

TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

www.austinontapp.org

February 2010

Volume 27, Issue 1, Page 1

President's Message –

Greetings fellow purchasing professionals – February is a time when the world seems to hang between the old and the new; between winter and spring... ending one season and awaiting the next ... a time of both suspense and change.

That seems to sum up where our country is now... coming (slowly) out of the Winter of recession, but not yet moving into the warm Spring of recovery. Changes have happened, and more are on the horizon, leaving us all feeling the chill of uncertainty.

The recent Stimulus bill made funds available and required whirl-wind processing to meet the federal deadlines. Now we are hearing that additional funds may be provided by the federal government. This is exciting for Texas and brings hope for the overall economy, but the time frames mandated in these stimulus packages represent a huge challenge for procurement professionals.

It is now that agencies and entities should recognize and benefit the most from the skills and knowledge of their professionals in purchasing and contract administration, to ensure funds are expended wisely, ethically, and with maximum benefit for all.

I encourage you all to seek opportunities to tout your efforts to benefit Texans in your job activities, 'advertise' your accomplishments, and demonstrate the value that purchasing is adding in government, every day.

2010 promises to be a milestone year for the USA, Texas, and TAPP in particular. This year will be chock full of changes, challenges, and opportunities for purchasers to learn, grow, and shine.

I encourage you to take advantage of these opportunities by becoming active in TAPP committees, participating in TAPP sponsored seminars; reaching for national certification through TAPP sponsored CPPB and CPPO prep courses; and attending the NIGP National Forum in August.

I look forward to journeying through 2010 with you.

Best Regards,

Sandra Radosavljevic

Next Board Meeting:

11:30 a.m., Wednesday, February 3, 2010

Camp Hubbard, 3800 Jackson Avenue, Building 5, Austin, Texas

Texas Association of Public Purchasers February, 2010 General Meeting

**Speaker: TAPP 2010 President
Sandra Radosavljevic, CPPO, CTPM**

Topic: TAPP 2010 Initiatives

Date: February November 4, 2010

Time: 11:30 a.m. to 1:00 p.m.



**Location: William B. Travis building.
Circle Board Room, Room # is 1-104
1701 N. Congress Ave.
Austin, TX 78701**

RSVP to James Gonzalez at James.Gonzalez@tea.state.tx.us

2010 Chapter Leadership

Officers:**President****Sandra Radosavljevic, CPPO, CTPM**

Texas Department of Transportation

Phone: (512) 374-5431

Fax: (512) 374-5482

E-mail: sradosav@dot.state.tx.us**Secretary****Kay Wagner, CPPO, CPPB**

Texas Department of Transportation

Phone: (512) 374-5421

Fax: (512) 374-5483

E-mail: kwagne1@dot.state.tx.us**Immediate Past President****Ernie Lee, CPPO, CTPM**

Texas Department of Transportation

Phone: (512) 374-5166

Fax: (512) 374-5121

Email: elee@dot.state.tx.us**Vice President****Weaver T. Jackson, CPPO, CPPB, CTPM**

Texas Department of Transportation

Phone: (512) 374-5432

Fax: (512) 374-5481

Email: wjacks@dot.state.tx.us**Treasurer****Misti Shumate, CTCM, CTPM**

Texas Board of Professional Engineers

Phone: 512-440-3086

Fax: 512-440-2934

Email: misti.shumate@tbpe.state.tx.us**Board of Directors:**

2008 – 2010

Steve Piña, CPPB, CTPM

Attorney General of Texas

Phone: (512) 460-6135

Fax: (512) 460-6062

Email: stephen.pina@cs.oag.state.tx.us**Art Huck, CSM**

Texas Department of State Health Services

Phone: (512) 255-5946

Fax: (512) 255-5946

Email: huck_art@yahoo.com

2009 – 2011

Carol Debish, CPPB

Austin Energy

Phone: (512) 322-6264

Fax: (512) 322-6405

Email: carol.debish@austinenergy.com**Nancy McCallum, CPPO, CPPB, CTPM, CTP**

Texas Department of Motor Vehicles

Phone: 512-467-3973

Fax: 512-302-2040

Email: nmccall@dmv.state.tx.us

2010 – 2012

Glenn R. Hagler, CPPO, CTPM

Texas Department of Transportation

Phone: (512) 374-5402

Fax: (512) 374-5480

Email: ghagler@dot.state.tx.us**Jo B. Woten, C.P.M., CTPM**

Texas Department of Transportation

Phone: (512) 374-5431

Fax: (512) 374-5480

Email: jwoten@dot.state.tx.us**Standing Committees:****Professional Development****Ann Tillman, CPIM, CTPM**

