

Rocky Mountain Governmental Purchasing Association Newsletter

Summer 2023



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UPCOMING:

July 27	3 rd Quarter Board Meeting
Aug 19-23	NIGP Forum 2023
Sept	NIGP Area 9 Fall Conference
Oct 26	4 th Quarter Board Meeting
Dec 5-6	RMGPA Winter Conference & Advanced Colorado Procurement Expo

To submit articles, news about your agency, awards/accomplishments, photographs, etc., email to: newsletter@rmgpa.org

Letter from the President



David H. Musgrave
President, RMGPA

Greetings RMGPA Members and Happy Summer!

I hope you've made plans to do some fun things this summer.

Don't let summer pass without asking yourself, "What is it that I need to gain more knowledge and relevancy in the work I do?"

Visit the calendar on our website to see the different NIGP classes that are available to you. Keep an eye out for emails inviting your participation to FREE lunch and learns, and our upcoming virtual NIGP Area 9 Fall Conference in September.

If your workplace offers reimbursements for professional development now is a great time to find a way to use them.

Special thank you to our Board Members who are always working hard to provide you with value to RMGPA membership. If you would like to volunteer on the Board, please contact me.

Enjoy a great summer and don't forget to create intentional moments for self-care.

In your service,
-David H. Musgrave
President, RMGPA

RMGPA Volunteer Opportunities

If you are interested in taking an active role in RMGPA and would like to volunteer for a position on any of our committees, OR you would like to help out on a one-time basis, please reach out to RMGPA Vice President, vicepresident@rmgpa.org

vicepresident@rmgpa.org



Current Vacancies

Elections Co-Chair
Historian Chair
Membership Co-Chair
Newsletter Co-Chair
Programs Chair & Co-Chair

2023 Summer Conference Scholarship Winners

The following members won
scholarships for 2023 RMGPA
Winter Conference Registrations:

Susan Askouk
Aurora Public Schools

Jack Hamill
City of Loveland

Kelli Kennedy
City of Colo Springs

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TOP 3 FINALIST

RMGPA Member **Valerie Scott** is a finalist for NIGP's Procurement Manager of the Year!

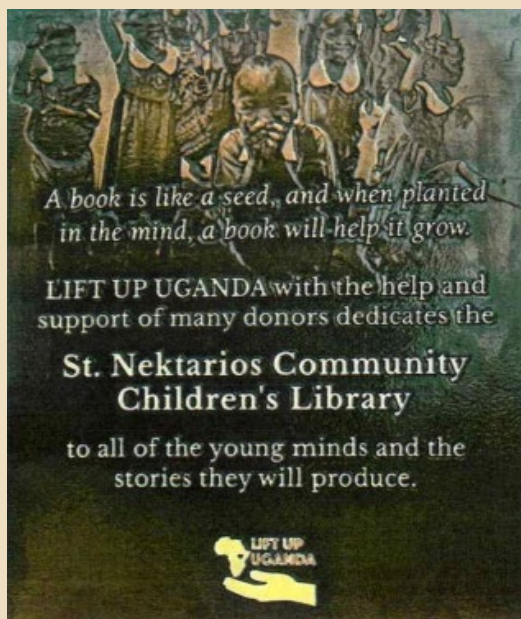
Valerie Scott, NIGP-CPP, CPPB

**Purchasing and Contracts Manager
City of Longmont, CO**

During COVID-19, Valerie led her team at the City of Longmont through difficult times using her expertise to address things like price gouging, supply chain issues and working with customers and vendors who were now connecting remotely. She continued to streamline the purchasing processes and found new and innovative ways to source products and provide services for our staff. In her role as Purchasing and Contracts Manager, she is always coaching and mentoring her team so they can maintain the highest integrity as they help work through a fair and equitable process. She has brought new purchasing options to the City, reached out to small businesses for feedback on doing work with the City and is always honing not only her skills but the skills of her team.

Winner to be announced at NIGP Forum Awards Luncheon on Monday, August 21.





In 2022, St. Vrain Valley Schools donated 8,000 used library books to Lift Up Uganda (LUU). It was a long 15-month process with many delays to get the books shipped and through Customs but finally, the shipping container arrived in Gulu. With the help of many volunteers from the village, the container was unloaded and the books were shelved. The St. Nektarios Community Children's Library officially opened its doors on June 12, 2023 becoming the only children's library in the region. There are 318 students at the St. Nektarios Nursery and Primary School, none of which had ever been in a library and most of which had never even seen or touched a book. The library is open to the entire community, not just to the school children, with librarian Daniel Owani coordinating fun activities to encourage reading and learning for all children.



