



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

JUNE 2008

WHAT DOES V.A.L.U.E. MEAN TO YOU?

This month the Planning Committee worked on developing two key elements of our future Strategic Business Plan - the vision and mission statements. As the committee struggled to put words to paper, the question arose what does V.A.L.U.E. mean to each of us? Here is my story.

Almost six years ago, I moved from the Finance Department into Purchasing. As a person with an accounting background and no purchasing knowledge, this was quite a transition and very intimidating. There I was with three staff who knew more about procurement than I did yet I was to supervise them, manage the department and control centralized purchasing for the whole county. Thank goodness for V.A.L.U.E.

My staff suggested that I go to the monthly V.A.L.U.E. meetings, so off I went. What I found was a group of friendly, experienced procurement professionals who were more than willing to help me in any way possible. They answered my questions, sent me documents, suggested educational seminars offered through WAPP and NIGP, and provided the best support group possible. Without them, I am not certain if I would have stayed in the position. Here I am now, a CPPB, helping others. Who would have thought this would happen?

To me, the most important part of V.A.L.U.E. is the support network. No matter how long you have been in public procurement, there will always be something new you have not heard of before or an issue you want to discuss. Maybe you need some vendor suggestions or just someone to listen. This group will always be there for you. Yes, V.A.L.U.E. does cooperative bids and yes, members offer bids for piggybacking. These save our agencies money and our department's valuable time and energy. But, it is the people, the procurement professionals, willing to reach out to each other that comes to my mind first when I think of V.A.L.U.E.

Thank you to all the V.A.L.U.E. Planning Committee, especially those who guided me through the first couple of years.

Diane Kelly, Racine County



PAPER BID

The paper bid has been awarded to Midland Paper and Unisource. Please see the V.A.L.U.E. website for the award notice and bid tabulation.

Laurie Dudley
Waukesha Schools



IT'S RAINING MONEY, NOT CATS AND DOGS, FOR V.A.L.U.E. P-CARD CONTRACT PARTICIPANTS

Waukesha County is in the process of finalizing negotiations for its P-Card contract. These negotiations will result in a two-year contract extension (through 2/28/2011) with JPMorgan Chase. Additionally, all agencies will significantly increase their annual rebate, in some cases by more than 50%. What's even better, the new rebate structure will be retroactive to the current contract year (3/1/08 thru 2/28/09). If you're not already a participant, you may wish to consider becoming one. After all, what could be better than getting rebates just by having an effective P-Card program that streamlines your processes? If you would like more information, feel free to contact:

Cindy Greco @ Waukesha County Purchasing, 262-548-7889 or cgreco@waukeshacounty.gov.



CORPORATE EXPRESS/STAPLES MERGER

I am sure you have heard by now that Corporate Express will be merging with Staples after a 4-month battle. While we were told that this merger would not happen, Staples obviously made an offer that shareholders couldn't refuse, therefore, we anticipate the transaction will be completed sometime next month. Dan Tuohy, the Vice President of Marketing @ Corporate Express provided a letter that was sent to all the office supply bid participants.

I think we should try to look at this in a positive way, as although initially this merger will most likely be transparent, eventually we should be able to enjoy even better pricing and service when the merger is 100% complete. In the meantime, if you have any questions, or require additional information, feel free to contact Mr. Tuohy direct at 414-216-6137 or dan.tuohy@cepx.com

Cindy Greco
Waukesha County

V.A.L.U.E. MONTHLY PLANNING MEETING May 21, 2008 Minutes

Attending:
Bill Kurer, Robert Barwick, Roy Hartmann, Diane Berndt, Karen Bollinger, Diane Kelly, JoAnne Jacobson, and Laurie Dudley

I. Bids Reports/Updates

Review V.A.L.U.E. Contracts listing for updates and discussion items.

Paper bid – Laurie provided and update. The bid was let and three firms responded. 1) Unisource, 2) Corporate Express and 3) Midland Paper. Midland Paper and Unisource have the lowest prices and award will be by item to each of these firms (watch for the award announcement) and will agree to commit for the period specified in the bid. In addition, there is a 2%/10 day discount off invoice for prompt payment. The final award notice will be forthcoming.

Culverts – Diane Knoll recently bid out Culverts and Guardrails and asked vendors if they would be willing to extend to other agencies. Only one of the three vendors agreed to extend (piggyback language) to

other V.A.L.U.E. members. It was determined that the other vendors would not agree to extend due to the delivery areas and costs.

Sidewalk Salt – Washington County has a vendor, Tennes Ace Hardware, West Bend, who has requested to quote on this item.

HVAC – An update should be available no later than July.

II. Ideas for New Bid Opportunities

Culverts – See notes above.

Safety Supplies – A workgroup will be established to work on this bid. It will be set up similar to the office supplies bid.

Medical Supplies – Currently there is a State of WI bid on VendorNet.

Hot/Cold Patch, Fuel, Lubes, etc – These items are more volatile as the pricing is market driven and there is the issue of delivery charges. A possible option would be to create a spreadsheet with the listing of items and vendors. Each week the vendors would be allowed to update their pricing information. In general, this would provide a resource for all V.A.L.U.E. members to be able to compare pricing. Will consider doing a pilot project.

