



# Rocky Mountain Governmental Purchasing Association

Summer 2024 Newsletter

## IN THIS ISSUE

### PAGE

2	Letter from the President – by Trudi Peepgrass
3	Recognize Your Colleagues: Awards Nominations
4	New NIGP-PPA Designations
5-6	New NIGP-CPP Certifications
7	Sponsor Ad: ATR Staffing
8-9	Summer Conference Wrap-Up – by Derrell Walton and Tate Hedgespeth
10	Register Now: Virtual Fall Conference
11	What's In A Name? – by Chelsey Axtell
12	SPCO and RMGPA Partner for Price Agreement Month
13	Lunch & Learn: Increasing Vendor Participation – Don't Go It Alone
14-15	Member Spotlight: Liz Kampa
16	Last Chance: Forum 2024
17-19	Life After Procurement: How To Give Back to the Profession – by Christine Oberman
20	NPI Conference: Educational Program Announced
21	Sponsor Article: Bidnet
22-24	Do Procurement Certifications REALLY Matter? – by Mark Logan
25	Sponsor Article: Amazon Business
26	In-Person Course Coming Soon: Introduction to Public Procurement
27	Upcoming Online Events
28	Member Resources
29	NASPO Procurement U
30	Cooperative Contracts
31	Sponsor Ad: Bidnet
32	2024 Board and Committees

## UPCOMING RMGPA EVENTS

Jul 31	Lunch and Learn	Sep 23-24	Intro to Public Procurement
Aug 21	August Board Meeting	Sep 24	Virtual Fall Conference
Sep 18	September Board Meeting	Oct 23	October Board Meeting



# Letter from the President

Hello RMGPA members –

THANK YOU to everyone who attended the RMGPA Summer Conference and participated in the Reverse Vendor Trade Show. We had fifty-two members attend the conference and 100 suppliers participate in the Reverse Vendor Trade Show. Overall, we “Met or Exceeded Expectations” based on the follow up survey.



Member comments included:

- *Great conference, enjoyed all of the food.*
- *I appreciate the topics and sessions presented at all of the conferences since I have been a member of RMGPA. They are all relevant in our day to day and most of the tips that are shared can definitely be used within the organization that we work at. I am always excited to bring a takeaway back to the office to utilize or share with our departments.*

Supplier feedback included:

- *Everyone was friendly and helpful.*
- *The RMGPA 2024 Reverse Vendor Tradeshow was a great opportunity to showcase our business to the many different agencies that were present.*
- *Well run event and easy access to all the agencies that attended.*
- *We are a new small business and opportunities to talk to agencies to promote our business is wonderful.*

While we realize not every session is for all attendees, RMGPA’s goal is to provide membership with education and professional development. If you have suggestions to improve conferences, please contact us.

The presentations at the Summer Conference provided insight into how the procurement process can be changed or improved. Some things to think about within your agency:

- **Update your purchasing strategy.** Consider your goals, vision, and mission, and how your procurement will fit into your broader agency strategy. Is there a more efficient way to incorporate procurement into the agency processes?
- **Build strong supplier relationships.** Good relationships can lead to cost savings, better deals, and improved efficiency. Can your agency have a dynamic relationship with suppliers?
- **Know your costs as well as supplier costs to do business with your agency.** Are there ways to change the process to reduce costs for both the agency and the supplier?
- **Utilizing technology throughout your day-to-day processes.** How will Artificial intelligence become part of your agency procurement process? How will supplier diversity play a role in purchasing?

We’d love to hear your thoughts on changing or improving your procurement process, your success stories of changes in your agency, or your challenges regarding changing procurement.

Watch your email for upcoming Lunch and Learn sessions, Virtual Fall Conference and Winter Conference.

Thank you for all you do for the purchasing profession and for your continued support of RMGPA. We appreciate each one of you.

**Trudi Peepgrass, NIGP-CPP, CPPB**  
**President, RMGPA**



# RECOGNIZE YOUR COLLEAGUES

## We Want To Recognize Our Members!

Nominate a colleague by completing [this quick survey](#).  
Awards will be presented at the annual Winter Conference.

### Award Categories:

- Specialist of the Year
- Manager of the Year
- Procurement Team of the Year
- Emerging Professional of the Year
- Distinguished Service Award
- Lifetime Award

### [Nominate a Colleague](#)



All awardees need to embody contributions in accordance with the NIGP Values and Guiding Principles of Public Procurement: Accountability, Ethics, Impartiality, Professionalism, Service, and Transparency.

Awardees must be current members of RMGPA.

Nominations should include the nominee's advancement of public procurement at their entity, RMGPA, and/or NIGP.



Special Edition



Colorado

---

# Breaking News

---

PROCUREMENT PROFESSIONALS  
EARN NIGP DESIGNATION

---



---

Join us in congratulating these  
RMGPA Members!

---

**Jon Boshart**  
**Tina Cordova**  
**Lottie Delgado**  
**Timothy "Tate" Hedgespeth**  
**Alyssa Hoffman**  
**Olen Riseng**  
**Brenda Varner**

---





## FIVE PUBLIC PROCUREMENT LEADERS IN COLORADO EARNED THEIR NIGP CERTIFIED PROCUREMENT PROFESSIONAL DESIGNATION IN MAY 2024

June 24, 2024

As we prepare to celebrate Canada Day and U.S. Independence Day, we also celebrate the **5 leaders From the Centennial State** who earned their NIGP Certified Procurement Professional designation (NIGP-CPP) during the latest testing period in May 2024. These individuals are among the 161 leaders who earned their NIGP-CPP during the May testing window - the largest total since August 2021. The May certificants pushed the current 12-month total to 409 new NIGP-CPPs from August 2023 to May 2024; doubling the previous 12-month period.

