

TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

www.austinontapp.org

March 2010

Volume 27, Issue 2, Page 1

President's Message –

I am personally and professionally proud that there is national recognition for our chosen profession. This is rare in the working world... By celebrating Purchasing Month, we are acknowledging "an elite group of professionals that have made a difference in governmental efficiency and effectiveness." (according to NIGP).

Though our jobs as purchasing agents are complex and every changing, the core goal remains the same – to assure the highest value for the taxpayer's dollars with which we are entrusted. This is something of which we can (and should) all be proud.

Purchasers perform many diverse functions and customers have high expectations of us. We are expected to be legal specialists, negotiators, researchers, facilitators, and counselors... and that's often considered to be in addition to our 'real duties'.

So, whether you are working to support government operations through small dollar purchases, establishing multi-million dollar services contracts, negotiating complex high-tech procurements, or managing contracts for student services, you can take pride in knowing that your actions are directly benefitting your fellow Texans, as well as the many visitors to our fine state.

I am pleased at this national celebration of the purchasing profession, and recognition of the efforts of our members who work so conscientiously to fulfill city, county, state, and higher education needs, every day!

At our March 4th meeting, you'll have the opportunity to see Proclamations issued in honor of Purchasing Month.

On behalf of myself and the other Chapter officers, I'd like to take this opportunity to congratulate each of you for your dedication and service, and to thank you for being a part of TAPP. We hope to see you on March 4th, and at many meetings and events in 2010 and beyond.

Best Regards,

Sandra Radosavljevic, CTPM, CPPO

Next Board Meeting:

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

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

Texas Association of Public Purchasers March, 2010 General Meeting

Speaker: Bill Agee

**Topic: The Past, Present and Future Roles
of the Purchasing Profession**

Date: March 4, 2010

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

Many of you may know Bill Agee from his role teaching numerous professional purchasing classes. He is a knowledgeable and exciting public purchasing expert, whose insight into our profession is both informative and entertaining.

Bill's biography provides a glimpse into his 30+ year career, spanning broad and diverse areas. He began purchasing in retail operations and the wholesale/distribution field, then moved to the federal government where he held management positions overseeing both purchasing and manufacturing, and gained experience in a service acquisitions organization.

His major areas of expertise are negotiations, consortium purchasing, policy and procedures development, cost and price analysis, contract management, and global business development.

In addition, Bill has developed over 200 different educational programs for both public and private training venues. He has also assisted several states in developing their professional certification and continuing education programs.



**Location: William B. Travis building.
Room #1-100
1701 N. Congress Ave.
Austin, TX 78701**

Parking is approved by DPS in Garage Q (behind the LBJ Bldg) enter from San Jacinto between 17th & 16th Streets, and park at top level only.

March is the month to celebrate our profession, so the Texas Association of Public Purchasers (TAPP) will do just that, on March 4th! Pizza will be provided free for TAPP members - current and those who join at the March meeting!

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
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 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
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 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**

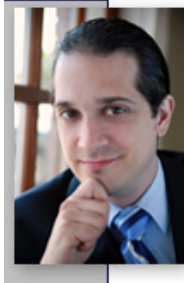
Teacher Retirement System of Texas
 Phone: (512) 542-6569
 Fax: (512) 542-6500
 Email: john.dobrich@trs.state.tx.us

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
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 Fax: (512) 374-5482
 E-mail: sradosav@dot.state.tx.us



Purchasing Ethics: 7 Sensitive Situations

PurchTips - Edition # 197, February 9, 2010

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

Do Your Internal Customers Consider You Ethical?

There are few things that cause purchasing professionals to worry more than the topic of ethics. And this is understandable.

Even when cross-functional teams are formed to ensure organizational buy-in of sourcing decisions, some internal customers end up unhappy with supplier selections. This unhappiness sometimes motivates the most bitter of them to - correctly or incorrectly - question the ethics of the purchasing department.

