

# TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

[www.austinontapp.org](http://www.austinontapp.org)

March, 2009

Volume 26, Issue 3, Page 1

## President's Message –

It's here! Purchasing Month! This is the time when our profession is recognized for its outstanding contributions. Be sure to celebrate. Showcase your talents. This is a great time to have an open house, and invite others to see what we do. We have proclamations from both the City of Austin, and the Governor. Come and see these documents at our March meeting. I hope to see you there.

Please do not forget to renew your membership if you haven't already. TAPP depends upon membership for a significant portion of our annual budget. Dues for 2009 are outstanding now, and become delinquent after March. Please get your renewal in on time so you don't miss out on this exciting year. For those who have already renewed, please know that we appreciate your continued support of TAPP and public procurement. Together we make a difference!

The latest news from NIGP is that the certification review seminars work! Those who took the review workshops using NIGP materials had an 82% pass rate compared to 62% for those who did not. TAPP's CPPB review is April 6-7, and the CPPO review is April 8-9. You still have a chance to get into the review classes.

TAPP congratulates CPPOs Vic Chanmugam from HHSC, Karen Moore of TxDOT, and Kay Wagner, our TAPP Secretary, from TxDOT who earned the CPPO in November. Sorry we missed you. If you know of anyone who receives any honor, recognition, or certification please let me know. NIGP and TAPP welcome new member Texas Association of School Boards and its representative Steve Fisher, and individual member Van Jobe. Please join us at our monthly meetings.

The Board of Directors is hard at work trying to adopt a budget for 2009. I know it is late. The current economic situation has hit everyone hard, and TAPP is no exception. Only one of our training seminars has made this year so far, and we have lost several. It looks like many agencies have had to cut their training budgets severely. We will be making some hard choices this month concerning funding. We are unsure at this time where we will have to make up the difference. We ask that you understand that the board hates raising fees. However, the alternative is worse.

Thank you all for your hard work and continued dedication. Keep up the good work, and enjoy Purchasing Month. Don't forget to come to the meeting in March, where we will hear about the TxSmartBuy program. I'm looking forward to it myself.

*Ernie Lee*

### **Next Board Meeting:**

11:30 a.m., Wednesday, March 4, 2009

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

## Texas Association of Public Purchasers March, 2009 General Meeting

**Speaker:** Lisa Vega, CTPM  
**Team Lead**  
**Training and Certification Division**  
**Texas Comptroller of Public Accounts**



**Topic:** TxSmartBuy - Texas Comptroller  
of Public Accounts Online  
Ordering System  
**Date:** March 5, 2009  
**Time:** 11:30 a.m. to 1:00 p.m.

With 20 years of State experience, Lisa Vega, CTPM has dedicated 12 years as an internal-Purchaser with aspects of training for the Comptroller's office. In December 2008, she joined forces with Texas Procurement and Support Services as a Team Lead for the Training and Certification division as part of the Comptroller's office.



**Location:** Department of State Health Services (DSHS)  
Room 164, 909 W 45th St.  
Austin, TX 78751-2803

RSVP to James Gonzalez at [James.Gonzalez@tea.state.tx.us](mailto:James.Gonzalez@tea.state.tx.us)

**Cost for members: \$8.00**

**Non-members: \$12.00**

## 2009 Chapter Leadership

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

Texas Department of Transportation  
 Phone: (512) 374-5166  
 Fax: (512) 374-5121  
 Email: [elee@dot.state.tx.us](mailto:elee@dot.state.tx.us)

**Secretary****Kay Wagner, CPPO, CPPB**

Texas Department of Transportation  
 Phone: (512) 374-5211  
 Fax: (512) 374-5482  
 E-mail: [kwagne1@dot.state.tx.us](mailto:kwagne1@dot.state.tx.us)

**Immediate Past President****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](mailto:jwoten@dot.state.tx.us)

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

Texas Department of Transportation  
 Phone: (512) 374-5431  
 Fax: (512) 374-5480  
 E-mail: [sradosav@dot.state.tx.us](mailto:sradosav@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](mailto:misti.shumate@tbpe.state.tx.us)