Employees Retirement System of Texas

Phone: (512) 867-7160

Fax: (512) 867-3199

Email: ann.tillman@ers.state.tx.us**Programs****Vacant****Facilities****Vacant****Communications and Publications****John Dobrich, CPPB, CTPM, CTP**

Teacher Retirement System of Texas

Phone: (512) 542-6569

Fax: (512) 542-6500

Email: john.dobrich@trs.state.tx.us**Membership****Jo B. Woten, C.P.M.**

Texas Department of Transportation

Phone: (512) 374-5431

Fax: (512) 374-5480

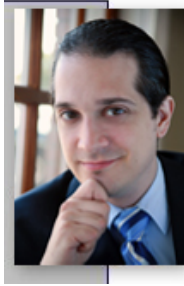
Email: jwoten@dot.state.tx.us**Awards****Sandra Radosavljevic, CPPO, CTPM**

Texas Department of Transportation

Phone: (512) 374-5431

Fax: (512) 374-5482

E-mail: sradosav@dot.state.tx.us



Rule #1 of Tactical Procurement

PurchTips - Edition # 193, December 15, 2009

By Charles Dominick, SPSM - President & Chief Procurement Officer, Next Level Purchasing, Inc.

What Should Be The Focus In Tactical Procurement?

Unlike strategic procurement which has a long-term focus, tactical procurement deals with the administration of procurement transactions, including the occasional "one-time buys." Now, just because a procurement is a one-time buy doesn't mean that it can be handled by anyone. A buyer still needs to know some fundamentals of procurement for this tactical purchase, which brings me to "Rule #1 of Tactical Procurement."

My Rule #1 of Tactical Procurement is this: "The buyer must first identify the product, service, and/or supplier with an acceptable probability of being satisfactory in all aspects of the transaction and then achieve the lowest cost for that product or service or with that supplier."

What does this mean?

It means that the buyer is to first assess:

- Whether the product or service is the right one for the purpose intended
- The likelihood of the product being delivered, or the service being performed, in the desired time-frame
- The likelihood of the product or service meeting or exceeding quality expectations
- The likelihood of the supplier being able to provide the type of support anticipated when things go well or if things go wrong

Only after this assessment is done should the buyer consider cost in the decision. If multiple suppliers have an equally high probability of providing a satisfactory experience, then cost can be a differentiator or even THE differentiator.

"Cost" can simply mean price or can mean a carefully calculated total cost of ownership. Which type of cost you use depends on the value and the complexity of the purchase. But both are factored into the decision only after the probability of satisfaction is determined.

This rule means forces you to focus on a satisfactory experience first, cost second. You never want to select a supplier that provides an unsatisfactory experience just because they offered the lower price.

Charles Dominick, SPSM, is President & Chief Procurement Officer of Next Level Purchasing, Inc. (<http://www.nextlevelpurchasing.com>). This article was originally published in Next Level Purchasing's PurchTips newsletter. Republished with the written permission of Next Level Purchasing, Inc. To read previous editions of PurchTips or to subscribe to PurchTips directly for free, visit <http://www.NextLevelPurchasing.com/free.html>. Contact Charles at cdominick@nextlevelpurchasing.com.



**TEXAS ASSOCIATION OF PUBLIC PURCHASERS
(TAPP)**

Web Site: www.austintonapp.org

CHAPTER

NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING

**2010 Membership Application
& Renewal Form/Invoice**

Date: _____

There are many exciting reasons for becoming a TAPP member or renewing your current membership! Receiving monthly newsletters, attending monthly meetings to network and share procurement related information, receiving discounts on NIGP/TAPP sponsored training, and receiving continuation education points are just to name a few!

- New Member* - \$50.00
- Renewal* - \$35.00
- Retired* – No Dues

(Please type or print and provide all information below)

NAME: _____

TITLE: _____

EMPLOYER: _____

ADDRESS: _____

CITY: _____ **STATE:** _____ **ZIP:** _____

PHONE: () _____ **FAX:** () _____

E-MAIL (WORK): _____

Are you a member of National NIGP? Yes No NIGP#: _____

Professional certification earned: CPPO CPPB CTPM CTCM CTP

Other: _____

Interested in serving on a committee? Programs Membership

Facilities Communications and Publications Professional Development

(Please note that the above information will be shared with NIGP)

Chapter Year: January 1 through December 31. To be a member in good standing, application must be received by March 15, 2010.