The NIGP-CPP continues to gain respectability across North America as the professional procurement certification of choice – with 1,519 certifications earned since the program was launched less than 4 years ago. Today, there are NIGP-CPP leaders throughout 46 states and 5 Canadian provinces. This phenomenon is no more evident than in Florida which continues to have the largest concentration of NIGP-CPPs of any state or province. 45 leaders from Colorado have been certified by the NIGP Certification Commission – including the five most recent certificants listed below who we congratulate today:

- Staci Crum – Denver
- Megan deGrood - Thornton
- Katherine Schwindt - Littleton
- Tracy Taylor - Pierce
- Dale Zachary – Denver

We also celebrate another major achievement for the program – earning accreditation by the ANSI National Accreditation Board (ANAB). When the Institute developed the NIGP-CPP in 2019, we built the program in consideration of the rigorous standards established by the ANSI National Accreditation Board and ISO 17024 Requirements. By earning ANAB's accreditation, the achievement validates that our certification meets those rigorous standards. We recognize that standards are critically important to the public procurement community which frequently incorporates ANSI and ISO standards in bid specifications and assessments.

*(continued on next page)*



# NEW NIGP-CPP CERTIFICATIONS

*(continued from previous page)*

The NIGP Certified Procurement Professional (NIGP-CPP) certification program has not only become the most sought-after certification for leaders in public procurement, but it is also only the second procurement and contracting certification (NIGP and the National Contract Management Association [NCMA]) to achieve accreditation by ANAB.

If you are considering an accredited professional certification, the unique focus of the NIGP-CPP...**targeted specifically for procurement leaders**...truly sets it apart. The NIGP-CPP is the only certification offering anchored in the Public Procurement Competency Framework that was developed from a research study funded by the Volcker Alliance. It offers the flexibility demanded by fast-paced professionals... no training prerequisites, four testing windows annually, a two-year period to pass the individually-scored modular exams, and six eligibility pathways that reflect a mix of educational achievements and relevant work experience. Equally unique, the NIGP-CPP is integrated into the NIGP Pathways portfolio of learning and credentialing that grows with your career in public procurement. For those professionals new to public procurement, professional certification is likely not the first step in your journey, but Pathways intentionally offers something for everyone so you can begin to be recognized for your learning well before you are eligible for certification.

**To learn more about the value of the NIGP-CPP program, visit the NIGP Website by clicking here or join us for one of our monthly informative webinars on the NIGP-CPP and Pathways program.**





- Thank you for your sponsorship! -



# SERVING COLORADO SINCE 2002

Locally Owned & Operated  
720-716-5800

## Temporary | Temp to Hire | Direct Hire

*Specializing in Governmental & Educational Placements*

- Office Administration & Accounting
- Facilities & Grounds Maintenance
- Distribution Centers & Warehousing
- Skilled Trades & General Labor
- Technical & Professional
- Special Projects & more!



### Compliance Processing Offered:

- ✓ All Employees are E-Verified
- ✓ Criminal Background Checks
- ✓ Drug Testing & Physicals
- ✓ Reference Checks
- ✓ Skills Testing

### Contact Information:

Jennifer Leach  
O: 720-716-5800 x 101  
D: 720-716-5803  
E: [jennifer.leach@atrstaffing.net](mailto:jennifer.leach@atrstaffing.net)

[www.atrstaffing.net](http://www.atrstaffing.net)



---

"From the top down, **ATR Staffing** has proven time and again to be a partner in fulfilling our staffing needs. No matter how large or small the request, it is always greeted with an ear to our needs and a response that provides us with the fix we seek in both a timely and effective manner. I would highly recommend **ATR Staffing** for your staffing needs. It will be one of the best decisions you will ever make!" ~ *University Client since 2015*

---



# SUMMER CONFERENCE WRAPUP

## 2024 RMGPA Summer Conference Recap

By Derrell Walton, PPA

Senior Buyer, Boulder Valley School District  
RMGPA Summer Conference Scholarship Winner

The 2024 RMGPA Summer Conference showcased several innovative procurement practices aimed at modernizing public procurement processes and enhancing efficiency. Here is a re-cap of the information I found to be useful:

**Digital Procurement Tools:** Emphasis was placed on the adoption of advanced digital tools and platforms to streamline procurement activities. These tools include e-procurement systems that automate the purchasing process, from requisition to payment, reducing manual errors and speeding up transaction times.

**Data Analytics and Spend Analysis:** Sessions highlighted the use of data analytics to gain insights into spending patterns and identify cost-saving opportunities. By analyzing procurement data, agencies can make more informed decisions, optimize their supply chain, and enhance budget management.

**Blockchain Technology:** Discussions included the potential of blockchain technology to ensure transparency and security in procurement processes. Blockchain can provide an immutable ledger for tracking procurement transactions, reducing the risk of fraud and enhancing accountability.

**AI and Machine Learning:** Artificial intelligence (AI) and machine learning were featured as tools for predictive analytics and decision support. These technologies can help procurement professionals forecast demand, assess supplier performance, and manage risks more effectively.

**Sustainable and Ethical Procurement:** Innovative approaches to incorporating sustainability into procurement practices were discussed. This includes sourcing environmentally friendly products, ensuring fair labor practices in the supply chain, and implementing policies that promote social responsibility.

