



V.A.L.U.E. OF THE MONTH JANUARY 2009



V.A.L.U.E. TO VOTE ON

LEADERSHIP POSITIONS

Members of V.A.L.U.E. in Local Government that are in attendance at the annual business meeting on March 19th and 20th will have the opportunity to vote for Chairperson and Treasurer of the V.A.L.U.E. Planning Committee. Bill Kurer, Washington County, has held the Chairperson position for the past two years, and JoAnne Jacobson, Port Washington/Saukville School District, has held the position of Treasurer for the past 7 years. Both have announced their desire to continue serving the V.A.L.U.E. membership in their respective positions. However, if you or another V.A.L.U.E. member would like to serve in either the Chairperson or Treasurer's position, you must enter a written petition for nomination to the Planning Committee by February 17, 2009 so that you can be included on the ballot for the March 19th, 2009 election.

The Chairperson and Treasurer of the Planning Committee shall serve as an officer of V.A.L.U.E. for a one (1) year term, but may be elected or appointed to serve more than one term.

The duties of the Chairperson include:

- Responsible for adhering to V.A.L.U.E.'s policies and by-laws.
- Appoint a Vice-Chairperson
- Establish committees and project managers to carry forth the purposes of V.A.L.U.E.
- Develop monthly Planning Committee meeting agendas.

The duties of the Treasurer include:

- Shall have charge of all funds and assets of V.A.L.U.E.
- Prepare an annual report of the fiscal activities of V.A.L.U.E.

- Responsible for maintaining all financial records of V.A.L.U.E.



NIGP CERTIFICATIONS

Congratulations to:

Karen Bollinger, CPPB and David Knoerr, CPPB.

Each of them has recently earned the CPPB (Certified Professional Public Buyer) professional purchasing certification. They both took the most recent computerized exam. WAPP members are welcome to contact them for advice in preparing for and taking the test.



4TH QUARTER WAPP MEETING

The 4th Quarter WAPP Meeting was again a huge success. The agenda was great. On Thursday participants learned about Emotional Intelligence at Work, a Panel of Municipal and State Attorneys discussed Open Record request. Training on Professional Development and Leadership was also provided. On Friday the participants learned about negotiating skills and Performance Bonds.

Helen McCain, Director DOA Bureau of Procurement presented State contract updates

To learn more about these contracts go to:
<http://vendornet.state.wi.us>



NIGP WEBINARS CLOSE THE GAP BETWEEN YOUR PROFESSIONAL DEVELOPMENT AND LIMITED TRAINING AND TRAVEL BUDGETS

Through 90 minute live sessions, you'll gain virtual access to procurement leaders and the best practices in the field.

Last year, NIGP Webinars attracted nearly 4,000 participants across a wide range of topics.

Here's a preview of Webinar topics coming up in 2009:

Strategic Planning (presented by Dick Florey, CPPO and NIGP Instructor)

Canadian and U.S. Purchasing Law (presented by Robert Worthington of Worthington & Associates, Ltd.)

Green Purchasing Series (presented by Scot Case, VP of TerraChoice Environmental Marketing)

Everything You Wanted to Know About IT Purchasing and Were Afraid to Ask (presented by John Kennedy, CPPO, C.P.M.)

Please visit [NIGP Webinars](http://www.nigp.org/educate/outline/WEBINAR.htm) for more details and to register for these interactive events.

The Principles of Effective Contract Writing

Presenter: Michael J. Kolodisner, CPPO
C. Moty Torres, MSPA, J.D.

Date/Time: Thursday, January 29, 2009
12:00 – 1:30 PM

Who Should Attend: This course is for anyone involved in writing, reading, interpreting or enforcing contracts. It is applicable to all levels of purchasing and contracting.

Course Objectives: Effective Contract Writing will review strategies for developing contracts, which can be easily interpreted and effectively enforced. The course will cover areas to focus on when

developing key contract terms and conditions and also provide tools and techniques for writing more effective contracts.