PLEASE RETURN FORM WITH PAYMENT FOR PROPER CREDIT

FORUM 2010 – SAN ANTONIO, TEXAS

Please make check payable to: Texas Association of Public Purchasers

Send to: TAPP, P.O. Box 513, Austin, TX 78767

TAPP Tax ID # 14217636373000

Job Postings

Please check the following websites for the most recent postings. Positions are commonly found with the following keywords: Buyer, Contract, Proposals, Bids, Specialist, Purchaser, Procure, Purchasing, Procurement, Contract Administrator, Supply Management, and Inventory Management.

<http://esbd.cpa.state.tx.us/hr/jobs.cfm>

http://www.txdps.state.tx.us/administration/staff_support/human_resources/jobs/jobsearch.asp

<http://www.twc.state.tx.us/jobs/job.html>

<http://www.monster.com>

<http://www.jobsearch.com>

<http://hotjobs.yahoo.com>

<http://www.careerbuilder.com>

NIGP members may access job postings dedicated to public purchasers on the NIGP website at: <http://www.nigp.org/restrict/career.htm>

Newsletter Additions

Do you have something you would like to add to the newsletter? Is there a writer in you just itching to get out?

Please consider preparing an article for the newsletter. You may choose any topic you wish (almost!) Writing an article for a professional association newsletter brings many great returns; among them are personal satisfaction and recognition, but most of all you have an opportunity to share your accumulated experience, knowledge, and wisdom with other TAPP members. CPPOs and CPPBs may even be eligible for a recertification point from NIGP for published articles.

Give me a call at (512) 542-6569 or send me a note at john.dobrich@trs.state.tx.us.



TEXAS ASSOCIATION OF PUBLIC PURCHASERS 2010 SEMINAR SCHEDULE Austin, Texas

Seminar Hours: 8:00 am – 5:00 pm; No Lunch is provided

DATE	PRICE CODE	SEMINARS	REGISTRATION DEADLINE
JANUARY 20-22, 2010	3	LEAP – INTRODUCTION TO PUBLIC PROCUREMENT	12-20-09 NOON
MARCH 3-5, 2010	3	LEAP – PLANNING, SCHEDULING & REQUIREMENT ANALYSIS	2-3-10 NOON
APRIL 5-6, 2010	2	CPPB (EXAM REVIEW) PREP	3-5-10 NOON
APRIL 7-8, 2010	2	CPPO (EXAM REVIEW) PREP	3-5-10 NOON
APRIL 21-23, 2010	3	LEAP – LEGAL ASPECTS OF PUBLIC PURCHASING	3-19-10 NOON
SEPTEMBER 22-24, 2010	3	LEAP – SOURCING IN THE PUBLIC SECTOR	8-20-10 NOON
OCTOBER 20-22, 2010	3	LEAP – CONTRACT ADMINISTRATION	9-20-10 NOON
DECEMBER 8-10, 2010	3	LEAP – DEVELOPING & MANAGING RFPs IN THE PUBLIC SECTOR	11-8-10 NOON

Seminar Fees			
Membership Type	1-Day Seminar	2-Day Seminar	3-Day Seminar
National Member	\$160	\$360	\$575
Non-Member	\$225	\$500	\$750

SEMINAR LOCATION
JOHN H. WINTERS HUMAN SERVICES COMPLEX
 701 West 51st Street; Austin, TX 78751
 Phone: 512-438-3011

Registration, Payment, & Cancellation

- A. Locate Course(s):** NIGP home page is <http://www.nigp.org/eweb/>
1. **Select** 'Professional Development' on left side of blue horizontal bar below green field
 2. **Under** 'Education Programs' (vertical blue bar) **Click** on 'Currently Scheduled Courses'
 3. **Browse** to pick course topic & **choose** 'Texas' from state drop down
 4. **Click** 'Search' and next **Click** on course title under topic
 5. On 'Search Results' **Click** Austin, TX course topic
- B. Registration methods** – online (may pay by credit card) or FAX (may pay by check or PO)
- **Online** – click 'Register' radio button (bottom of page) and follow step-by-step process, **OR**
 - **'Download print & FAX form'** (halfway down page after 'Register by FAX' & above red statement) – complete NIGP form & FAX to 703-736-9639 ("Attn: Seminar Registrar")
- C. Payment to NIGP** – "Payments **must be received 2 weeks before the seminar start date**" by PO (vendor is NIGP), check (payable to NIGP), & credit card (American Express, Master Card, or VISA)
- D. NIGP Cancellation Policy** – \$75.00 cancellation fee after registration deadline & 'No Shows' are liable for entire seminar fee

www.austinontapp.org
 Ann Tillman, CTPM, CPIM(APICS)
 Professional Development Chair
 Email: TAPP_Austin_Chapter@yahoo.com