**Collaboration Platforms:** The use of collaborative platforms that enable real-time communication and document sharing among stakeholders was highlighted. These platforms facilitate better coordination and transparency throughout the procurement cycle.

**Cybersecurity Measures:** With the increasing reliance on digital tools, the conference also addressed the importance of robust cybersecurity measures to protect sensitive procurement data and ensure the integrity of procurement systems.

I'm finding these innovative practices to be extremely helpful to my day-to-day procurement processes and I intend to implement more of the aforementioned practices as I grow in my career. My sincerest thanks to RMGPA for providing me the opportunity to attend this event and look forward to attending many more!





# SUMMER CONFERENCE WRAPUP

## Summer Conference 2024: The Experience

by Tate Hedgespeth, PPA

Purchasing Agent/Buyer, Loveland Water and Power

RMGPA Summer Conference Scholarship Winner

I began my commute to the Aurora Public Schools Professional & Learning Conference Center while the sun was just starting to light up the beautiful Rocky Mountains. As I was driving, I contemplated what I would learn today, what connections I would make, and how I could use all of these to help further my career in public procurement. I am extremely thankful for the opportunity afforded to me to attend this conference due to a scholarship I received from Rocky Mountain Governmental Purchasing Association (RMGPA).



First and foremost, I thought about how truly lucky we are to have an organization like RMGPA that helps promote and support us as procurement professionals by offering classes and conferences. The summer conference was yet another opportunity to increase my knowledge along with an opportunity to network with other procurement professionals. Unfortunately, due to a scheduling conflict on my part I was unable to attend the first day. However, on the second day of the conference I was able to hear from Amazon, Sourcewell, Bidnet, Scott Harris from City and County of Denver, and the NIGP Business Council. Day two of the conference was nothing short of information filled.

Although all the presentations were wonderful, Scott Harris's presentation titled, *"Everything I Needed to Know about Purchasing, I learned from Being an Umpire aka The Fear of Failure"* really left an impression on me. Scott did a tremendous job of breaking his presentation into 14 ideas. He demonstrated how each idea had an application to both purchasing and to umpiring softball. Some of the ideas Scott presented that had a resounding impact on me were: shut up and listen, communicate, be assertive, not aggressive, and don't be afraid to fail, sell it. These are four ideas that I think were most beneficial to myself. When I thought about the idea of shut up and listen, it reminded me of something my dad used to tell me. "You will never learn anything if your mouth is running." This is a fact! Listening is key and it brings me to Scott's point of communication. Listening is part of learning and communication. It is better to over communicate than under communicate. Never assume someone knows what you are thinking or doing; tell them. That segways into being assertive but not aggressive. Assertive means you are confident in what you are saying. If you are speaking, be confident in the message you are conveying to your audience no matter the size. But do not be aggressive with the message. The difference between assertive and aggressive is the tone and emotion in your form of communication. Being assertive will help you with the last point of not being afraid to fail but to sell it. If you are confident in what you are saying it will make it a whole lot easier to sell it to those that are listening. Believe in yourself. Believe in your message. Speak confidently. Sell your message.

To conclude, the 2024 RMGPA Summer Conference was filled with learning and networking. I want to thank RMGPA for the scholarship opportunity to attend this wonderful event. I hope more colleagues will join us at the Winter Conference in December.



# 2024 VIRTUAL FALL CONFERENCE

Registration Is Now Open!



#RFPDreamTeam  
PROCUREMENT CONSULTING



## REQUESTS FOR PROPOSALS

Join RMGPA and the RFP Dream Team  
identify areas for Improvement  
and  
learn effective organization using critical RFP components



### RFP as a Treasure Map

Understand how RFP documents serve as guides for suppliers to provide the best responses



### Flexibility & Organization

Importance of using templates as primary tools

In-depth review of three attendee templates (excluding legal aspects)



### Evaluation Methods & Criteria

Essential elements: criteria/pricing/optional steps

Determining responsiveness/compliance/responsibility

Various criteria/weighting/pricing methodologies/formulas

**Early Registration Only \$49 – Register Now!**



# What's In A Name?

by Chelsey Axtell

Procurement Assistant, St. Vrain Valley Schools

The process to change our department name and individual titles began in September 2023 and was made official in front of the Board of Education with the entire team in attendance on May 22, 2024. To some, it may not seem important to pursue this change, however, we wanted a title that encompasses all aspects of what we do on a daily basis as our department does so much more than just “purchase”. From processing POs, providing training to end users and engaging with stakeholders to building vendor relationships, issuing solicitations and contract management -- in the procurement field, we do it all. It is my honor to introduce the St. Vrain Valley Schools **Procurement Department!**

**Purchasing:** Purchasing is the set of functions associated with acquiring the goods and services that an organization requires. Purchasing is a small subset of the broader procurement function. This process includes activities like ordering, expediting, receiving, and fulfilling payment.

**Procurement:** Procurement encompasses the entire end-to-end process of acquiring goods, services, or works from external sources. It includes identifying needs, sourcing, negotiating, purchasing, receiving and inspecting goods, invoicing, payment, and managing suppliers – while saving cost, reducing time, and building win-win supplier relationships. (Source: [Procurement vs. Purchasing: What's the Difference?](#))



L-R: Laura Wamsley, Procurement Specialist; Kim Myers, Senior Procurement Specialist; Tim Wellmann (NIGP-CPP, CPPB), Director of Procurement; Chelsey Axtell, Procurement Assistant; Shelly Henderson (NIGP-CPP, CPPB), Procurement Manager





# SPCO

State Purchasing & Contracts Office



## SPCO and RMGPA Partner For Price Agreement Month!

Mark your calendar and join us in person or online! This year, we're holding three events to reach as many price agreement users as possible. Each event will have the same content, so choose the one that works best for you.