The following circumstances can serve as reasons why internal customers may make accusations that the purchasing department has behaved unethically:

1. A purchasing team member accepted a gift - perhaps even a low-value item like a pen - from a supplier.
2. A purchasing team member has a personal or financial relationship with a supplier or an employee of a supplier.
3. A purchasing team member owns a supplier's stock.
4. A purchasing team member mixes business and entertainment with a supplier, for example discussing business over a meal or a round of golf.
5. In a competitive bidding situation, the purchasing team provided certain information to one supplier that was not provided to other suppliers.
6. The purchasing team did not provide transparency for a supplier selection, including failing to internally share selection criteria, proposal details, and the rationale for the decision.
7. The supplier selection criteria used was different than the criteria noted in the RFP/tender.

Now, that is not to say that all of these circumstances are inherently unethical. However, it is important to understand how these circumstances look "through the eyes of the customer."

So, you should evaluate whether any of these circumstances occur in your organization. If they do, you need to either eliminate and prevent these circumstances or educate your internal customers as to how the circumstances can exist without ethical standards being violated.

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.



TAPP Volunteer Interest Questionnaire

The Texas Association of Public Purchasers is committed to networking, outreach, and increased involvement by our members. To assist us in identifying your skills and areas of interest, we ask each member to complete this questionnaire.

TAPP encourages members to take part in these committees so we may bring together purchasing experts who are excited to support, collaborate, and gain and share valuable experience in these areas.

Please choose the committees on which you may be interested in participating, and return completed form to: wjackso@dot.state.tx.us or in person at a Chapter meeting.

Name: _____
 Agency/Entity: _____
 Phone: _____
 Email: _____

(please type or print clearly)

Committees:	Volunteer	Leadership	Interest Level**
Programs *	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Facilities *	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Professional Development	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Communications/Newsletter	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Membership	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Awards	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Potential New Initiatives:	Volunteer	Leadership	Interest Level**
Marketing/ Public Relations (new)	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Chapter Member of the Year (new)	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Member Liaison (new)	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	
Website Liaison (new)	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	

* New Chairperson needed for this position

** 1 - want to serve as Chair; 2 - want to volunteer; 3 - interested, request more information.

Would you be willing to serve on a short-term task force? If yes, please specify area of interest: _____

Comments: _____

2010 TAPP Year At-A-Glance

JANUARY	FEBRUARY	MARCH
<p style="text-align: center;">Strategic Plan and Budget planning meeting – Officers & Board members</p> <p style="text-align: center;">No General Membership Meeting in January</p> <p style="text-align: center;">TAPP Seminar: INTRODUCTION TO PUBLIC PROCUREMENT cancelled insufficient enrollment</p> <p style="text-align: center;">NIGP Annual Forum Info:</p> <ul style="list-style-type: none"> • Early bird registration discount (\$50) offered through April 30th • First-time Forum attendees receive additional \$50 discount. 	<p style="text-align: center;">February 3 - Board meeting</p> <p style="text-align: center;">February 4 - General Membership Meeting</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">February 15 – Late <i>application</i> deadline (with late fee) CPPO & CPPB Certification Exams</p>	<p style="text-align: center;">It's Purchasing Month!</p> <p style="text-align: center;">March 3 - Board meeting</p> <p style="text-align: center;">March 4 - General Membership Meeting</p> <p style="text-align: center;">MARCH 3-5 TAPP Seminar PLANNING, SCHEDULING & REQUIREMENT ANALYSIS - confirmed</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">March 29 - <i>Registration</i> Deadline CPPO & CPPB Certification Exams (May 3-8)</p> <p style="text-align: center;">March 31 - Board Meeting for April</p>
APRIL	MAY	JUNE
<p style="text-align: center;">April 1 - General Membership Meeting</p> <p style="text-align: center;">APRIL 5-6 TAPP Seminar CPPB (EXAM REVIEW) PREP</p> <p style="text-align: center;">APRIL 7-8 TAPP Seminar CPPO (EXAM REVIEW) PREP</p> <p style="text-align: center;">APRIL 21-23 TAPP Seminar LEGAL ASPECTS OF PUBLIC PURCHASING</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">April 30 - Forum early-bird registration ends</p>	<p style="text-align: center;">May 5 - Board meeting</p> <p style="text-align: center;">May 6 - General Membership Meeting</p> <p style="text-align: center;">Lone Star Conference</p> <p style="text-align: center;">May 3-8 SPRING CPPO & CPPB Certification Exams</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">NIGP's Spring Board Meeting San Antonio, TX – May 21-22</p>	<p style="text-align: center;">June 2 - Board Meeting</p> <p style="text-align: center;">June 3 - General Membership Meeting</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">June 30 - Board meeting for July</p>

