

TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

www.austintapp.org

June, 2009

Volume 26, Issue 6, Page 1

President's Message –

It seems like we have slipped right out of Spring and run right into Summer. I hope everyone has had a good year so far. It seems impossible that almost half the year has come and gone. Summer brings with it new opportunities for outdoor adventures. Please remember when around the water to always be safe. Drink lots of water and watch the heat.

There are still a few on the membership list who have not paid their 2009 membership dues. Please arrange to do that soon so that you won't miss important chapter announcements.

Attendance at the meetings has been very good lately. Please be sure to RSVP according to the flyer instructions so that we can be sure to have enough food on hand. You know how I get when the trough gets empty!

We are fast approaching the 2009 NIGP Annual Forum and Products Exposition in St. Louis. If you go, I know you will have lots of fun. There are many interesting seminars and training workshops to hone your knowledge and fine tune your already exceptional skills. St. Louis, as you know is a great baseball town (in fact, our Astros will be playing the Cards there that week). It is also the home of what non-Texans call great bar-b-q, and what we Texans call "powerful middlin'." It has a slight claim to blues music, and has that wonderful arch. However, the best show in town for my money is the Frontier league semi-pro baseball team the River City Rascals. Check it out and have fun.

NIGP is changing some of its policies as we discussed last month. Most recently is the centralized registration for seminars and training events. You can now register on-line using your procurement card. It should be a great convenience.

Thank you all and I hope to see you at the meeting on June 4! Remember that we don't have a membership meeting in July. So please try to come in June. Have a great summer!

Ernie Lee

Next Board Meeting:

11:30 a.m., Wednesday, June 3, 2009

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

Texas Association of Public Purchasers June, 2009 General Meeting

Speaker: Vania Ramaekers, CPPB
Purchasing Agent Assistant III
Travis County Purchasing Office

Topic: ERP Systems - Purchasing
Professionals' Evolving Roles
With New Technologies

Date: June 4, 2009

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



Vania Ramaekers has worked in government for more than twenty years at the state and county levels. She has experience in the areas of purchasing, inventory, and budgeting.

Previously Vania managed technology consolidation purchases and purchased road materials and equipment for the Texas Natural Resources Conservation Commission.

Vania manages one hundred and forty professional services contracts in her current position with the Travis County Purchasing Office. She is also working on attaining her Certified Professional Purchasing Officer certification.



Location: Austin Energy, Town Lake Center
5th Floor Conference Room, 721 Barton Springs Road
Austin, TX 78701

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

Cost for members: \$8.00

Non-members: \$12.00

2009 Chapter Leadership

Officers:**President****Ernie Lee, CPPO, CTPM**

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 Fax: (512) 374-5121
 Email: elee@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**Jo B. Woten, C.P.M., CTPM**

Texas Department of Transportation
 Phone: (512) 374-5431
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 Email: jwoten@dot.state.tx.us

Vice President**Sandra Radosavljevic, CPPO, CTPM**

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 Phone: (512) 374-5431
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Treasurer**Misti Shumate, CTCM, CTPM**

Texas Board of Professional Engineers
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2007 - 2009

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2010-2011

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 Email: nmccall@dot.state.tx.us

Standing Committees:**Professional Development****Ann Tillman, CPIM, CTPM**

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 Fax: (512) 867-3199
 Email: ann.tillman@ers.state.tx.us

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Let's Get Motivated!

By Barry Thormahlen, CPPB, CTPM
Texas Department of Transportation

I recently attended a "Motivational Business Seminar" on my own time and at my own expense. This live seminar with thousands of people in attendance heard motivational talks from speakers of all professions. The following notable presenters appeared live in person: Rudolph Giuliani, Tamara Lowe, Zig Ziglar, Dr. Robert Schuller, Rick Belluzzo (of Microsoft fame), Suze Orman, and General Colin Powell.

Some of the topics covered were: taking good care of others (including employees), financial, getting out of debit, success, respect, adversity, faith, and understanding yourself and others. The common theme throughout the seminar was that you can control your own destiny, and increase your productivity and income. Also you can learn from your own failures and successes and **the importance of understanding what motivates you and others**. Understanding who you are and what motivates you and those you work with (including your spouse) can be very helpful in communicating with others.

Tamara Lowe, presenter and co-founder of Get Motivated Seminars, Inc.™, has met with five United States Presidents and many other heads of state. She also created the very insightful **Motivation DNA™ profile questionnaire**. You can take this very insightful free profile questionnaire **at HOME on your own computer**. Just go to the following web site www.getmotivatedbook.com and then click on "Take the Motivational DNA Test". After answering the questionnaire, the results will be e-mailed to you. My wife and I took the DNA profile test. We received the results in a matter of seconds and **it was very enlightening**.

I encourage you to take a few minutes to answer a few questions for fun and gain insights into your motivational "Drives, Needs and Awards". You just may be surprised at what you learn.