- **Tuesday, August 6th**, from 11:00 a.m. to 3:00 p.m., at Morgridge Commons in downtown Glenwood Springs. Free parking is available, and lunch is included. [Register Now](#)
- **Wednesday, August 21st**, from 11:00 am to 3:00 pm at the PPA Event Center in Denver. Free parking is available, and lunch is included. [Register Now](#)
- **Wednesday, August 28th**, from 9:00 am to 12:30 online. [Register Now](#)

**What is Price Agreement Month?** This is your chance to learn more about these statewide contracts as we cover the basics of cooperative purchasing and explore some of our most popular contract categories.

### Which Price Agreement categories will be covered?

- |                                    |  |
|------------------------------------|--|
| • Advertising & Marketing          | • Procurement Acquisition Services             |
| • Automobile Rental                | • Software                                     |
| • Body Armor                       | • Temporary Personnel Services                 |
| • Cloud Solutions                  | • Temporary Personnel Services Medical         |
| • Copiers & Managed Print Services | • Training, Assessments & Development Programs |
| • EV Charging Stations             | • Translation Services                         |
| • IT Research & Advisory Services  | • Travel Management Services                   |
| • IT Vendor Managed Services       | • Vehicles                                     |

**What other topics will be covered?** We'll also have speakers from the Governor's Office of Information Technology discussing Colorado's new accessibility requirements and accessibility in procurement and the National Association of State Procurement Officials (NASPO) sharing information on the benefits and resources available to both state and local government procurement professionals.

**Who should attend?** If you make purchases for a program, have a pcard, or work in procurement (purchasing and/or contracts!) for the state, an institution of higher education, local government, or a certified nonprofit, these events are a great chance to learn and ask questions!

**Do all three events cover the same information?** Yes. This year, we are offering the same content on three different days to allow as many people as possible to attend and learn with us.

**Don't Miss Out – [Register Today!](#)**



# LUNCH AND LEARN

## Increasing Vendor Participation – Don't Go It Alone

Attendees will gain insights into effective vendor engagement practices, learn how to diversify their vendor pool and discover techniques to make their procurement processes more appealing. This session will equip procurement professionals with the tools and knowledge to increase vendor engagement and ensure a competitive, diverse, and effective bidding environment.

**July 31 | 12:00 to 1:00 PM**

**Cost: Free | Contact Hours: 1**

**[Register Now](#)**

Presented by:

**bidnet direct.**



### Liz Kampa

Purchasing Agent  
City of Billings, Montana  
RMGPA Member Since 2024

**Q: Tell us a little about your background.**

A: I was born in Minnesota and my family moved to Wyoming during the oil boom in 1977. I graduated with a paralegal degree and moved to Montana in 1991, where I worked for the federal government and continued my education, receiving a bachelor's degree in organizational communications. I then ran a non-profit organization before going to work for the City of Billings.



Prior to accepting the Purchasing Agent position, I ran the Parking Division for the City for 5 years. It was an intense and extremely busy job. I was regularly threatened and even once had the front window of my house shot out by an irate ticket recipient! I wanted to return to school for my master's degree, but knew my current schedule was too hectic for that endeavor. The longtime Purchasing Agent was retiring and I had big ideas for the job, so I threw my hat in the ring, returned to school, and never left – as this seems to be my niche.

**Q: Did you work in other professions prior to procurement? If so, where and what did you do?**

A: Throughout college, I waited tables and worked in retail. In addition to the aforementioned government and non-profit positions, I also worked as a teller and bank manager for various horse racing tracks during the summers for 20+ years.

**Q: What organization do you currently work for? How long have you been there? What is your current position?**

A: I have been the sole Purchasing Agent for the City of Billings, Montana, for 18 years. As far as I'm aware, I'm the only City Purchasing Agent in the state of Montana – which is why I recently joined RMGPA.

*(continued on next page)*



## MEMBER SPOTLIGHT

*(continued from previous page)*

**Q: What is the most interesting purchase or project that you have ever been involved in?**

A: I get to build relationships with people from all backgrounds while also learning about what people in diverse fields do everyday as well as seeing the technical aspects of all types of projects.

**Q: What are your interests, hobbies or passions?**

A: My daughter is a competitive dancer, so we spend a great deal of time at practices and competitions. When not playing dance mom, I enjoy live music events and am an avid wake surfer and rockhound, so I spend as much time as possible during the warmer months at any lake or river in the vicinity.

**Q: What is your favorite thing about your career?**

A: I enjoy helping staff find ways to procure the goods or services they need while also ensuring compliance with policies, procedures and laws – and then seeing a project that I helped with to completion.

**Q: What is your proudest professional accomplishment?**

A: There are numerous – writing policies and procedures, serving on strategic planning committees, creating template documents, assisting with bids/contracts/etc. for both small and large projects. While working from home during the pandemic, I took all the steps necessary to launch an entirely electronic review and execution of most documents for the City. I'm extremely proud of this project, especially because it reduced contract review/execution time from an average of 2 weeks to 2.7 days.

