

TAPP TALK



Texas Association of Public Purchasers – Austin, Texas

www.austinontapp.org

September 2009

Volume 26, Issue 9, Page 1

President's Message –

We continue to seek a permanent home. Negotiations are under way to secure the Travis building for next year, but in the meantime we will continue to be somewhat transitory. This month we will be at Austin Energy Town Lake Center, in the large meeting facility on the first floor. The meeting will begin promptly at 11:30. We will welcome Ed DiSalvo the President and CEO of Lone Star Overnight will be our speaker this month.

The NIGP Treasurer, Paul Brennan, has resigned because his entity cannot support him during these troubled economic times. We wish Paul well. Meanwhile, there is an opening on the NIGP national Board of Directors for a new Treasurer. The Treasurer's term of office is different from other board positions, and is not in line for the Presidency as are the other board officer positions. If you have an interest in serving NIGP at the national level, and can financially sustain three meetings per year, this may be an opportunity for you. NIGP will announce soon the process for submitting qualifications for consideration.

TAPP is sponsoring an NIGP Contract Administration seminar here in Austin on October 21-23. You may recall earlier in the year I spoke about emerging trends in public procurement. Contracting happens to be the action front of the new face of public procurement for the future. This is an excellent opportunity to get some contract administration knowledge to help you compete for jobs in that arena. I believe that some of the jobs now held by purchasers will eventually be transitioned into contracting jobs. This course is an excellent way to get that knowledge.

In addition, now is the time to start thinking about taking on a leadership position with TAPP. My term will end in December, and it has been a pleasure to serve you. We have appointed John Altman to Chair the nominating committee again this year. Please contact him if you have an interest in serving as an officer or as a director of TAPP. We need your help.

One final reminder: The board has asked me to announce that starting in January 2010, the certificates for continuing education will be provided only to members who are in good standing. If you are a member, and you have paid your dues, you will be able to receive a certificate if you attend the monthly meetings. Remember that your dues are due in January, but you have until March 15th to pay according to chapter bylaws. We will discuss this more at the meeting and as the time gets nearer.

I hope to see you at the meeting in September. Best regards to you all.

Ernie Lee

Next Board Meeting:

11:30 a.m., Wednesday, September 2, 2009

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

Texas Association of Public Purchasers September, 2009 General Meeting

Speaker: Ed DiSalvo
President and CEO
Lone Star Overnight



Topic: Discussion Of Lone Star
Overnight's Term Contract

Date: September 3, 2009
Time: 11:30 a.m. to 1:00 p.m.

Ed DiSalvo joined Lone Star Overnight (LSO) as President and CEO in December 2007.

DiSalvo has spent his entire 35-year career in the transportation and logistics field – with hands-on involvement in nearly every facet of the industry. He began his career with Roadway Express in 1973 and held various operations and sales management positions of increasing responsibility with the less-than-truckload carrier, including Assistant Vice President, Sales.

In 1987, DiSalvo joined Roadway Package System (now FedEx Ground) as Vice President, Sales and played an integral role in growing the company from a start-up operation into an industry force. He was promoted to the post of Senior Vice President, Corporate Accounts for FedEx Corp. after the company acquired RPS in 1998.

An alumnus of Lafayette College, DiSalvo frequently offers his insight on industry trends in logistics publications and at conferences.



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**

Texas Department of Transportation

Phone: (512) 374-5166

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

Fax: (512) 374-5480

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

Texas Department of Transportation

Phone: (512) 374-5431

Fax: (512) 374-5482

E-mail: 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**Board of Directors:**

2007 - 2009

Glenn R. Hagler, CPPO, CTPM

Texas Department of Transportation

Phone: (512) 374-5402

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

Texas Department of Transportation

Phone: (512) 374-5432

Fax: (512) 374-5481

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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**Art Huck, CSM**

Texas Department of State Health Services

Phone: (512) 255-5946

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Email: huck_art@yahoo.com

2010-2011

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 Transportation

Phone: 512-467-3973

Fax: 512-302-2040

Email: 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**Programs****Art Huck, CSM**

Texas Department of State Health Services

Phone: (512) 255-5946

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Email: huck_art@yahoo.com**Facilities****Mike Long, CPPB**

Travis County

Phone: (512) 854-4850

Fax: (512) 854-4211

Email: 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**Membership****Jo B. Woten, C.P.M.**

Texas Department of Transportation

Phone: (512) 374-5431

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Texas Department of Transportation

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**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 be a member in good standing, 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

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.