**Board of Directors:**

2007 - 2009

**Glenn R. Hagler, CPPO, CTPM**

Texas Department of Transportation  
 Phone: (512) 374-5402  
 Fax: (512) 374-5480  
 Email: [ghagler@dot.state.tx.us](mailto:ghagler@dot.state.tx.us)

**Weaver T. Jackson, CPPO, CPPB, CTPM**

Texas Department of Transportation  
 Phone: (512) 374-5432  
 Fax: (512) 374-5481  
 Email: [wjackso@dot.state.tx.us](mailto:wjackso@dot.state.tx.us)

2009-2010

**Steve Piña, CPPB, CTPM**

Attorney General of Texas  
 Phone: (512) 460-6135  
 Fax: (512) 460-6062  
 Email: [stephen.pina@cs.oag.state.tx.us](mailto:stephen.pina@cs.oag.state.tx.us)

**Art Huck, CSM**

Texas Department of Public Safety  
 Phone: (512) 255-5946  
 Fax: (512) 255-5946  
 Email: [huck\\_art@yahoo.com](mailto:huck_art@yahoo.com)

2010-2011

**Carol Debish, CPPB**

Austin Energy  
 Phone: (512) 322-6264  
 Fax: (512) 322-6405  
 Email: [carol.debish@austinenergy.com](mailto:carol.debish@austinenergy.com)

**Nancy McCallum, CPPO, CPPB, CTPM, CTP**

Texas Department of Transportation  
 Phone: 512-467-3973  
 Fax: 512-302-2040  
 Email: [nmccall@dot.state.tx.us](mailto:nmccall@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](mailto:ann.tillman@ers.state.tx.us)

**Programs****Art Huck, CSM**

Texas Department of Public Safety  
 Phone: (512) 255-5946  
 Fax: (512) 255-5946  
 Email: [huck\\_art@yahoo.com](mailto:huck_art@yahoo.com)

**Facilities****Mike Long, CPPB**

Travis County  
 Phone: (512) 854-4850  
 Fax: (512) 854-9185  
 Email: [mike.long@co.travis.tx.us](mailto:mike.long@co.travis.tx.us)

**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](mailto: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](mailto:jwoten@dot.state.tx.us)

**Awards****Sandra Radosavljevic, CPPO, CTPM**

Texas Department of Transportation  
 Phone: (512) 374-5431  
 Fax: (512) 374-5480  
 E-mail: [sradosav@dot.state.tx.us](mailto:sradosav@dot.state.tx.us)

**TEXAS ASSOCIATION OF PUBLIC PURCHASERS  
(TAPP)**  
*Web Site: www.austintonapp.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

## ***NIGP resolves to use federal GSA schedules to advance green purchasing***

January 27, 2009

Source: NIGP

The National Institute of Governmental Purchasing has adopted a resolution urging the federal government to grant state and local governments access to green products available through GSA schedules.

The full resolution, as it appears in NIGP's January 21, 2009 [Buy Weekly](#) news bulletin, is shown below:

### **NIGP Adopts Resolution to Purchase Green Commodities Through GSA Schedules**

Resolution Number: 1030

#### **Purchase of Environmentally Preferable "Green" Commodities and Services Through Access to U.S. Federal Government GSA Schedules**

**Whereas**, the National Institute of Governmental Purchasing, Inc., supports forms of cooperative purchasing agreements between and among government agencies which have been shown to combine purchasing power and resources to obtain lower costs of procurement for quality goods and services, and

**Whereas**, the National Institute of Governmental Purchasing, Inc., recognizes the Federal General Services Administration's program, extending federal supply schedules to state and local governments, as a cooperative purchasing opportunity providing state and local governments with procurement options, and

**Whereas**, the National Institute of Governmental Purchasing, Inc., wishes to adopt a policy encouraging agency members to favor the acquisition and use of environmentally preferable "Green" commodities and services and,

**Whereas**, opening additional GSA schedules to state and local governments would benefit many of the agency members of the National Institute of Governmental Purchasing, Inc., as a method for reducing costs of procuring environmentally preferable "Green" commodities and services.

**Now, Therefore**, BE IT RESOLVED, that the members of the National Institute of Governmental Purchasing, Inc., support procurement options, which reflect professional purchasing practices and are cost effective, and urge the United States Federal Government to expeditiously open the opportunity for state and local government agencies to access federal supply schedules containing environmentally preferable "Green" commodities and services.