**Q: What did you want to be growing up?**

A: A lawyer.

**MEMBER SPOTLIGHT is featured in every RMGPA Newsletter.**

Want to nominate someone for Member Spotlight?

Email [newsletter@rmgpa.org](mailto:newsletter@rmgpa.org).



# Last Chance to Register!

**August 25 – 28, 2024**  
**Charlotte, NC**

**NIGP  
FORUM  
2024**

In Person: \$999 Members | \$1,200 Non-Members  
Virtual: \$399 Members | \$449 Non-Members

## **Fuel your professional growth at NIGP Forum 2024!**

Earn up to 24 contact hours, whether you join in person or virtually.

**Standard Registration Ends July 26**  
**REGISTER NOW**



### **My Forum Story**

Please enjoy [this article](#) by RMGPA's very own Valerie Scott. It provides her personal reflection on the value of attending the NIGP Forum, highlighting how it fosters learning, networking, and personal growth for procurement professionals.



# Life After Procurement: How to Give Back to the Profession

By Christine Oberman

## The Gray Wave

Government Procurement offices and private industry are still experiencing a “gray wave” of retirees exiting their positions in large numbers. To those left behind to perform our previous work, thank you for supporting our pensions and social security funds! However, your time will come, so take note.

If you’re like many procurement professionals, you and your colleagues are swimming to manage workload that was meant for more staff than you have, trying to train recently-hired staff, maybe from private industry, while implementing new procedures, rules, or legislation. Many of us who have retired from our positions don’t envy the current office environment, while missing out on remote work capabilities!



## What Do I Do Now??

At first, retirement might seem like a distant, dreamy land of sleeping in, empty meeting calendars, and endless <pick your passion> travel/gardening/pickleball/golf/sailing/doing nothing/shopping/cycling/visiting family/paddle boarding/ hiking/swimming/doing nothing.

But upon retirement, our overwhelmed business lives come to a screeching halt. Some new retirees have been so busy “getting out” of their jobs, that they had little time to make **sustainable** plans for their newly-open lives. I’ve heard things like, “Now I can play golf every day.”, or “I’ll never cook another meal if I can help it! Let’s make reservations!” or “Don’t call me before noon!”

These short-term plans sound great when we are still sitting in meetings till 6 pm on a holiday Friday. Once we’ve rested your mind’s hard drive and newly-old body (how did this happen??), you become ready to indulge in lifelong dreams and passions. Some learn the hard way that they can play their favorite sports only once or twice a week; play more often, and the risk of unexpected injuries or chronic pain isn’t worth it. Home cooked meals tend to be healthier on average than most restaurant menus that infuse every food group with unneeded fats or salt - the nemesis of anyone who is on a first name basis with a Cardiologist. Current menu prices on a fixed income can also be a surprise to someone who rarely had time to go out for a meal, anyway. And most of us really can’t just “do nothing” very long before we start looking for something to do!

That’s when our career passions start to creep back into our brains. Maybe you enjoyed the game of negotiating terms with suppliers to best fit all parties, or liked the challenge of helping to develop

*(continued on next page)*



specifications to get a community service project done, or found personal satisfaction in explaining how to get things done more efficiently and effectively - within the system that **you** originally developed. Many people stayed in their careers a long time because it was gratifying to see that good changes were made, things did get done, and our communities were better for our being there behind the scenes.

## **How to Give Back**

Now think again about those new hires, still treading water back at the office. Consider using a part of your less-busy retirement calendar as an opportunity to share your tips, tricks, and ideas with RMGPA Members to help make their lives just a bit easier. Here are some of my own ideas and suggestions:

- Offer to write a short Newsletter article for RMGPA about a unique or difficult procurement that you handled. Explain the sticking points of the project and how they were overcome, or share lessons learned about how things did not turn out well.
- Share with RMGPA a few sample documents from your entity that you may have helped to develop. Include a quick list of unique features or processes that helped to effectively implement the docs.
- Write up a short summary about one of your entity's procurement projects that has been very well received, and could help other Colorado entities. Take a few screen shots or on-site pictures. Work the information into a slide deck for use as a Lunch and Learn topic or a Conference breakout session.
- Contact NIGP and offer to help update its online Dictionary of Terms.
  - New terms may need to be added to expand knowledge into new areas that have come into procurement practices.
  - Archaic terms should be removed before they become archaic!
  - Routine terms should be reviewed for applicability to current processes and procedures.

Wish there were more classes in your field of specialization? Contact the NIGP Education team and offer to assist on current projects in process. Updates and new information are continuously being worked into classes, existing materials, conference topics, and other efforts to help keep the Procurement profession relevant and moving forward.

## **BIO and Career Path References**

Christine Oberman, C.P.M., CPPB, APP  
State of Colorado - Retired

- Contract Administrator and statewide Trainer, Colorado Department of Personnel & Administration (DPA), State Procurement and Contracts Office (SPCO)
- Director of Procurement and Materials Manager, Colorado Department of Public Safety/Colorado State Patrol (CDPS/CSP)
- Colo Dept Of Human Services (CDHS), Buyer specialized in RFP projects for services
- Health Care Buyer, University of Colorado Health Sciences Center (UCHSC)



### Private Industry

- Senior Merchandise Manager, JCPenney Company, Pittsburgh, PA region, and Macy's Southeast Region - New Store openings, Category Management
- Buyer for Washington D.C. area home goods retailer, importer, & catalog business; and Corporate Merchandise Manager for privately held beauty salon chain of 2000+ locations

### NIGP Contributions

- NIGP Certified Instructor: Teach certification classes & special interest courses nationwide
- NIGP Co-author, textbook: *Developing and Managing Requests for Proposals in the Public Sector* (2019),
- NIGP Class content developer for *Specification Writing* and *Ethics in Public Procurement*
- NIGP team member for *NIGP Dictionary of Terms* (2020)
- NIGP Mentor 2020 and 2021

I also contacted a few seasoned colleagues across the country for their thoughts on how to give back to the Procurement profession that gave them so much satisfaction. Watch for those contributions to appear in upcoming RMGPA newsletters. I will include a short bio for each person to honor their past contributions and to offer newer procurement professionals a glimpse into real life career paths.