Registration Deadline: Friday, January 23, 2009, 5:00 PM

For more information on these webinars go to:
<http://www.nigp.org/educate/outline/WEBINAR.htm>

Registration fees are \$75 for members. Contact Vera Butts at vbutts@cr-sdc.org if you are interested in attending this webinar.

MEMBER VIEWPOINT: THE FUTURE OF THE PROFESSION Where Will We Be When They Go?

If you are a procurement leader and considering retiring, ponder for a moment the following questions: Is your organization ready for retirements? Do you have a succession plan? Are you mentoring and preparing the next generation of procurement professionals to assume leadership roles?

Finished pondering? Well most organizations are now being hit with the realization that our organization is getting older and nearing retirement. The Baby-Boomer generation has given over 30 years of experience and skills to our profession and are considering calling it a day. **When an individual retires he or she does not leave an organization with just a position to fill, they take from the organization years of experience, skills, challenges, knowledge and wisdom.**

Are your mid-career and younger workers being trained, developed and challenged to follow those who have put forth many years of dedication and passion to the procurement profession? Are we encouraging certification and continuing education through organizations such as NIGP? **For our profession to continue to grow and advance our current leaders must be willing to provide training, tools, skill sets, challenges, and wisdom to the next generation of public procurement professionals so that these individuals have the opportunity to assume leadership roles with confidence and not thrown to wolves.**

A 2003 NIGP survey *The Graying of the Profession* revealed a stunning revelation; **42.50%** of the workforce was between the ages of 50-59 and **26.25%** will retire within 6-10 years. Furthermore, that same survey reported **45.75%** of our workforce was between the ages 30-49 and **32.25%** plan to retire between 11-20 years. Both groups are now 5 years older!

Still pondering? Why not get proactive? If you are a leader of a procurement group and proud of the profession, you must think seriously about what you are doing to enable, train and prepare future public procurement leaders. Many of you have advanced the profession to what it is today, what do you want the future to be like? It is imperative to our profession that our future leaders are ready. Where will we be when you go?

Joe Lombardi, CPPO, CPPB
City of Columbus, Department of Public Utilities
Vice President Central Ohio Organization of Public Purchasers (CO-OPP)



V.A.L.U.E. MONTHLY PLANNING MEETING MINUTES 12/10/08

Present:

Diane Kelly, Peggy Watson, Dawn Gurda, Robert Barwick, Jim Bembenek, Jean Kienzle, Ed Nelson, Karen Bollinger, Laurie Dudley, Bill Kurer

Open Forum Discussion:

MPS HUB unit has issues with the Corporate Express contract as it doesn't pass their Affirmative Action Plan requirements. MPS will be checking into certifications that may be on file with the state for Corp Express on this but may have to use a different supplier if they don't comply. Suggested that MPS also check with Cindy on this issue with this contract as well to see if she has or can obtain from Corp Exp what is needed.

Contracts Listing:

- **Ammo** – There will be a one time bid done for 2009 agency requirements. Participation forms are available now.
- **Filters** – MPS renewed contract with Filtration Services
- **Crack Sealer** – Bid needs to be redone – discussed possible ways to make this a better bid
- **Paper** – Rebidding for year end
- **Cartridges** – Commitment forms are out now
- **Shredding** – Likely will be extended one more year
- **Law Enforcement Vehicles** – Ford/Dodge extending pricing, Chevy – will need to buy from state contract
- **Light Trucks** – to be awarded by end of week

Bid Calendar:

Will continue to route, Robert will re-email Jim and Jim to complete and forward on to Peggy.

Possible New Bid Opportunities:

- **Wastewater Treatment Chemicals** – Inquiry from City of Waukesha, Robert will check with Barb on soliciting interest from the membership.
- **Safety Supplies** – would like to start with developing a list of products that agencies would like to see a contract in place for. State DOT has a TIME contract that may have what agencies need or would maybe at least be a good start for a listing. Will also consider checking into other national contracts that may be used as well.
- **Employee Awards** – State Fair has a bid will check to see if piggyback is available for agencies.