I certify that the above resolution was adopted  
By the Board of Directors of the National Institute of  
Governmental Purchasing, Inc. at its official meeting on  
the 15th day of December, 2008.

**Rick Grimm, CPPO, CPPB**  
**Chief Executive Officer and Secretary**

## ***Planting the Seeds for a Green Code***

Source: February/March 2009 GO pro - The Official Publication of NIGP

By John Walters

Keith Glatz, purchasing and contracts manager for the city of Tamarac, Fla., faced a dilemma. The city council had passed a citywide green initiative directing all departments to purchase green products whenever possible. While the goal of the green order was noble, the directive left a trail of questions for the purchasing department, such as:

- > What is a green product?
- > Do we have green terms and conditions in our contracts?
- > How do we sift this information out of our existing purchase history?
- > How do we track it going forward?

As for the last bullet point, city officials had tasked Glatz with developing an online system that would enable all city employees – “from the purchasing manager down to the office clerk in the public works garage,” Glatz added – to track green products purchased. Easier said than done.

“Unfortunately, our internal ERP platform did not provide a good opportunity for us to track green commodities, so we quickly realized that the only consistent way to do this was to do it the right way,” Glatz said. “And that meant advocating a change to the NIGP Code to provide green delineations.”

While the concept had been percolating in the procurement community for some time, the demand for a green code picked up steam early last year as government executives began asking similar questions of their procurement staffs.

I received several calls over the course of a single week regarding vendor and spend analysis based on green purchasing: Woody Raine from TxDOT needed a means to track green spending per legislative mandate; Paul Rock from North Carolina was attempting to put together specifications for green janitorial supplies. This pointed to a ground shift in thinking and requirements for the NIGP Code to be able to respond to the needs of the users.

### **Complex needs**

As the NIGP Code is used to classify vendors and spend data, it was a natural fit to use the Code as a framework for tracking green spending. But how? With the help of NIGP Code users, I began to research the issue; during our research, a common set of requirements emerged:

**Flexibility** – The need for the new commodity

codes to be used in various scenarios.

**Specificity** – The need to identify the products and services at the appropriate level.

**Interoperability** – The need for the solution to be used in various information systems with as little disruption to existing implementations.

**Scalability** – The need for the solution to support future growth.

Given the complexity of those needs, a workgroup of NIGP Code users was formed to formulate a solution. The NIGP Code Green Workgroup, impaneled in the spring of 2008, included:

- > Jeff Baer, city of Portland, Ore.
- > Scott Case, TerraChoice
- > Aida Davis, Accenture
- > Keith Glatz, city of Tamarac, Fla.
- > Deborah Hail, NIGP Code Services
- > Robert Matney, state of North Carolina
- > Sandra Radosavljevic, TxDOT
- > Woody Raine, TxDOT
- > Mark Rentschler, Greenseal
- > Paul Rock, state of North Carolina
- > Belinda Ruetter, NIGP Member Services
- > John Walters, NIGP Code Services

After a kickoff and preliminary meetings, the group decided to request input from the NIGP Code users. Working with Tina Borger and Belinda Ruetter at NIGP, the group crafted a survey and distributed it to the membership in October.

In all, 268 respondents offered their experiences and opinions in the survey. Among the highlights of the survey:

Twenty-one percent of respondents noted they currently track green expenditures.

Thirty-six percent reported they currently have a mandate to track green expenditures.

If green codes were available, 67 percent of respondents said they would track vendors; 68 percent indicated they would track spend data using green NIGP Codes.

Seventy-eight percent of respondents agreed with the approach identified by the workgroup, 10 percent disagreed and 11 percent did not know.

### **Class structure chosen**

The workgroup identified a number of potential approaches, including:

➤ Creation of “green” codes at the seven-digit NIGP Code level. This would allow for the use of the existing class/item structures and capture the environmentally certified component more as an attribute.

Unfortunately, the vast majority of users employ the five-digit NIGP Code, which would prohibit many from implementing it.

➤ Creation of an XML-based “green” attributes tag.

This would allow for the use of the existing NIGP Code as is. However, few systems support this, and looking at the commodity code and base description, there would be no differentiation between regular and green-certified products.

