purchasing decisions with the new Bid Evaluation module. Quickly evaluate vendor responses and eliminate the need to conduct time consuming, on-site scoring meetings. Utilize BidNet's evaluation form editor and templates with your custom evaluation criteria to collectively manage bid responses online via price or more complex formulas.

Your evaluation committee members will have all the information they need, customized to your standard criteria, to score the RFP all in one, online location. Evaluators can independently score vendor responses to create a secure process for ranking vendor bids and proposals. Security and available workflow features allow administrators to track every step of the committee evaluation process with custom reminders.

Contract Lifecycle Management

RMEPS has your contract management solution. BidNet's Contract Lifecycle Management (CLM) software-as-a-service solution provides robust contract administration features to automate, streamline and simplify your contract lifecycle needs, including full authoring and negotiation capability, templates, clause libraries and audit-ready reporting. The CLM module provides contract professionals with a secure and searchable database for all contract and agreement data, the ability to capture contract images, and intelligent contract management work flows for contract approvals routing and version control. BidNet also offers support for a wide range of contract management applications and processes. From our "lite" to our most robust CLM edition, management of vendor contract lifecycle and legal agreement workflows and processes has never been easier.

Vendor Performance Management

Your procurement vision hinges on the performance and accountability of your vendors. The new custom scorecards and vendor performance management module helps you successfully assess and leverage your vendors' capabilities and capacity to deliver while identifying meaningful cost savings without risk. Identify vendor risks and take corrective action before they have a substantial impact with our custom performance scorecards. BidNet's Vendor Performance Management provides the essential vendor interaction tools to continuously monitor fulfillment against contractual commitments and evaluate performance against your standards, service level commitments and department norms.



ROCKY MOUNTAIN
e-purchasing system

CPPB & CPPO Exam Dates for 2016/2017

What is Certification?

UPPCC Certifications reflect established standards and competencies for those engaged in government procurement, and attest to the designee's ability to obtain maximum value for the taxpayer's dollar.

The coveted Certified Public Purchasing Officer (CPPO) and Certified Professional Public Buyer (CPPB) credentials, recognized throughout the public procurement profession, demonstrate an individual's comprehensive knowledge of public procurement.

	FALL EXAMINATIONS	SPRING EXAMINATIONS
Application Submission Deadline	July 18, 2016 - Closed	January 30, 2017
Application Submission Late Deadline	August 1, 2016 - Closed	February 1, 2017
Exam Registration Deadline	September 12, 2016 - Closed	March 27, 2017
Testing Dates	October 17-29, 2016	May 1-13, 2017

Survey results prove successful candidates prepared 3-6 months in advance of their exams. NIGP's CPPB Online Prep Course and the CPPO Online Prep Course consist of five live online classes, pre-session assignments, online practice quizzes, and online discussion within a five-week period. Attendance at all sessions of the online course is mandatory and monitored. Successful completion of the online course earns 16 contact hours. Certificates are emailed to each participant within two weeks of the course completion.

Registration is limited and will be accepted on a first-come, first-serve basis. Early registration for the upcoming prep courses to be announced soon on NIGP's website.



Upcoming Training Opportunities

Get the essential framework to better understand and master your work. Learn key strategies and best practices to leverage your day-to-day performance. Understand the basic elements that underlie all areas of public procurement.



WEBINARS

Looking to become certified or strengthen your professional skills? Webinars are a great training opportunity offered at **NO COST** to members.

NIGP Webinars

November 2	12:00 pm MT	The Future of Solar Energy Looks Very Bright
November 9	12:00 pm MT	Winning Ways with Interviews and Resumes
November 16	12:00 pm MT	Negotiating Software and Technology Agreements

You can get more information or register for the above webinars at www.nigp.org.

NCPP Webinars

October 19	12:00 pm MT	Plotting the Course to Effective Contract Management
December 14	12:00 pm MT	Emergency Preparedness: Batten Down the Hatches
February 22	12:00 pm MT	Walking the Plank: Negotiations, Protests, and Conflict Management

You can get more information or register for the above webinars at www.publicprocurementcoalition.org

Online classes are also available through NIGP. Visit to www.NIGP.org for a complete list.

Dear RMGPA...

Dear RMGPA,

It seems that our solicitation templates have not been updated since the Civil War so I spend a lot of time making the same revisions over and over again. I'm at my wit's end and don't know what to do. Should I tell my colleagues or supervisor or just suffer in silence?



Sincerely,

Revise. Repeat.

Dear Revise. Repeat,

Why don't you dedicate some time to perform the due diligence needed to help ensure that your team offers the best performance to your agency and to the public? Perhaps you can devote 15 minutes to revise an out of date document. By doing this, you can:

- * Save an hour by not having to update the same document for ongoing projects.
- * Use that hour saved to put together a draft procurement strategy that can be used for similar projects.
- * Present the draft strategy at your next team meeting with the program or end user.

You will probably find out that your colleagues are in the same boat as you are. Think of how appreciative they will be that you took the initiative to make their life easier!

Dear RMGPA,

My agency thinks that it is important to get my CPPB certification. I think I have spent enough time in school and I don't think that a certification will help my career. How do I tell him that I don't want to be certified?

Sincerely,

Smart Enough



Dear Smart Enough,

Hold on! You may think that at this point in your career that you know everything but you are off base with CPPB certification! Getting your CPPB will provide you with professional recognition, personal satisfaction, increased knowledge through exam preparation, new employment/advancement opportunities, an indicator of expertise and increased credibility with clients. Your certification is portable so it will go with you wherever your career takes you whether it is within the state, country or even Canada. So before you make up your mind not to get certified, talk to your colleagues and fellow RMGPA members. They will likely tell you it is a great opportunity for education and experience. Now get studying!

