

TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

www.austinontapp.org

May, 2009

Volume 26, Issue 5, Page 1

President's Message –

You know, if you stay in this business long enough, you start running across people you met years ago. A few weeks ago, I ran across an old friend from way back. This friend was still in the same job, doing the same work, and still voicing the same old complaints I heard twenty years ago. We talked about the different paths our careers had taken us, and he said, "You know I didn't have the advantages you had. My agency wouldn't pay for the training I needed to get certified." I started thinking about that. I admit I have been fortunate to have managers and leaders who had the foresight to encourage me to seek certification, and to invest in training and professional development. However, that was not always so. I have worked for many levels of government, federal, state, and local. Moreover, like all of us, there were times when training budgets were just not there. I think we may be in one of those times now. The difference between my old pal and me was that I saw the importance of training. Even if I could not get the funding to go to training, I did not let that stop me. Looking back, I realized that my employers had only funded me for the CPPB and most recently the CTCM (thank you Janice Mullenix). It was not always easy, but I funded myself for the C.P.M., the CPPO, and the CTPM.

Sometimes you just have to invest in yourself! I know how hard it can be. I know the responsibilities of raising a family, and all the things that go with that. I know how difficult it is to find the time. I certainly know how expensive it can be. I know how intimidating it can be to start a course of learning leading to a professional certification or a degree. The mountain can seem insurmountable at times. It is real easy to talk yourself out of the climb – I know.

Looking back on a long, rewarding career, I hope I have gained some wisdom in the pursuit. And, if I have, one bit of advice I would give to anyone coming along the path is to start getting some professional training as early as you can. If you are going to be successful in this career, nothing can help you along the path of success as well as certification. No, it won't get you any job you want, and it won't be the answer to all your hopes and dreams, but I know for a fact that it will open some doors. It will demonstrate that you have a level of proficiency in your career, backed by NIGP or by the State of Texas. That is saying something! I'm proud of all the letters after my name. I know you will be too.

So don't let slim or nonexistent training budgets, or anything else, stand in your way. Go out there and invest in yourself. You are worth it!

TAPP sends congratulations to Ben Delamater who recertified as a CPPB.

Thank you and I hope to see you at the meeting on May 7!

Ernie Lee

Next Board Meeting: 11:30 a.m., Wednesday, May 6, 2009
Camp Hubbard, 3800 Jackson Avenue, Building 5, Austin, Texas

Texas Association of Public Purchasers May, 2009 General Meeting

Speaker: Byron E. Johnson, C.P.M.
Purchasing Officer
City of Austin Texas



Topic: Contracting in Turbulent Economic Times - What Can You Do?
Date: May 7, 2009
Time: 11:30 a.m. to 1:00 p.m.

Byron has an extensive background in public procurement. He has 35 years materials experience and 31 years procurement management experience. He is currently the Purchasing Officer for the City of Austin and has served in this capacity for the last 3 years. Prior to his current position, Byron was Director of Purchasing and Deputy Director of Financial Services for the City of El Paso Texas; Director of Materials and Risk Management for the City of Yuma Arizona; Senior Procurement Specialist and Supervisor as well as Purchasing Division Purchasing Services Manager for the City of Houston Texas; and Purchasing Supervisor for Global Operations for Seiscom Delta/Delta Exploration.

Byron holds a Bachelor of Science degree in History with a minor in Sociology from Illinois State University and completed the Advanced Public Education Program at Arizona State University. He has achieved lifetime certification as a Certified Purchasing Manager from NAPM and has served as an instructor for C.P.M. courses at the University of Houston at Clear Lake and El Paso Community College.

Byron's board member service includes 10 years for the Texas Council on Purchasing from Persons with Disabilities, 5 years for the Small and Minority Business Council in El Paso Texas, and 5 years for the NIGP El Paso Chapter.



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

Cost for members: \$8.00

Non-members: \$12.00

2009 Chapter Leadership

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

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In Memoriam- Charlene Roberts



The Texas Association of Public Purchasers is saddened at the loss of one of our members, Charlene Roberts. Charlene was an active member who regularly attended TAPP meetings and she always had a warm smile for everyone. She will be missed.

From the Comptroller's Website:

The Comptroller of Public Accounts announces with great sorrow the death of Charlene Roberts on Sunday, April 5, 2009.

Charlene was an important part of the CPA family. She began her career with her agency in July 1989. Charlene started in the agency as a telecommunications specialist. Most of her career was spent in Support Services as a member of the Purchasing team. In 2002, Charlene became a certified Texas Procurement Manager. The Purchasing team along with her Support Services family remembers Charlene's warm, positive nature along with her many contributions to the agency.

Before joining the agency Charlene received an associate degree in Computer Science. She also attended Indiana State University and the University of Texas at Tyler to pursue her bachelor's degree in Computer Science before moving to Austin.

Charlene was renowned for her can-do attitude at work and in the community, her loyalty to friends, never complaining about personal ailments (emotional or physical), her faith with a desk calendar with daily Bible verses, and her servant heart including declining payment for acts of kindness saying, "Don't take my joy away." Charlene was a true angel among us attending her last TAPP meeting on February 5, 2009 just one day before being hospitalized for her final illness.

One to two hundred people honored Charlene with their attendance at her memorial service on Thursday, April 9, 2009 from 11:00 am-Noon near the LBJ Building flagpole. Highlights from this service included a reading of Governor Perry's proclamation plaque to Charlene's family by Craig Williams; remarks by State Representative Diana Maldonado; solo by Deitra Williams; reflections by Cathy Navarro, CPA Support Services Director; remarks by Carol Debish on behalf of TAPP; and attendance by numerous co-workers, fellow church members, and friends. Funeral services were held Thursday, April 9, 2009 from 5:00-7:00pm in Terre Haute, Indiana where her daughter lives. Charlene is survived by her daughter Dee.

How Do You Respond When Your Supplier Says No?

PurchTips - Edition # 175 April 7, 2009

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

One of the strongest negotiation techniques your supplier can use is to simply say "no." Your ability to distinguish a real "no" from a "no" used as a negotiation technique is vitally important. These tips will help you move past the first few no's and negotiate a better deal.

Shift Focus - Try to shift focus onto another item of value if you're at an impasse on a particular negotiation point. Negotiate a longer warranty period. Ask for some free products or accessories. Gain agreement on firm pricing for a longer period of time, a downward price protection clause, better lead-times, or seek greater discounts on related (or unrelated) goods or services.

Do The Math - Set emotions aside and walk your supplier through the business problem you both face. Develop a "should cost" model to determine if there is room for additional cost compression. Benchmark the offer you've received against published industry data from consultants, trade organizations, etc. Offer to analyze and help reduce supplier's upstream costs.

Paint A Picture - Sometimes suppliers need help understanding the implications of not reaching agreement. Explain the importance of your business to their bottom line. Describe what their business might look like 2 or 3 years out if they lose this deal or if the relationship is damaged. Ask how this future state would affect their personal performance review, career or compensation.

Change Players - Insisting on the involvement of a higher-level supplier representative in the negotiation might seem elementary, but many negotiators mess this one up. The trick is to find the highest level executive who would experience the greatest pain at the loss of your business. Aim too high and your pleas may not be treated as high priorities. Done correctly, your contact will help you fight within the supplier's organization.

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

Job Postings

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.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



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.

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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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.

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2200 South IH-35; Austin, TX 78704
Phone: 512.444.0561/ FAX: 512.444.7254

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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

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