➤ Creation of a Code suffix (e.g., 485-06-G) to denote green certified products. However, for systems that use a numeric commodity-code numbering schema, the introduction of an alpha character would not be supported without modifications to the systems.

➤ Creation of classes, class-items to make green certified classes and class-items to reflect certified products and services.

The working group concluded that the last approach would satisfy all four user requirements (flexibility, specificity, interoperability and scalability) for a green code. It utilizes the existing structures and will not require changes to systems in order to support. Reporting will be facilitated by providing a clear delineation of green versus non-green products and services.

For example, for the Class 485 (janitorial supplies), a new Class 486 was created: “Janitorial supplies, environmentally certified by an agency recognized certification entity.” Five-digit codes beneath that class would reflect the same structure as the original, non-certified products and services.

It will be up to the using agency to define what standards are acceptable and what certification entities are recognized by the agency – as certification standards, entities and processes are a moving target from entity to entity. To reduce the need to modify the descriptions in the event that new entities are identified, particular certifying-entity brand names will not be used.

### **Going forward**

At press time, three new classes have been created. The new classes are included in the search engine at <http://www.nigp.com> and in the printed index books. Based on feedback from the user community, we will tweak the approach and add more classes as appropriate.

The NIGP Code is the first classification taxonomy to track green spending. We have planted the seed; now we need to nurture and grow this new capability to the benefit of public procurement.

### **About the author**

*John Walters is the president of NIGP Code Services at Periscope Holdings, the custodian of the NIGP Code on behalf of NIGP. Walters has been involved in public procurement since 1997 and has served as a consultant, trainer and speaker. Contact him at [john@nigp.com](mailto:john@nigp.com).*

## ***Job Postings***

The Office of the Governor currently has a vacant Purchaser II – Purchaser IV position. See [http://governor.state.tx.us/employment/purchaser\\_ii\\_purchaser\\_iv/](http://governor.state.tx.us/employment/purchaser_ii_purchaser_iv/) for more information.

In the past, the following websites listed positions under the following keywords: Buyer, Contract, Proposals, Bids, Specialist, Purchaser, Procure, Purchasing, Contract Administrator, Supply Management, and Inventory Management.

Please check these sites for the most recent postings:

<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.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](mailto: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 <b>NOON</b>
FEBRUARY 11, 2009	1	MANAGING YOUR END USERS & SUPPLIERS: IT'S ALL ABOUT RELATIONSHIPS	01-09-09 <b>NOON</b>
FEBRUARY 12-13, 2009	2	WAREHOUSING & INVENTORY CONTROL	01-12-09 <b>NOON</b>
MARCH 25-27, 2009	3	LEAP – PLANNING, SCHEDULING & REQUIREMENT ANALYSIS	02-25-09 <b>NOON</b>
APRIL 6-7, 2009	2	CPPB REVIEW	03-06-09 <b>NOON</b>
APRIL 8-9, 2009	2	CPPO REVIEW	03-06-09 <b>NOON</b>
APRIL 22-24, 2009	2	LEAP – LEGAL ASPECTS OF PUBLIC PURCHASING	03-20-09 <b>NOON</b>
MAY 18-19, 2009	2	NEW – LOGISTICS & TRANSPORTATION	04-17-09 <b>NOON</b>
MAY 20-21, 2009	2	CONTRACTING FOR PUBLIC SECTOR SERVICES	04-20-09 <b>NOON</b>
JUNE 5, 2009	1	ETHICS: A SURVIVAL KIT FOR PUBLIC PROCUREMENT	05-05-09 <b>NOON</b>
SEPTEMBER 16-18, 2009	3	LEAP – SOURCING IN THE PUBLIC SECTOR	08-14-09 <b>NOON</b>
OCTOBER 21-23, 2009	3	LEAP – CONTRACT ADMINISTRATION	09-21-09 <b>NOON</b>
NOVEMBER 18, 2009	1	PROTESTS & DISPUTES: WHAT'S A BUYER TO DO?	10-16-09 <b>NOON</b>
NOVEMBER 19-20, 2009	2	NEW – RISK MANAGEMENT IN PUBLIC CONTRACTING	10-19-09 <b>NOON</b>
DECEMBER 9-11, 2009	3	LEAP – DEVELOPING & MANAGING RFPs IN THE PUBLIC SECTOR	11-09-09 <b>NOON</b>