Are You Chief Procurement Officer Material?

PurchTips - Edition # 178, May 19, 2009

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

What Do Companies Seek When Recruiting A CPO?

If you think that simply doing a "good job" will get you promoted to higher and higher procurement positions until you reach the CPO level, you may be in for an unpleasant surprise. There are certain characteristics that make you "CPO material."

"Getting to the CPO level is heavily influenced by transformational leadership skills, not just process knowledge," according to Robert Rudzki, the President of Greybeard Advisors and former CPO of Bayer Corporation. "Having good leadership and transformational ability, a collaborative style, and an innovative spirit is often times the single most important skill set that you'd have at the [CPO level]," he says, noting that CPO's have subordinates skilled in the procurement process itself.

Rudzki has also noticed a difference in the characteristics of CPO's who are promoted from within versus CPO's who are hired from outside the company. "For in-house candidates, what's critically important is a track record of leadership success in the company. Note that I did not say a track record of procurement leadership success in the company," he stresses. "Someone who has strong leadership skills - particularly as it relates to transforming functions and organizations - and has company internal knowledge can be a very strong internal candidate to become the next CPO, even if initially they know relatively little about modern procurement practices."

However, Rudzki observes that procurement knowledge is valued more by companies who hire external CPO's. When companies recruit externally, "the leading edge approach is to locate somebody who has proven themselves to understand supply management best practices and has demonstrated experience leading procurement transformations regardless of industry," he explains.

Rudzki also advocates seeking out and accepting cross-functional job assignments as a step towards the CPO level, saying "In this world of cross-functional teaming and emphasis on broad-based leaders, you will enhance your upward mobility and, quite frankly, the value to your employer, by taking on job assignments that broaden your experience base and your understanding of how other functions in your company work."

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>.

TEXAS ASSOCIATION OF PUBLIC PURCHASERS (TAPP) Web Site: www.austinontapp.org CHAPTER NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING

2009 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 [] 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 receive credit for re-certification points, application must be received by March 15, 2009.

PLEASE RETURN FORM WITH PAYMENT FOR PROPER CREDIT

Please make check payable to: Texas Association of Public Purchasers Send to: TAPP, P.O. Box 513, Austin, TX 78767 TAPP Tax ID # 14217636373000

Current Job Posting

There is a Purchaser III position within the Texas Department of Transportation (TxDOT), **Job Requisition Number 13566** that posted May 21, 2009 and will close June 4, 2009. This position will purchase major construction and maintenance equipment and services.

Anyone interested in applying is encouraged to review the job posting on-line at:

<http://www.txdot.gov/employment/alljvns/jvn013566.htm>

As a reminder, current TxDOT HR policy allows applicants to submit a separate **Summary of Work Experience and Competency** attachment, limited to ½ page per Competency. Text that extends past ½ page (per Competency) and additional attachments (references, training certificates, work samples, etc.) cannot be considered by reviewers.

Please note again the posting deadline of June 4, 2009. If you have any questions, please call me at 512 374-5431.

Jo B. Woten, C.P.M., CTPM

Other 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 2009 SEMINAR SCHEDULE Austin, Texas

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

DATE	PRICE CODE	SEMINARS	REGISTRATION DEADLINE
JANUARY 14-16, 2009	3	LEAP – INTRODUCTION TO PUBLIC PROCUREMENT	12-23-08 NOON
FEBRUARY 11, 2009	1	MANAGING YOUR END USERS & SUPPLIERS: IT'S ALL ABOUT RELATIONSHIPS	01-09-09 NOON
FEBRUARY 12-13, 2009	2	WAREHOUSING & INVENTORY CONTROL	01-12-09 NOON
MARCH 25-27, 2009	3	LEAP – PLANNING, SCHEDULING & REQUIREMENT ANALYSIS	02-25-09 NOON
APRIL 6-7, 2009	2	CPPB REVIEW	03-06-09 NOON
APRIL 8-9, 2009	2	CPPO REVIEW	03-06-09 NOON
APRIL 22-24, 2009	2	LEAP – LEGAL ASPECTS OF PUBLIC PURCHASING	03-20-09 NOON
MAY 18-19, 2009	2	NEW – LOGISTICS & TRANSPORTATION	04-17-09 NOON
MAY 20-21, 2009	2	CONTRACTING FOR PUBLIC SECTOR SERVICES	04-20-09 NOON
JUNE 5, 2009	1	ETHICS: A SURVIVAL KIT FOR PUBLIC PROCUREMENT	05-05-09 NOON
SEPTEMBER 16-18, 2009	3	LEAP – SOURCING IN THE PUBLIC SECTOR	08-14-09 NOON
OCTOBER 21-23, 2009	3	LEAP – CONTRACT ADMINISTRATION	09-21-09 NOON
NOVEMBER 18, 2009	1	PROTESTS & DISPUTES: WHAT'S A BUYER TO DO?	10-16-09 NOON
NOVEMBER 19-20, 2009	2	NEW – RISK MANAGEMENT IN PUBLIC CONTRACTING	10-19-09 NOON
DECEMBER 9-11, 2009	3	LEAP – DEVELOPING & MANAGING RFPs IN THE PUBLIC SECTOR	11-09-09 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
CLARION INN & CONFERENCE CENTER
 2200 South IH-35; Austin, TX 78704
 Phone: 512.444.0561/ FAX: 512.444.7254