There's no best answer to the question, "What Do I Do NOW?", just like there were no easy solutions for many of our Procurement projects. Retired leaders suggest that you can make a difference by reaching out to share with our Colorado Procurement community a suggestion, idea, or real-life scenarios and outcomes. All of these efforts help to advance the profession.

**Are you a retired procurement leader with wisdom to share?**  
**We welcome your input!**  
**Email your ideas and suggestions to**  
**[newsletter@rmgpa.org](mailto:newsletter@rmgpa.org).**



- From Our Business Partner -

## National Procurement Institute's 56th Annual Conference Educational Program Announced!

Get your first look at the sessions being offered at the 56th Annual Conference [here](#). Follow any of the exciting tracks or mix and match for the ultimate educational experience. Whether you're looking for current events and hot topics, professional and personal development, or innovative ideas, you'll find it here!

**Register today – use discount code 2024RMGPA.**

**SAVE THE  
DATE!**

**Achievement of  
Excellence  
In Procurement®**

**56TH ANNUAL CONFERENCE  
OCTOBER 13-16, 2024  
GRAND HYATT HOTEL  
DENVER, COLORADO**



## New, Insightful Report: Bidnet's Public Procurement Maturity Model

While many general procurement maturity models are available, none address the nuances of public procurement, so Bidnet decided to create one that does. Our [new Public Procurement Maturity Model](#) for the Public Sector is the result of our years of hands-on experience and the invaluable insights of subject-matter experts.

Our goal with this report is to help shed light on the strategies and technologies that procurement teams can utilize to enhance their maturity. In the report, you will:

- **Discover the Six Stages of Procurement Maturity:** From basic manual processes to optimized and collaborative solutions, understand where you stand and how to progress.
- **Learn Change Management Best Practices:** Implement smooth transformations in your procurement processes to achieve maximum efficiency and minimal disruption.
- **Access Expert Insights:** Benefit from decades of combined experience from industry leaders who have spearheaded procurement transformations.

[Click here](#) to download the report.

We hope that you find it insightful – The Bidnet Direct Team

# bidnet direct.





**Mark B. Logan, MPA, NIGP-CPP, CPPO, C.P.M., CPPB, A.P.P.**  
Procurement Leader & SME

Do Procurement Certifications REALLY Matter?

And why the last cert I earned scared the 🐞 out of me (at the end of this story)! 🤖

Okay, by looking at the “ABCs” after my name, you probably think I am biased about this question.

But, hear me out, please...

My original quest for procurement certifications was purely for SELFISH reasons.

A.P.P., C.P.M., CPPB, CPPO, then NIGP-CPP was my time, effort, stress, and money “cert” path.

I wanted certs to be able to put them after my name...

so I could put them on my resume...

so I could either get promoted...

or apply for a different job...

so I could make more money \$\$\$...

Certs = Mo’ Money?

Yup.

*(continued on next page)*



*(continued from previous page)*

There are plenty of studies and white papers that have demonstrated just this. I will not elaborate; you can do your own research.

But yes, Certs = Mo' Money, in many cases. 👍

What I want to share with you is that what I learned after my first couple of certs is that the JOURNEY to pursue certifications had far more reaching intangible benefits than monetary gains.

Don't believe me?

Here are some of them...

Expanded Knowledge Base: Certifications help you gain comprehensive and up-to-date knowledge in the world of procurement.

\*\*\*Certifications allow you the opportunity to continually grow as a procurement professional.\*\*\*

Boosted Self-Confidence: Certifications provide a sense of accomplishment and confidence in your abilities.

\*\*\*This cannot be overstated enough!\*\*\*

Enhanced Employer Value: Certifications also contribute to your organization's success by ensuring you bring top skills and knowledge to your organization.

\*\*\*You were hired for a reason, and it's your responsibility to continually provide value to your organization as a procurement professional.\*\*\*

Professional Credibility: Your expertise and skills are validated, demonstrating your credibility in the eyes of colleagues, clients, and stakeholders.

\*\*\*Basically, it tells others that you know what you're doing!\*\*\*

Industry Recognition: Achieving a procurement certification can elevate your standing in the industry, .

\*\*\*It also elevates the procurement profession as a whole.\*\*\*\*

*(continued on next page)*



*(continued from previous page)*

**Career Growth Opportunities:** Certifications can open doors to new career opportunities, promotions, and leadership roles, moving your professional journey forward.

\*\*\*We've talked about this one (wink wink).\*\*\*

**Competitive Job Market Edge:** In a competitive job market, a certification distinguishes you from other candidates, providing a unique advantage when seeking a new job or advancing within your current organization. Many can attest to this!