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, and Cancellation:** Go to desired seminar on NIGP Seminar Schedule at:  
<https://www.nigp.org/common/seminar/semsched.asp>

A. **Select** "Click here to register" located beneath the e-mail address as displayed below:

Texas Association of Public Purchasers Chapter of NIGP  
 Ann Tillman, CPTM, CPIM  
 Phone: 512-867-7160  
 Fax: 512-867-3199  
 E-Mail: [Ann.Tillman@ers.state.tx.us](mailto:Ann.Tillman@ers.state.tx.us)

B. **Registration methods** – inside "Links" box on upper right side of seminar webpage

1. **Online** – select "Online Registration" and follow step-by-step process **OR**
2. **Print/Fax form** – Fax completed form to 703-736-9639 "Attn: Seminar Registrar-Nic Burke"

C. **Payment** – required at least 7 days before seminar by credit card, check, or PO

D. **NIGP Cancellation Policy** – No refund less than 7 days before seminar & "No shows" are liable for the entire fee.



## Warehousing and Inventory Control February 12-13, 2009

**Contact hours:** 16 hours  
**UPPCC Re-Certification points:** 2  
**CEU Units\*\*:** 1.5

**General Description:** Public priorities don't always wait for the supply chain to react to needs. In addition, budgets are too tight for "just in case" inventories waiting for policy-makers to decide whether to install more "children at play signs" or provide additional environmentally-friendly trash bags at parks. How does today's procurement professional proactively prepare to satisfy client needs? One answer may be an effective warehouse and inventory control system. This course focuses on optimizing the development/management/maintenance of a supply chain that includes a warehousing and inventory management strategy. It enables the procurement professional to gain command of the key elements of a successful operation and provides a guide to complementing procurement activities with prudent inventory management techniques. Can these concepts help your procurement function add value to meet often unpredictable demands?

**Intended Audience:** Finance, procurement and supply chain professionals looking for ways to become more effective and efficient by improving their inventory management methodologies. warehouse managers and warehouse employees.

**\*\*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**

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**Registration, Payment, and Cancellation:** Go to desired seminar on NIGP Seminar Schedule at:  
<https://www.nigp.org/common/seminar/semsched.asp>

A. **Select** "Click here to register" located beneath the e-mail address as displayed below:

Texas Association of Public Purchasers Chapter of NIGP

Ann Tillman, CPTM, CPIM

Phone: 512-867-7160

Fax: 512-867-3199

E-Mail: [Ann.Tillman@ers.state.tx.us](mailto:Ann.Tillman@ers.state.tx.us)

B. **Registration methods** – inside "Links" box on upper right side of seminar webpage

1. **Online** – select "Online Registration" and follow step-by-step process **OR**

2. **Print/Fax form** – Fax completed form to 703-736-9639 "Attn: Seminar Registrar-Nic Burke"

C. **Payment** – required at least 7 days before seminar by credit card, check, or PO

D. **NIGP Cancellation Policy** – No refund less than 7 days before seminar & "No shows" are liable for the entire fee.



## Planning, Scheduling and Requirement Analysis March 25-27, 2009



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

**General Description:** This course will cover strategic planning within an organization and the importance of its relationship to procurement planning. Planning models will be discussed as will public sector budgeting. Developing key partnerships within the organization in requirements determination will be explored, as this will lead to the development of proper specifications. Pricing strategies employed in the public sector such as cost analysis and life cycle costing will also be covered.

**Intended Audience:** This is an introduction to the strategic planning and the procurement planning process that will be valuable to all public procurement professionals interested in developing strategic working relationships with end users. This course will be beneficial to every public procurement professional attempting to advance in the field and develop their knowledge, skills and abilities relative to procurement's strategic position within an organization. Many of the concepts may be of special interest to the practicing public administrator and public procurement professionals.