Flipping the Switch

Partnership helping procurement officials go electric



Procurement officials just like you are in the driver's seat to make great things happen.

Sourcewell is proud to partner with RMGPA to help you find the services and solutions you need throughout this journey.

Partnerships are in our DNA because together we can do much more. In fact, Sourcewell has partnered with the Climate Mayor's Electric Vehicle Purchasing Collaborative and the Electrification Coalition to bring electric vehicles to public fleets throughout the country.

The United States has the third-largest electric vehicle market in the world, and more than \$125 billion in new EV investments in the US market were announced in 2020.

So why are so many fleet managers reluctant to flip the switch to electric?

Change can be difficult and can be one of the biggest obstacles in making the commitment to switching a fleet to electric. With insight from industry partners, some of the myths surrounding electric vehicles get busted.

MYTH: There's no way my city/county/community will buy-in to purchasing EVs.

FACT: Many fleets that have deployed EVs have used the transition as a positive marketing opportunity. With the many benefits that come from driving electric – from cost and fuel savings to environmental benefits – there are many positive messages a public agency can promote.

Some cities have wrapped their EVs to highlight these positive messages, and some have worked with their internal marketing teams to promote the vehicles in a positive light.

MYTH: Our maintenance teams will have to learn all new skills.

FACT: The learning curve may not be as steep as you'd expect. Much of the maintenance on an EV is what your fleet staff already does, including tire rotations, wiper replacement, changing out air filters, etc.

Gone are the days of oil changes. With EVs, you'll actually save money down the road by having fewer moving parts susceptible to breaking down, meaning less out-of-service time. And standard battery warranties on an EV are 8-10 years – often times longer than many public fleets own vehicles.

Staff should be trained on the range of EVs, faster acceleration, regenerative braking, and charging. Training on maintaining EVs is often available through vehicle manufacturers (OEM) and can be arranged locally through their dealership networks.

MYTH: EVs cost too much.

FACT: Consumers and fleets can save thousands of dollars over the life of an EV, but higher upfront costs can be a barrier. However, funding and financing for EVs and charging infrastructure can come from a variety of sources, including federal, state, and local government agencies; utilities; legal settlements; carbon market revenues; future operational savings; and monetization of vehicle-to-grid capabilities.

Many models of EVs and infrastructure have lower total lifetime costs of ownership than conventional options, with consumers typically saving \$6,000 to \$10,000 over the life of a vehicle.

With incentives and tax credit, the actual cost to purchase an EV can be less than a fossil fuel or hybrid run vehicle.

Leasing allows public entities to achieve savings from federal tax credits that they otherwise would not have the tax burden for.

For more myth busting and helpful resources for electrifying your fleet, download our free guide at sourcewell.co/EVFleet.

Boosting Local Economic Value: 3 Steps for Your Agency



Local government agencies have a vital role in promoting economic growth and maximizing local economic value. By adopting strategic initiatives and leveraging innovative tools, your agency can enhance local businesses, drive entrepreneurship, and optimize inventory management.

Here are three actionable steps local government agencies can take to boost local economic value while capitalizing on economic growth and inventory management benefits.

1. Foster Local Business Growth and Supplier Collaboration

To boost local economic value, local government agencies should actively foster the growth of local small businesses and promote supplier collaboration. According to the U.S. Small Business Administration (SBA), as of 2022, there are **33.2 million small businesses** in the U.S. which represent 99.9% of all businesses. By supporting local businesses, local municipalities contribute to developing a resilient local economy. Procuring goods and services from local suppliers stimulates job creation, increases tax revenue, and fuels economic growth within the community. This, in turn, enhances the region's economic value as local businesses flourish and contribute to the overall prosperity.

Collaborating with local suppliers offers inventory management benefits as well. Local suppliers often provide shorter lead times and improved logistics, allowing faster and more reliable inventory replenishment. By developing robust supplier relationships, agencies can minimize stockouts, reduce excess inventory, and enhance overall inventory management efficiency.

A procurement partner, like Amazon Business, can help simplify finding and purchasing **local products**. Account administrators can create a policy to *Prefer local sellers* and designate the states, counties, or cities that define their locale. By setting up this policy, local sellers are highlighted in search results with an *Organization preferred* badge and featured in a *Preferred by your organization* widget at the top of search results pages. This makes it easier for buyers in the organization to identify offers from local sellers.