2010 TAPP Year At-A-Glance

JULY	AUGUST	SEPTEMBER
<p style="color: purple;">No General Membership Meeting in July</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="color: red;">65th Annual Forum – Registration:</p> <ul style="list-style-type: none"> Forum Housing request deadline July 19 Online registration available through July 23 Forum Registration on-site (after July 23 & \$50 late fee) <p>July 19 - <i>Application</i> Deadline for Fall CPPO & CPPB Certification Exams (October 18-30).</p>	<p style="color: green;">August 4 - Board meeting</p> <p style="color: purple;">August 5 - General membership Meeting</p> <p style="color: red;">August 11 & 12 - Pre-Forum seminars</p> <p style="color: red;">August 12 – 17 NIGP's 65th Annual Forum in San Antonio, TX</p> <p>NIGP's Summer Board & Committee meetings San Antonio, TX</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p>August 2 - <i>Late application</i> deadline (with late fee) Fall CPPO & CPPB Certification Exams</p>	<p style="color: green;">September 1 - Board meeting</p> <p style="color: purple;">September 2 - General Membership Meeting</p> <p style="background-color: cyan; color: black; text-align: center;">September 22-24 TAPP Seminar SOURCING IN THE PUBLIC SECTOR</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">September 13 - <i>Registration</i> Deadline for FALL CPPO & CPPB Certification Exams (October 18-30)</p>
OCTOBER	NOVEMBER	DECEMBER
<p style="color: green;">October 6 - Board Meeting</p> <p style="color: purple;">October 7 - General Membership Meeting</p> <p style="background-color: cyan; color: black; text-align: center;">October 20-22 TAPP Seminar CONTRACT ADMINISTRATION</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center;">October 18-30 Fall CPPO & CPPB Certification Exams</p>	<p style="color: green;">November 3 - Board Meeting</p> <p style="color: purple;">November 4 - General Membership Meeting</p> <p>New Chapter Officer Elections</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="text-align: center; color: orange;">Happy Thanksgiving</p>	<p style="color: green;">December 1 - Board Meeting</p> <p style="color: purple;">December 2 – Holiday Luncheon, including gift basket contest and silent auction!</p> <p>New Chapter Officer Induction</p> <p style="background-color: cyan; color: black; text-align: center;">December 8 - 10 TAPP Seminar DEVELOPING & MANAGING RFPs IN THE PUBLIC SECTOR</p> <p style="text-align: center;">Send articles to John.dobrich@trs.state.tx.us by the 10th of the month, for consideration in the TAPP Talk Newsletter</p> <p style="color: red; text-align: center;">Seasons Greetings!</p>



**TEXAS ASSOCIATION OF PUBLIC PURCHASERS
(TAPP)**
Web Site: www.austintapp.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 CANCELLED – INSUFFICIENT ENROLLMENT	12-20-09 NOON
MARCH 3-5, 2010	3	LEAP – PLANNING, SCHEDULING & REQUIREMENT ANALYSIS CONFIRMED	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

*EARLY-BIRD DISCOUNTS (REGISTER 60+ DAYS IN ADVANCE)

SEMINAR LOCATIONS – AROUND AUSTIN - TBA

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