Board of Directors 2016

Strategic Plan

Mission Statement:

To provide our membership with the education, professional development, and technical assistance required to secure the public trust through the promotion of excellence and effectiveness in public procurement.

The purpose of the Strategic Plan is to develop sustainable strategies and identify responsibilities and resources within the organization. The strategies were based upon the current climate of the organization and recommended for implementation over a period of time. The recommendations are reviewable, revisable and provide accountability while reinforcing continuous improvement.

Goal 1: RMGPA is committed to utilizing technology for the benefit of the procurement profession.**Action Plan:**

- Increase use of social media (LinkedIn, Twitter and Facebook)
- Increase utilization of RMGPA 's website and NSite
- Increase use of surveys for feedback and to measure member satisfaction
- Increase number of members who vote electronically
- Increase the use of Chapter Manager by Board members
- Increase the use of Google Hangouts or a similar product

Goal 2: RMGPA is dedicated to promoting professional development.**Action Plan:**

- Provide diverse professional development opportunities
- Increase number of scholarships awarded
- Create a Forum Scholarship Program
- Use Social Media to promote professional development and scholarship opportunities
- Create a Professional Development Sponsorship Program

Goal 3: RMGPA is committed to offering membership the opportunity to reach their full potential through diverse and quality programs.**Action Plan:**

- Increase member satisfaction of conference workshops
- Create availability of program content to membership following conferences
- Continue to develop a mentor program for new professionals, professional certification, and student membership
- Increase number of RMGPA members
- Increase number of volunteers
- Research hosting a future NIGP Forum every odd number year

Goal 4: RMGPA is committed to collaborations with the business community to promote the procurement profession.**Action Plan:**

- Increase collaboration between Vendor Liaison, Chapter Enhancement, Marketing and the Programs committees
- Increase utilization of suppliers as an effective resource for articles, information, guest panels
- Increase promotion of the RMGPA Corporate Sponsorship Program

Communication Plan:

- Present Board of Directors and Membership with the Updated Annual Strategic Plan at Spring Meeting, in newsletter, and website.
- Reviewed by Board of Directors in July and at annual Strategic Study Session in February
- Report Card update to Membership at each conference

2016 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER	E-Mail	PHONE
President	Skeet McCracken, CPPO, CPPB	skeetm@psdschools.org	(970) 490-3428
Vice President	Valerie Scott, CPPB	valerie.scott@longmontcolorado.gov	(303) 744-4887
Secretary	Mary Smith, CPPB	maasmith@aps.k12.co.us	(303) 326-1988 x28234
Treasurer	Vivian Harvell	vharvell@hsd2.org	(719) 579-2034
Past President	Molly McLoughlin, CPPB	molly.mcloughlin@bvsd.org	(720) 561-5132

STANDING COMMITTEES

COMMITTEE	CHAIR	E-Mail	PHONE
Awards	Curt DeCapite, CPPB	curtd1977@gmail.com	(719) 331-0319
Chapter Enhancement	Bill Oliver	oliver_willam@svvsd.org	(303) 702-7736
Communications	Molly McLoughlin, CPPO, CPPB	molly.mcloughlin@bvsd.org	(720) 561-5132
Education & Pro-D	Diana Cantu, CPPB	cantu_diana@svvsd.org	(303) 702-7715
Elections	Linda Meserve, CPPB	linda.meserve@colostate.edu	(970) 491-6611
Historian	Vera Kennedy, CPPB	vekenned@jeffco.k12.co.us	(303) 982-6511
Legislative	Karen Picariello, CPPB	karen.picariello@state.co.us	(303) 205-2345
Marketing	Fady Elsegeiny	Fady.Elsegeiny@colostate.edu	(970) 491-1992
Membership	Patricia O'Neal	patricia.o'neal@state.co.us	(303) 757-9399
Newsletter	Kerry Sheahan	kerry.sheahan@longmontcolorado.gov	(303) 774-3671
Programs	Beth Hewes, CPPB	elizabeth.hewes@state.co.us	(303) 866-3080
Vendor Liaison	Pete Toth	ptoth@arvada.org	(720) 898-7091

2016 COMMITTEE CO-CHAIRS

COMMITTEE	CO-CHAIR	E-Mail	PHONE
Awards	Mary Jablonski, CPPB	Mary.jablonski@thompsonschoool.org	(970) 613-5149
Chapter Enhancement	Traci Burtnett, CPPO, CPPB	traci.burtnett@thompsonschoools.org	(303) 682-7309
Communications	David Musgrave	david.musgrave@state.co.us	(303) 757-9861
Education & Pro-D	Sherri Gibson, CPPB	sherri.gibson@state.co.us	(303) 866-5732
Legislative	Linda Lewis	linda.w.lewis@state.co.us	(303) 866-6212
Marketing	Chelsea Bunker	chelsea.bunker@state.co.us	(303) 556-3280
Membership	Toi Matthews	toi.matthews@state.co.us	(303) 757-9968
Newsletter	Kelly Wooden, CPPO, CPPB	Kelly.L.Wooden@Adams12.Org	(720) 972-4208
Programs	Kimberly Taylor	kimberly.taylor@state.co.us	(303) 866-5738





**KEEP
CALM
AND
FOCUS ON
PROCUREMENT**

**THE ROCKY MOUNTAIN
GOVERNMENTAL
PURCHASING
ASSOCIATION**



Visit us on the web at www.rmgpa.org

*Dedicated to Excellence in
Public Purchasing*

Rocky Mountain Regional Chapter of



**Winner of NIGP's Large Chapter of
the Year - 2006, 2009**

**Extra Large Chapter of the Year
2015, 2016!**