2. Promote Innovation and Technological Advancements

Local government agencies can boost regional economic value by promoting innovation and embracing technological advancements. By encouraging innovation and technology adoption, local municipalities facilitate business growth and competitiveness. Technological advances enable local businesses to streamline operations, reach new markets, and enhance their offerings. This increases economic value by creating job opportunities, attracting investment, and driving economic diversification.

Embracing innovation and technology also brings inventory management benefits. [Amazon Business Analytics](#) allows you to gain visibility into your team's purchase history to ensure they purchase from the preferred local, small, and diverse sellers' list. You can also create exportable reports to share with key stakeholders to ensure you are meeting purchasing goals and staying within [compliance with purchasing policies](#). These automation tools facilitate streamlined inventory tracking, demand forecasting, and replenishment processes.

3. Drive Sustainability and Responsible Procurement Practices

To maximize local economic value, local agencies should prioritize sustainability and responsible procurement practices. Sixty-three percent ([63%](#)) of [business buyers](#) say that improving sustainability in their purchasing practices is a top goal. Amazon Business recognizes [150+ certifications](#) from national certification bodies and others that make it easier for purchasers to identify sustainable products from local and diverse sellers.

Embracing [sustainability practices and responsible procurement](#) contributes to effective inventory management. By selecting sustainable products and suppliers through Amazon Business, agencies can reduce waste, improve resource efficiency, and optimize inventory turnover. Additionally, sustainable procurement practices ensure a reliable supply chain, minimizing the risk of disruptions and enhancing overall inventory resilience.

Local government agencies are critical in boosting local economic value and optimizing inventory management practices. By fostering regional business growth, promoting innovation, embracing technology, and driving sustainability through partners like [Amazon Business](#), agencies can create a thriving local economy. These strategic steps not only contribute to economic growth, job creation, and resource optimization but also position the community as a sustainable and attractive hub for businesses and residents alike.

[Contact Amazon Business](#) to learn insights on your local agency's buying behavior and discover how we can help with your procurement goals.





OMNIA[®]

P A R T N E R S

Mid-Atlantic State Government Agency Procures Advanced Endpoint Threat Protection Service

Discover how an OMNIA Partners participating state government agency decided to get ahead of the curve and ramp up their security measures with the help of industry expert supplier partner, Carahsoft, and their CrowdStrike offering as the ultimate solution.

At A Glance:

This mid-Atlantic state government agency worked with Carahsoft's trusted reseller to find a solution that best fit their modern cybersecurity needs. The challenge this state faced was that across their local agencies, there were inconsistent cybersecurity solutions deployed. This was largely due to a lack of cybersecurity funding across these local agencies toward legacy modernization. Knowing this, the state agency procured a solution for these local government agencies, which they tested, deployed, and found to streamline their level of cybersecurity protection.

"OMNIA Partners gave us the flexibility to move forward much quicker, which ultimately benefited this state agency by helping them protect their organization faster." - Bryan Jenkins, Director at Carahsoft

[Check out the full story here!](#)



IT'S OFFICIAL...

Forum 2023 Registration Is Open

This year's theme is "Where more happens...", and that's exactly what we have planned for you. NIGP Forum is where you get access to more inspiration with live plenary sessions to kick-off each day, more educational content with 60+ procurement-related sessions, more networking sessions with peers, and more connections formed with suppliers during the exhibition. While we've added more, we've kept the in-person early fee the same as last year due to member feedback.

In-Person, Louisville, KY | August 19 - 23
\$972 Members (Until July 16th --\$1,002 as of July 17th)
\$1,172 Non-Members (Until July 16th --\$1,222 as of July 17th)
Contact Hours: 18.5

Virtual | August 21 - 23
\$349 Members
\$399 Non-Members
Contact Hours: 16.5

[LEARN MORE](#)

MEMBER RESOURCES

RESOURCES MEMBER

NSite – NIGP’s Online Member Networking Community

Connect, Communicate and Collaborate with peers from across the country at all different stages in their careers.

Get answers from colleagues who have been there, done that. Share ideas, challenges and opportunities 24/7.

[Join a Community Today](#)

Radio NIGP

View the current show and past episodes [HERE](#)





MEMBER RESOURCES

RESOURCES
MEMBER

DOCUMENT LIBRARY

Thousands of solicitation templates to aid in your development activities

[SEARCH THE LIBRARY](#)

DICTIONARY OF TERMS

Comprehensive reference for commonly used procurement terms and concepts

[VIEW DICTIONARY](#)

NIGP CODE

Universal taxonomy for identifying commodities and services in procurement systems

[GO TO NIGP CODE](#)

NIGP Webinars provide valuable learning on hot topics in procurement, helping you stay informed. And, they're better than ever with 60% more content which means more contact hours to meet your professional learning goals.