Strategic Planning:

Robert will email updated Strategic Plan to Planning Committee for review prior to next meeting.

Annual Meeting:

Discussed agenda, need to add in 30 minutes for Frank Draxler to discuss new certified requirements at Annual Meeting in March. Also add in common solutions for open discussion as well. Registration Forms to go out in early February.

Respectfully Submitted By,
Bill Kurer
V.A.L.U.E . Chairperson



**OFFICE SUPPLY
CONTRACT**



Congratulations on another successful year with respects to rebates for our office supply program. This is the last contract year and as such, we will be doing another RFP for a new contract to commence 1/1/10. Because of the time/effort involved, I'll be starting this hopefully before the end of the 2nd quarter. Start thinking about what you do and don't like as I will be doing a survey so I can be sure to cover all concerns for the next bid. I will also be including questions as to why some agencies aren't doing all or most of their ordering online and the why some are not doing credit card or funds transfer for payment. By not using one of these methods for payment, we did not meet our criteria to get the additional 1% rebate for electronic payment resulting in receiving a total of over \$350,000 less in rebate money. As such, this may be something we mandate for the next contract so please start doing your

research now as to why you aren't paying that way
and/or what it takes to do so.

Cindy Greco, Principal Buyer
Waukesha County Dept. of Administration
Risk/Purchasing Division



V.A.L.U.E. IN LOCAL GOVERNMENT
 Cooperative Purchasing Program
 Of Southeastern Wisconsin

www.value4gov.org

Monthly Planning Meeting

Wednesday, January 21, 2009

8:30 AM – 10:30 AM, West Allis City Hall

7525 W Greenfield Avenue

West Allis WI 53214

Room – 128

Phone: 414-302-8300

(Refreshments & Meeting Minutes by Peggy Watson)

Agenda

- I. **Common Solutions/Open Forum Discussion** (Learn from your peers or bring an issue you'd like to discuss)

- II. **Unfinished Business**
 - A. Strategic Planning
 - 1. Review/Discuss/Finalize
 - B. Annual Meeting 2009 – March 19 & 20, 2009
 - 1. Meeting Location: Crowne Plaza Hwy 100 & Watertown Plank Road, Wauwatosa
 - 2. Update from Subcommittee
 - 1. Agenda Review & Finalize

- III. **Bid Reports/Updates**
 - A. Review V.A.L.U.E. Contracts Listing for updates and discussion items
 - B. Update on ideas for new bid opportunities
 - 1. Safety Supplies (list of supplies or other contracts to use?)
 - 2. Employee Recognition Awards (Lead Agency – MPTC or State Fair Contract?)
 - 3. Toner Cartridges/Printer Servicing/Cartridge Recycling Bid (Lead Agency – MPTC – no other agencies contacted MPTC to participate.)
 - 4. Lubes, wash, antifreeze, etc (Robert Barwick update from Public Works and how these items are purchased)
 - 5. City of Green Bay – possibly doing a bid on Gear for Fire Departments (boots, gloves, helmets). Watch for information to come.

- IV. **New Business**

- V. **Adjournment**

Future Meetings – Date/Location/Refreshments & Minutes

February 18, 2009	March 19 & 20, 2009	April 15, 2009	May 20, 2009	June 17, 2009
City of West Allis	Crowne Plaza, Wauwatosa	City of West Allis	City of West Allis	City of West Allis
Diane Berndt	Annual Meeting	Diane Kelly	Dawn Gurda	Karen Bollinger

July 15, 2009
City of West Allis
Jean Kienzle

August 19, 2009
City of West Allis
Vera Butts

September 16, 2009
City of West Allis
Laurie Dudley

October 21, 2009
City of West Allis
Jim Bembenek

December 9, 2009
City of West Allis
Vicky Nash

January 20, 2010
City of West Allis
Bill Kurer

February 17, 2010
City of West Allis
Peggy Watson

March ??, 2010
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Annual Meeting