\*\*\*Again, Certs = Mo' Money, in many cases.\*\*\*

As you might be able to tell by now, I'm of the mindset that a commitment to lifelong learning is a hallmark of effective leadership in procurement.

And the pursuit of procurement certifications does just this and definitely has VALUE.

So, yes. Procurement certifications really DO matter, IMHO.

p.s.

How 'bout you?

Do you agree or disagree?





## Be prepared with Amazon Business and Amazon Web Services

No matter how prepared your agency becomes, you can't prevent an unexpected disaster, but you can be prepared for one. Amazon Business and Amazon Web Services is proud to support government organizations on the front lines with priority access to critical supplies and resources to help solve procurement challenges.

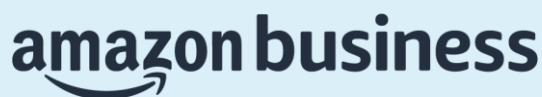
In times of crisis, effective emergency management and response are essential. Establishing robust procurement processes and frameworks is essential for public sector agencies to acquire the necessary goods and services promptly during emergencies.

Here's why procurement preparedness is essential for your local government:

- **Swift Response:** In times of crisis, time is of the essence. Adequate procurement preparedness allows agencies to rapidly get essential supplies, such as medical supplies, and critical resources, as well as First Responder essentials, and food, water, and other critical resources, without unnecessary delays. Being prepared minimizes administrative hurdles and enables agencies to address urgent needs promptly. Amazon Business provides one and two-day delivery with Business Prime on millions of items, ensuring that you get what you need as rapidly as possible.
- **Resource Optimization:** Disasters often lead to increased demand and potential price increases for essential resources. Agencies can develop supplier networks and engage in bulk purchasing arrangements in advance. This optimizes resource allocation while minimizing costs. Amazon Business' Request for Quote tool allows customers to negotiate in advance on large-scale purchases to save both time and money.
- **Transparency and Accountability:** Maintaining transparency in procurement processes is crucial for government agencies, especially during emergencies. By establishing clear guidelines, ensuring documentation, and incorporating appropriate oversight mechanisms, agencies uphold public trust and effective budget management. Amazon Business tools including Guided Buying, Approvals, and Business Analytics can support your transparency and oversight goals while minimizing friction in the buying experience.
- **Continuity of Operations:** During emergency situations, the ability to continue to serve your community while being prepared for an increased need to communicate with citizens is of utmost importance. Having IT resources that are available and scalable enables you to continue, and even scale up, operations quickly and reliably. This ability is a key differentiator of cloud computing. Amazon Web Services provides options for Disaster Recovery services to help you be prepared.

## Save the Date: Amazon Business Reshape 2024

Amazon Business Reshape is being held September 24-25, 2024 in Dallas, TX. This event is designed to forge connections within the procurement and finance professions to help transform the industry. This is an ideal event for leaders at all levels looking to discover new innovations. Want more information on attendance? Connect with your Amazon Business Account Executive or email [Colorado-Public-Sector-Customer-Advisors@amazon.com](mailto:Colorado-Public-Sector-Customer-Advisors@amazon.com).





### Introduction to Public Procurement

Upon successful completion of this course, attendees will be able to:

- Ensure compliance with expectations, laws, and regulations that govern public procurement.
- Increase efficiency and independence with procurement related tasks.
- Develop partnerships with various stakeholders.
- Plan for continuous professional development.
- Determine the best procurement method for a particular solicitation

September 23 and 24 | 8:00 PM to 5:00 PM

Instructor: Marcheta Gillespie

Cost: \$356 Member | \$436 Non-Member

**Register Now**

**Hosted by the RMGPA Chapter of NIGP**

Location: Adams County Government Center

BRANTNER GULCH C

4430 S Adams County Pkwy | Brighton, CO 80601-8212



When you register for a NIGP-hosted course, be sure to identify yourself as a member of RMGA. NIGP will give back 5% of gross revenue to RMGPA for each registration.



# UPCOMING ONLINE EVENTS

## Courses

NIGP Pathways courses are designed for **busy procurement professionals**, offering flexible options to meet diverse learning needs.

[Courses by Topic](#)  
[Courses by Format](#)  
[Upcoming Courses](#)

## Webinars

NIGP webinars, always free to members, provide **valuable learning on hot topics** in procurement, helping you stay informed.  
90 min | Contact Hours: 1

[View Schedule](#)

## Mastermind

The Mastermind Program is geared towards empowering **mid-to-senior leaders** to sharpen their skills and maximize their role as an influencer and leader in public procurement.

[Developing the Leader Within You 2.0](#)  
September 25 – October 28  
Contact Hours: 6

[Coaching for High Performance Workshop](#)  
October 17  
Contact Hours: 7

## Specialization Certificates

Gain mastery and advance your learning in **new and emerging focal areas of procurement** so you can become recognized as an expert and thought leader in that area.