63rd Annual Southwest Supply Management Conference

Marriott Dallas/Plano at Legacy Town Center
October 7-9, 2009

The **63rd Annual Southwest Supply Management Conference** will be held *October 7-9, 2009* in Dallas! By attending this conference, you will have the opportunity to learn new skills, enhance the skills you have, network with peers, earn 12 CEHs and learn best practices that are critical for business today. Make your reservations early to receive the *special conference rate* of \$179/night.

The **Educational Theme** of this year's conference is **"Energize Your Supply Management Career."** The Conference will include six leading edge educational tracks for supply management professionals that provide 30 workshops to choose from. Learn best practices and reinforce skills that work in today's business environment. **CPSM**[®] reviews and pre-conference seminars will be held for additional educational value.

You can take advantage of the expertise and winning perspectives shared by this year's line-up of **keynote speakers** including **Valerie Pelan**, Certified Leadership Coach and Executive Trainer; **Bryan Dodge**, professional speaker, author and radio show personality; and **Carl Youngberg**, professional speaker and author of "Make Yourself Matter-Becoming Your Own Best Asset."

Don't miss out on this timely line-up. See the [Conference Brochure](#) for a complete list of sessions in each track.

- Track 1 – CPSM[®] Bridge Exam Review
- Track 2 – Strategic Cost Analysis and Management
- Track 3 – World Class Negotiation Practices
- Track 4 – Risk Mitigation and Management
- Track 5 – Effective Contracting for the World Class Supply Chain
- Track 6 – Supply Chain Efficiencies-Logistics, Transportation

[Register Now!](#) Conference Registration Fee: \$350 for ISM Members; \$400 for Non-ISM Members



Host Hotel:

Marriott Dallas/Plano at Legacy Town Center
7120 Dallas Parkway
Plano, Texas 75024

Toll-Free Reservations: 1-800-228-9290 Mention **"Institute for Supply Management"** to reserve your room at the *special conference rate* of \$179/night available through *September 14, 2009*.

You may also [REGISTER ONLINE](#).

For more information see our website www.ismswscf.org.



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



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:
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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.

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Phone: 512.444.0561/ FAX: 512.444.7254

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

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Protests and Disputes: What's a Buyer to Do?
November 18, 2009

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

General Description: You followed every policy, regulation, and procedure to determine a contract award. Regardless, it happened to you – a protest! Take it one step at a time to understand the nature of a protest and its nuances, which are contributing factors. This lively seminar will provide an opportunity to discuss real live examples, determine root causes, predict opinions, and execute improved processes.

Intended Audience: All public procurement professionals who coordinate bid protests.

****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

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

Registration, Payment, & Cancellation: go to NIGP Course Catalog at:
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Risk Management in Public Contracting November 19-20, 2009

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

General Description: Risk is a critical consideration in the contracting and procurement process. A thoughtful and proactive approach toward risk, as it relates to specific procurement actions, contributes to the success of contract performance. Risk is directly related to the successful achievement of targeted goals and objectives. The procurement manager must ensure that the risks associated with each procurement action have been identified, assessed, and mitigated to the practicable maximum extent, while taking cost and other factors into consideration. The emphasis of this course will be on developing a solid understanding of the complexities of risk management and recognizing the importance of planning, monitoring and proactive insight and oversight into risk areas related to the contract's stated performance outputs and outcomes.

Intended Audience: People who deal with complex contracts.

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

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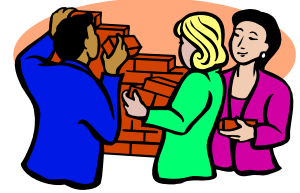
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**Developing and Managing
Requests for Proposals in the Public Sector
December 9-11, 2009**



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

General Description: This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process.

Intended Audience: Designed for procurement professionals that are entrenched in the competitive process, this in-depth study of RFPs, from development through evaluation, will be enlightening. Major topics to be covered include managing the process, evaluating submissions, negotiations and an overview of the subsequent contract. Those interested in gaining a thorough understanding of the process and its implications for successful public procurement are encouraged to attend. Team leaders, committee members, contract administrators and procurement managers and any other procurement professional interested in achieving "best value" during this acquisition process should register.

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

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