



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

June 2011



2-WAY RADIO BATTERIES

The award documents and bid tabulation for the 2-way radio batteries and accessories has been posted to the V.A.L.U.E. website.

Diane Knoll
Waukesha County

RUBBERIZED CRACK SEALANT

A multi-vendor award for rubberized crack sealant for the period June 1, 2011 through September 30, 2011 has been awarded to the following vendors:

- Gerdau Ameristeel for Right Pointe products
- Sherwin Industries for Crafcro products
- Brock-White Co of WI for W.R. Meadows products

Robert Barwick
City of West Allis

CREDIT CARD PROGRAM

Waukesha County has a credit card program through JPMorgan Chase. This contract is open to all public sector agencies; however, I wanted to get the word out that the current contract is expiring 2/28/12. I will be letting a new RFP early enough this year to allow transition should a new vendor be awarded the contract. I am only sending this so that if you were considering joining the program, I would recommend you wait until such time as the new contract is awarded. The same holds true for adding any new services that require significant implementation efforts.

Cindy Greco
Waukesha County

GASOLINE/DIESEL FUEL

All bid documents are available in the 2011 Member Bid Directory for participating in the V.A.L.U.E. Gasoline/Diesel Fuel bid. Forms are due back by Friday, 6/17/11.

Cindy Greco
Waukesha County

NEGOTIATION, ETHICS, & YOU

How Do You Persuade Your Suppliers?

By Charles Dominick, SPSM, SPSM2,
www.NextLevelPurchasing.com

If you are like most purchasers, you are under pressure to generate lots of cost savings. Unfortunately, the pressure to boost the bottom line compels some less skilled purchasers to cross the ethical line. They use questionable techniques. There are five common ethics-related profiles of purchasing negotiators. Which describes you?

The Liar - The Liar will tell any number of lies to a supplier to persuade that supplier to improve its terms. An example of a lie would be telling a supplier that another supplier has a price that is 10% lower when such a statement isn't true. UNETHICAL!

The Exaggerator - The Exaggerator might not tell an outright lie, but her words and behavior may be designed to trick a supplier into thinking that a larger quantity or longer-term contract is to be expected. The Exaggerator's intent is to get a better price and not follow through with implied quantity or term commitments. UNETHICAL!

The Open Book - The Open Book will give supplier information about competitors' proposals in order to persuade a supplier to offer a better deal. Of course, the competing suppliers expect their proposals to be kept confidential. UNETHICAL!

□ The Cheap Date - Despite the fact that he is engaged in a negotiation situation with the supplier, The Cheap Date will accept meals, entertainment, and/or gifts at the supplier's expense. Even if such acceptance does not actually influence The Cheap Date's decision-making, it creates the perception within The Cheap Date's organization that he is being "bought." UNETHICAL!

□ The Professional - The Professional considers ethics when negotiating. She knows the characteristics of the other four profiles and consciously avoids that type of behavior. And she does a great job of negotiating, too!

There are so many effective ethical negotiation techniques available. You should never have to resort to the practices of The Liar, The Exaggerator, The Open Book, or The Cheap Date to get the results you want.

Submitted by,
Robert Barwick
City of West Allis



V.A.L.U.E. April Monthly Planning Meeting April 20, 2011

Attending: Chairperson – Bill Kurer, Roy Hartmann, Robert Barwick, Jim Bembenek, Karen Bollinger, Nick Cramer, Victoria Nash, Anissa Perkins, Sung Ye Jacobs, Amos Owens

Common Solutions/Open Forum

- Jim Bembenek and Bill Kurer, asked about voluntary Fire fighters piggybacking off the V.A.L.U.E. contract, they would have to pay a \$25.00 fee.

Ongoing/Unfinished Business

- Update on Disaster Vendor List: The vendor list is still in progress. Bill discussed EM group's interest in maintaining this list. The site would cost about \$12,000.00 to \$13,000.00 a year for about two to three years. EM would send out an email blast to vendors requesting they update their information. Roy asked if after our contract with them ended if the vendor information would be released to V.A.L.U.E.? Language to ensure that would be inserted in any agreement between V.A.L.U.E. and

EM. Bill Kurer is looking for two volunteers from the Planning Committee to work jointly with the EM.