Delivery Services (e.g. – FedEx, UPS, etc) The members were queried to determine if anyone bid out these services. There was not a large amount of interest, so there will be no V.A.L.U.E. bid at this time.

Recycling of Ink Cartridges – Currently, the various school districts are returning empty cartridges to a local company. Several other members mentioned that they return the cartridges to the vendor from whom they purchased the new cartridge, i.e., Corporate Express and Environmental Innovations, which is factored into the cost of the replacement cartridges. There will be no V.A.L.U.E. bid for this commodity.

Employee Recognition Gifts – Several agencies stated that they would be interested in participating in a V.A.L.U.E. bid. Moraine Park Technical College stated that they would be willing to work on this bid.

AV Maintenance & Repair – Based on the feedback received, there was not a huge interest in this area, so there will be no V.A.L.U.E. bid for this service.

III. Unfinished Business

Strategic Planning – The first meeting was held and the group started working on the SWOT.

Annual Meeting 2009 – March 19 & 20, 2009

Mark your calendar. There was no additional information presented. Vicky Nash is currently obtaining information on hotels in the Waukesha area.

IV. New Business

None

V. Other

Webinars

June 5th – Avoiding the Greenwash Gremlin

June 12th – Series #4 of Emergency Management Safety & Security Specifics

VI. Adjournment

Karen Bollinger
Waukesha County



UPCOMING NIGP COURSES

Your Top Ten Tips for Good Specification!

Presenter: Robin J. Rickard, CPPO

Date/Time: Tuesday, July 22, 2008
Noon – 1:30 PM

Who Should Attend: This class will benefit:

- ❖ Experienced buyer by serving as a reminder or refresher course on paying attention to the finer points of specification writing.
- ❖ Newer buyer who needs direction and assistance in getting specifications done with the right attention to details.
- ❖ Project managers or other end-users who will have a role in specification development.

Registration Deadline: Wednesday, July 16, 2008, 5:00 PM

Foundation of a Good Procurement Program

Presenter: Don Buffum, CPPO

Date/Time: Tuesday, July 29, 2008
12:45 – 2:15 PM

Who Should Attend: Anyone interested in improving their procurement program.

Registration Deadline: Friday, July 18, 2008

Building the Best RFP Review Committee

Presenter: Michael Bevis, CPPO, C.P.M., PMP

Date/Time: Tuesday, July 29, 2008
2:30 – 4:00 PM

Who Should Attend: Anyone. This workshop will be an interactive program on the selection, recruitment, and development of high performance RFP evaluation committees. We will develop programs for the selection of committee members that can truly add V.A.L.U.E. and explore the characteristics of good and bad committee members. Finally, explore team development techniques that will help you make the best of the committee you have.

Registration Deadline: Friday, July 18, 2008

For more information on these courses use this link:

<http://www.nigp.org/educate/outline/WEBINAR.htm>

Contact Vera Butts at <mailto:vbutts@cr-sdc.org> if you are interested in taking any of these classes.

2ND QUARTER WAPP MEETING JUNE 4 - 5 LANDMARK RESORT IN EGG HARBOR WI

The 2nd Quarter WAPP Meeting was once again a huge success. The agenda and attendance was very good. Participants heard from Mr. Miller, Director of Purchasing and Supply Management for Hartford County Schools about creating Performance based Request for Proposals and Contracting for the 21st Century.

Linda Dupuis updated the group on Municipal Electronic Bid Posting by Demand Star and how the process is working. For the agency's that are interested more information can be found on the WAPP Website where a link is to obtain more information.

State Procurement Updates: Helen McCain from DOA Bureau of Procurement presented State contract updates on the following items:

- Vehicle/ truck Bids
- Vehicle Auction services
- PC Hardware Bids
- Hardware waste Contract
- Small Package Delivery

To learn more about these contracts go to:

<http://vendornet.state.wi.us>

Roy Hartmann
Washington County



Monthly Planning Meeting
 Wednesday, June 18, 2008
 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 Jean Kienzle)

Agenda

- I. Bid Reports/Updates
 - A. Review V.A.L.U.E. Contracts Listing for updates and discussion items
 - B. Ideas for new bid opportunities – Update on responses from Follow-up Survey.
- II. Unfinished Business
 - A. Strategic Planning
 - 1. Update
 - B. Annual Meeting 2009 – March 19 & 20, 2009
 - 1. Meeting Location
 - 2. Update from Subcommittee
- III. New Business
- IV. Other Topics
- V. Common Solutions
- VI. Adjournment

Future Meetings – Date/Location/Refreshments

July 16, 2008 City of West Allis Dawn Gurda	August 20, 2008 City of West Allis Laurie Dudley	September 17, 2008 City of West Allis Jim Bembenek	October 15, 2008 City of West Allis Vicky Nash
December 17, 2008 City of West Allis City of Milwaukee	January 21, 2009 City of West Allis Peggy Watson	February 18, 2009 City of West Allis Bill/Roy	March 19 & 20, 2009 Annual Meeting Location TBD