[Developing and Managing a Sustainability Program](#)  
October 7-8  
Contact Hours: 12

[Job Order Contracting \(JOC\)](#)  
August 14  
Contact hours: 8

[Using Federal Grant Funds](#)  
August 6, September 9, October 15  
Contact Hours: 8

[Cloud Procurement](#)  
July 29-30, August 6-7, August 7-8, September 3-4  
Contact Hours: 16

[Technology Procurement](#)  
August 14-16, October 7-9  
Contact Hours: 28

[Construction Procurement](#)  
September 11-13, October 16-18  
Contact Hours: 24







### 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](#)**

#### 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 & services in procurement systems

**[GO TO NIGP CODE](#)**





## Free CPPB/CPPO Certification Prep

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

In addition to the new practice tests, take advantage of NASPO's 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](#)**





# COOPERATIVE CONTRACTS

STATE OF COLORADO PRICE AGREEMENTS

COLORADO GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

COOPERATIVE PURCHASING AGREEMENTS –  
COLORADO DEPARTMENT OF TRANSPORTATION (CDOT)

NASPO VALUEPOINT

OMNIA PARTNERS

SOURCEWELL

COOPERATIVE EDUCATIONAL PURCHASING COUNCIL (CEPC)

COLORADO BOCES ASSOCIATION/AEPA

EQUALIS GROUP

BUY BOARD

TIPS

MULTIPLE ASSEMBLY OF PROCUREMENT OFFICIALS (MAPO)





- Thank you for your sponsorship! -



## **Trusted by your peers.**

### **Solutions for sourcing & contract management.**

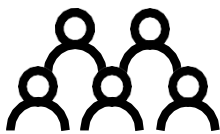
Over 360 public buying organizations and over 24,000 suppliers throughout the Rocky Mountain region utilize Bidnet Direct.



### **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.**



**ROCKY MOUNTAIN**  
e-purchasing system

**[bidnetdirect.com/colorado](http://bidnetdirect.com/colorado)**



## 2024 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER NAME	E-MAIL
President	Trudi Peepgrass, NIGP-CPP, CPPB	<a href="mailto:president@rmgpa.org">president@rmgpa.org</a>
Vice President	Doug Clapp, MA, MS, CPPB	<a href="mailto:vicepresident@rmgpa.org">vicepresident@rmgpa.org</a>
Secretary	Pat Johnson, CPPB	<a href="mailto:secretary@rmgpa.org">secretary@rmgpa.org</a>
Treasurer	Marisa Donegon, CPPB	<a href="mailto:treasurer@rmgpa.org">treasurer@rmgpa.org</a>
Past President	David Musgrave	<a href="mailto:pastpresident@rmgpa.org">pastpresident@rmgpa.org</a>

## 2024 STANDING COMMITTEES

COMMITTEE	OFFICER NAME	E-MAIL
Budget & Finance	Chair: Marisa Donegon	<a href="mailto:treasurer@rmgpa.org">treasurer@rmgpa.org</a>
Education & Programs, including: <ul style="list-style-type: none"> <li>• Conferences/Events</li> <li>• Educational Classes &amp; Seminars</li> </ul>	Chair: April Cooke, NIGP-CPP, CPPB Vice Chair: Diana Cantu, NIGP-CPP, CPPB	<a href="mailto:vendorevents@rmgpa.org">vendorevents@rmgpa.org</a> <a href="mailto:programs@rmgpa.org">programs@rmgpa.org</a>
Governance, including: <ul style="list-style-type: none"> <li>• Nominations/Elections</li> <li>• Strategic Planning</li> </ul>	Chair: Greg Draughon Vice Chair: Farrah Bustamante	<a href="mailto:elections@rmgpa.org">elections@rmgpa.org</a> <a href="mailto:vicepresident@rmgpa.org">vicepresident@rmgpa.org</a>
Membership, including: <ul style="list-style-type: none"> <li>• Awards &amp; Scholarships</li> <li>• Legislative</li> <li>• Mentoring</li> </ul>	Chair: Beth Hewes, NIGP-CPP, CPPB Vice Chair: Diana Cantu Nancy Allen, CPM Tate Hedgespeth, PPA	<a href="mailto:membership@rmgpa.org">membership@rmgpa.org</a> <a href="mailto:legislative@rmgpa.org">legislative@rmgpa.org</a> <a href="mailto:pastpresident@rmgpa.org">pastpresident@rmgpa.org</a>
Chapter Enhancement, including: <ul style="list-style-type: none"> <li>• Community &amp; Vendor Outreach</li> <li>• Vendor Expos &amp; Reverse Trade Shows</li> <li>• Sponsorship</li> </ul>	Chair: VACANT Vice Chair: VACANT	<a href="mailto:vendorevents@rmgpa.org">vendorevents@rmgpa.org</a>
Website, Marketing & Newsletter, including: <ul style="list-style-type: none"> <li>• Historical</li> <li>• Newsletter</li> <li>• Photography</li> <li>• Resource Library</li> </ul>	Chair: Rosalyn Potter, NIGP-CPP, CPPB Vice Chair: Stephanie Glockzin, PPA Molly McLaughlin, NIGP-CPP, CPPO, CPPB Aran Raz	<a href="mailto:marketing@rmgpa.org">marketing@rmgpa.org</a> <a href="mailto:newsletter@rmgpa.org">newsletter@rmgpa.org</a>

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 if you would like to help out on a one-time basis, please reach out to RMGPA Vice President at [vicepresident@rmgpa.org](mailto:vicepresident@rmgpa.org).





Official Chapter **NIGP** The Institute for  
Public Procurement

Rocky Mountain Governmental Purchasing Association  
PO Box 340  
Colorado Springs, CO 80901 USA

(719) 668-2871 | [rmgpa.org](http://rmgpa.org) | [info@rmgpa.org](mailto:info@rmgpa.org)



To submit articles, news about your agency, awards/accomplishments,  
photographs, etc., email [newsletter@rmgpa.org](mailto:newsletter@rmgpa.org)

Image Credits:

- Cover: [Image by wirestock on Freepik](#)
- Page 19: Image by Christine Oberman