Plus, they're geared to learners at all levels and complement other NIGP learning resources.

[READ MORE](#)

FREE

Free Certification Prep!

There's never been a better time to get certified!

In addition to the new practice tests, take advantage of our FREE CPPB and CPPO self-study tools available to any public procurement professional seeking their certification!

These resources are designed as a self-study tool to assist in your personal study efforts to achieve your prestigious certification.

Note: There is no instructor for these resources.

These study tools include:

- Practice exam questions as a self-assessment tool
- Links to readings and free resources aligned by NASPO staff to the new UPPCC [Body of Knowledge and Competency \(BoK-C\)](#)
- Recordings of previous instructor-led class recordings discussing the six domains
- Access to a discussion board to engage with other professionals preparing for the exam
- Other helpful tips and resources to help you study

[Learn More Here!](#)



Don't Miss Out!

NASPO Reimbursement Program

NASPO has announced a brand-new reimbursement program to support professional certifications in public procurement. This program will provide full reimbursement of both the application and examination fees for qualified candidates who pass either the CPPB or CPPO certification exams offered by UPPCC in the upcoming testing cycle.

[Click here](#) to see the initial directions for submitting reimbursement requests related to this exciting new program.

Professional Development Contact Hours for Certification and Recertification

Don't forget, NASPO-designed courses are available at NO COST to you. There are now over 74+ contact hours of procurement education available for FREE which you can apply towards the professional development contact hour requirements for CPPB and CPPO initial certifications or recertification

[What Are You Waiting For?](#)



COOPERATIVE CONTRACTS

STATE OF COLORADO PRICE AGREEMENTS

COLORADO GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

COLORADO MUNICIPAL ASSEMBLY OF PROCUREMENT OFFICIALS
(MAPO)

NASPO VALUEPOINT

OMNIA

SOURCEWELL

COOPERATIVE EDUCATIONAL PURCHASING COUNCIL (CEPC)



Trusted by your peers.

Solutions for sourcing & contract management.

Over 360 public buying organizations and over 24,000 suppliers throughout the Rocky Mountain region utilize Bidnet Direct.



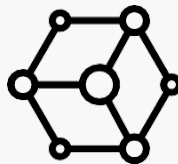
Contract Management

Manage every aspect of the contract lifecycle from one secure location.

Explore our Contract Management solution today.



**Every
Stakeholder.**



**Every
Workflow.**



**Every
Budget.**

2023 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER NAME	E-MAIL
President	David Musgrave	president@rmgpa.org
Vice President	Trudi Peepgrass, NIGP-CPP, CPPB	vicepresident@rmgpa.org
Secretary	Pat Johnson	secretary@rmgpa.org
Treasurer	Marisa Donegon, CPPB	treasurer@rmgpa.org
Past President	Diana Cantu, NIGP-CPP, CPPB	pastpresident@rmgpa.org

2023 STANDING COMMITTEE CHAIRS

POSITION	OFFICER NAME	E-MAIL
Awards	Cheryl Dye	awards@rmgpa.org
Chapter Enhancement/ Vendor Liaison	Sol Ybarra	vendorevents@rmgpa.org
Communications	Molly McLoughlin, NIGP-CPP, CPPO, CPPB	info@rmgpa.org
Elections	Tim Wellmann, CPPB, NIGP-CPP	elections@rmgpa.org
Historian	VACANT	historian@rmgpa.org
Legislative	Farrah Bustamante, CPPB, MBA	legislative@rmgpa.org
Marketing	Bethany Swank	marketing@rmgpa.org
Membership	Doug Clapp	membership@rmgpa.org
Newsletter	Chelsey Axtell	newsletter@rmgpa.org
Pro-D and Education Chair	Vera Braeckman- Kennedy	newsletter@rmgpa.org
Programs	VACANT	programs@rmgpa.org

2023 STANDING COMMITTEE CO-CHAIRS

POSITION	OFFICER NAME	E-MAIL
Awards	Beth Hewes	awards@rmgpa.org
Chapter Enhancement/ Vendor Liaison	Alicia Armentrout	vendorevents@rmgpa.org
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Legislative	Nancy Allen	legislative@rmgpa.org
Marketing	Rosalyn Potter	marketing@rmgpa.org
Membership	VACANT	membership@rmgpa.org
Newsletter	VACANT	newsletter@rmgpa.org
Pro-D and Education Chair	Valerie Scott	newsletter@rmgpa.org
Programs	VACANT	programs@rmgpa.org