Registration, Payment, & Cancellation: go to NIGP Course Catalog at:
<http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=semsched>

Select "Topic" or "State/Territory" and click on the "Search" button

- A. **Registration methods** – see instructions about halfway down the screen on the individual course page
 1. **Online** – click orange "Register" button on bottom of course screen to pay by credit card and follow step-by-step process, **OR**
 2. **Register by FAX** – click "Download Print and FAX Form" and send it "Attn: Seminar Registrar-Nic Burke" after the form is completed.
- B. **Payment to NIGP** – is required at least 14 days before the Seminar for credit card, check, & PO.
- C. **NIGP Cancellation Policy** – No refund without written request within specific time limits and "No Shows" are liable for the entire fee.

TAPP Chapter of NIGP (<http://www.austinontapp.org/seminars.html>)
 Ann Tillman, CTPM, CPIM – TAPP Professional Development Chair
 Phone: 512-867-7160 / Fax: 512-867-3199 / Email: Ann.Tillman@ers.state.tx.us



Ethics: A Survival Kit for Public Procurement June 5, 2009

Contact hours: 8 hours
UPPCC* Re-Certification points: 1
CEU Units:** .75

General Description: This course will introduce the student to ethical practices needed during the procurement process. The course will empower the student with the ability to make distinctions between competing choices that face the procurement professional. Being ethical is not always easy, but it is always important. The participant will learn to focus on discernment, discipline, and effectiveness as vital elements of ethical decision-making. Both moral and business considerations will be analyzed in this seminar.

This seminar is designed to offer a practical hands-on approach to ethical decision-making in the public procurement process by engaging in exercises and case studies that reinforce presented concepts. Being ethical isn't always easy. Procurement professionals have to make many decisions under economic, professional, social, and political pressure. From the basic day-to-day to the complex decisions, this will be a comprehensive study that will equip the public procurement professional to deal with those decisions ethically.

Intended Audience: All professionals involved in Public Procurement.

****CEU units** for this workshop are granted through NIGP. NIGP will not issue partial CEU units.

SEMINAR LOCATION:
CLARION INN & CONFERENCE CENTER
2200 South IH-35; Austin, TX 78704
Phone: 512.444.0561/ FAX: 512.444.7254

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

Registration, Payment, & Cancellation: go to NIGP Course Catalog at:
<http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=semsched>

Select "Topic" or "State/Territory" and click on the "Search" button

- A. **Registration methods** – see instructions about halfway down the screen on the individual course page
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Sourcing in the Public Sector
September 16-18, 2009

Contact hours: 24 hours
UPPCC* Re-Certification points: 3
CEU Units:** 2.25



General Description: This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements, including pre-sourcing planning, needs assessment, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing the relevant sourcing invitation document, managing the acquisition process, evaluation of response submissions, and contract awards will be explored.

Intended Audience: Sourcing, by government organizations is a different and complex process, filled with rules, regulations, procedures, court decisions, conflict of interest prohibitions, and issues that can complicate and confound the lives of government officials charged with procurement responsibilities. This course is intended for those who want to learn how to navigate the process and increase their understanding of the critical issues that frame the concept of public sector sourcing and discusses future sourcing challenges.

**CEU units for this workshop are granted through NIGP. NIGP will not issue partial CEU units.

SEMINAR LOCATION:
CLARION INN & CONFERENCE CENTER
2200 South IH-35; Austin, TX 78704
Phone: 512.444.0561/ FAX: 512.444.7254

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

Registration, Payment, & Cancellation: go to NIGP Course Catalog at:
<http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=semsched>

Select "Topic" or "State/Territory" and click on the "Search" button

- D. **Registration methods** – see instructions about halfway down the screen on the individual course page
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Contract Administration
October 21-23, 2009

Contact hours: 24 hours
UPPCC* Re-Certification points: 3
CEU Units** : 2.25



General Description: This seminar provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

Intended Audience: This class is designed for contract managers at every level; contract managers with significant experience will find the material to be useful, as it examines contract administration in the context of 21st century contract challenges. Material addresses contracting from a global perspective, i.e. unique statutes and/or regulations may be mentioned; however the material transcends state or national level interest by offering a look at the process and best practices that have application regardless of unique laws and regulations that may govern.

**CEU units for this workshop are granted through NIGP. NIGP will not issue partial CEU units.

SEMINAR LOCATION:

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2200 South IH-35; Austin, TX 78704
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