\*\***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**

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**Registration, Payment, and Cancellation:** Go to desired seminar on NIGP Seminar Schedule at:  
<https://www.nigp.org/common/seminar/semsched.asp>

A. **Select** "Click here to register" located beneath the e-mail address as displayed below:

Texas Association of Public Purchasers Chapter of NIGP

Ann Tillman, CPTM, CPIM

Phone: 512-867-7160

Fax: 512-867-3199

E-Mail: [Ann.Tillman@ers.state.tx.us](mailto:Ann.Tillman@ers.state.tx.us)

B. **Registration methods** – inside "Links" box on upper right side of seminar webpage

1. **Online** – select "Online Registration" and follow step-by-step process **OR**

2. **Print/Fax form** – Fax completed form to 703-736-9639 "Attn: Seminar Registrar-Nic Burke"

C. **Payment** – required at least 7 days before seminar by credit card, check, or PO

D. **NIGP Cancellation Policy** – No refund less than 7 days before seminar & "No shows" are liable for the entire fee.



## Legal Aspects of Public Purchasing

April 22-24, 2009

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



**General Description:** Designed to be an educational exploration of the Legal Aspects of Public Procurement, this course will provide a foundation of the principles and general concepts of the law as it applies to public procurement. Course content will address issues such as the UCC, the Model Procurement Code, Sale of Goods Act and the legal implications surrounding solicitations, contracting and post award issues. Attention will be given to the ethical issues facing the profession relevant to the law. Taught by procurement professional, not an attorney, this course will focus on actual procurement situations with actual procurement implications.

**Intended Audience:** This fundamental approach to procurement law will be of interest to those who are substantially involved in the public procurement contracting process. Individuals who want to increase their understanding of both the capability and limitation of the law on government procedures will be responsive to the course content. In addition, this course will be beneficial to all those who work alongside those in the public sector and must operate under the guidelines of procurement law for the successful acquisition of products and services.

\*\*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**

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**Registration, Payment, and Cancellation:** Go to desired seminar on NIGP Seminar Schedule at:  
<https://www.nigp.org/common/seminar/semsched.asp>

A. **Select** "Click here to register" located beneath the e-mail address as displayed below:

Texas Association of Public Purchasers Chapter of NIGP

Ann Tillman, CPTM, CPIM

Phone: 512-867-7160

Fax: 512-867-3199

E-Mail: [Ann.Tillman@ers.state.tx.us](mailto:Ann.Tillman@ers.state.tx.us)

B. **Registration methods** – inside "Links" box on upper right side of seminar webpage

1. **Online** – select "Online Registration" and follow step-by-step process **OR**

2. **Print/Fax form** – Fax completed form to 703-736-9639 "Attn: Seminar Registrar-Nic Burke"

C. **Payment** – required at least 7 days before seminar by credit card, check, or PO

D. **NIGP Cancellation Policy** – No refund less than 7 days before seminar & "No shows" are liable for the entire fee.



## Logistics and Transportation May 19-20, 2009

**Contact hours:** 16 hours  
**UPPCC\* Re-Certification points:** 2  
**CEU Units\*\*:** 1.5

**General Description:** The private sector has been doing this for years. Government agencies have now begun to realize the value of evaluating the total cost of procuring goods which may include transportation costs, carrying costs or disposal costs. Today's negotiations now involve consideration of these costs. Public procurement professionals are often unaware of the opportunities to improve the terms and reduce the expenses associated with the delivery of contracted products. This course focuses on the benefits of contracting product transport services independent of the product itself, through understanding the nature of logistics contracting, processes the responsibilities and legal aspects, and the competitive market environment of transportation carriers.

**Intended Audience:** Anyone associated with the purchase of goods.

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

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2200 South IH-35; Austin, TX 78704  
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## Contracting for Public Sector Services May 21-22, 2009



**Contact hours:** 16 hours  
**UPPCC Re-Certification points:** 2  
**CEU Units\*\*:** 1.5

**General Description:** Faced with the challenge of identifying best value, can the public procurement professional successfully engage partners to achieve efficiency, effectiveness and the social goals of the community? Call it privatization, outsourcing, competitive tendering, or alternative service delivery, contracting for public sector services dominates contract spending at all levels of government in countries around the world. This course examines the process beginning from the decision whether to “make or buy” through the special considerations of the services RFP, the contract award and contract administration.

**Intended Audience:** Procurement Officials, senior buyers, public administrators, and contract managers involved in the procurement of services.

\*\*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**

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