- 2011 Annual Meeting Feedback/Comments:
Location: For the most part participants enjoyed the facilities, location, etc., but there were issues with the food. Several people were dissatisfied with their meals, for various reasons. There was speculation that the hotel wasn't prepared to handle the group. It was also suggested that the issue Friday was partly due to the V.A.L.U.E. sessions going over time and the attendees arrived late for lunch. In general the consensus was that the hotel should've been better prepared to accommodate a group of this size. Probably won't return there for another annual meeting. It was noted that the NIGP classes are being held in the Comfort Suites hotel next to the Radisson (now known as Holiday Inn Express). Bill mentioned possibly moving Annual Meeting closer to the north shore or northwest (possibly Menomonee Falls) in order to attract some members from the Madison area. **Sessions:** The vendor sessions were informative. Robert noted the session on emergency management was a little long, making note that the topic may have been of interest to some but not all members.
- The issue of what to do with members that don't follow through on their commitment when participating in cooperative bid process was revisited briefly by Bill. V.A.L.U.E. can't really "chastise" members, keeping in mind members may have various reasons why they pull out of a V.A.L.U.E. contract; budget constraints, changes in administration, etc. **Solution:** To date there hasn't been an issue with an agency pulling out of a bid, but if an issue arises in the future, it will be referred to the lead agency for them to address it with that member / agency.
- **Strategic Planning:** In the past we've solicited surveys for potential topics. Robert felt the surveys weren't extremely informative in the past and would prefer to not do surveys every year, maybe every other year. There are topics from the last survey that weren't presented in this most recent annual meeting, also it would be difficult to put a survey out this year and have it relevant next year, considering the political climate. It was agreed to do surveys every other year. One potential topic was how to deal with the political climate and its affects on personnel. Another potential topic public works, procurement, and change orders. Carol O'Neal from Kenosha County has volunteered to help develop this topic and obtain a speaker. Some

of the sub topics include advertising-website postings, when / where to advertise; bonding – when is it needed; proper use of retainers; prevailing wage issues; substance abuse programs; Fed v. State prevailing wage, best practices

- Amos O. said in Milwaukee County DPW operates under Chap 44 and their bid process is an open bid process. Vendors can see other vendors' prices during the bid process.
- Bid Calendar Routing: Vicky hasn't received the bid calendar from Laurie. Per Robert, K2 Sourcing is offering to help an agency with a reverse auction. They presented at the annual meeting and are attempting to gain entrance into this area. They currently have not worked with an agency from this area. They've worked with Madison once.

Bid Reports / Updates

- New Bid Opportunities: Turnout Gear will be posted next week sometime; this is still a work in progress.
- Gasoline, Diesel, Fuel – still in process by Cindy Greco
- Vending Machine Services – has been posted to the website.

New Business

- Update on Resource Links for members – Robert provided a draft of resource links. If anyone has any resource links they think would be beneficial they should forward those links to Robert at rbarwick@westalliswi.gov. He will update / revise the list for next meeting.
- Review / Discuss Committee Roles – Bill went through the various committees and who's currently on them. A couple of committees were determined to be outdated and were eliminated. Bill will contact some committee members, i.e., Dawn Gurda, City of Milwaukee (buyer), Elmbrook School District (buyer), to verify their committee positions. If anyone is interested in working on a committee they should contact Bill.
- Membership book – In order to reduce the cost associated with sending a membership book to every member (which is approximately 500), Barb Weller will mail out one book for each agency. That agency will need to determine who the recipient will be. She will send an email to every agency asking they provide who should receive the book. If an agency needs more, they will call Barb to request more.

Adjournment

Recent updates:

An email blast was received 4/21/11 informing there won't be a May meeting due to the NIGP classes scheduled May 18 – 20, 2011. The next meeting is June 15, 2011.

Respectfully submitted by:
Anissa Perkins / Sung Ye Jacobs
Milwaukee County



Budgeting: The Foundation for a Successful Procurement Organization

Pricing: \$75 Members / \$105 Non-Members

Date and time: July 19, 2011, 12 PM -1:30 PM

Presented by: Ed Grant, CPPO, CPPB, RPPO, Chief Financial Officer/Program Administrator, Cape May County

Registration Deadline: July 18, 2011, 5:00 PM ET

Intermediate/Advanced. The Budget is the foundation and operational driver of any procurement organization. Understanding the landscape, procurements roles, and the opportunities is the key to success. In many cases, procurement is under the same umbrella organizationally as finance, either directly or indirectly. It is critical for Procurement Professionals to understand the big picture as it relates to budgeting, finance and procurement. Energize the procurement function within your organization by being ahead of the budgeting curve. Learn how to improve your ability to plan and influence the resources and strategies needed to get the job done.

At the end of this Webinar, students will be able to:

- Identify procurements' roles and opportunities in the budget process
- List the budget phases in order to plan their participation
- Describe strategic points in the budgeting process for creating strong results
- How to apply strategies that result in success for your organization



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

www.value4gov.org

Monthly Planning Meeting

Wednesday, June 15, 2011

8:30 AM - 10:30 AM

West Allis City Hall Room 128

Phone: 414-302-8300

(Refreshments & Meeting Minutes by Laurie Dudley)

AGENDA

I. Common Solutions/Open Forum Discussion

- A. Learn from your peers or bring an issue you'd like to discuss

II. Ongoing/Unfinished Business

- A. Update on status of vendor resource listing in cooperation with SE WI Emergency Mgt Group & Aid Matrix
 - 1. Need volunteers from V.A.L.U.E. to work with EM Group & Aid Matrix
- B. 2012 Annual Meeting Planning
 - 1. Public Works Session
 - 2. Other Topics
- C. Strategic Planning
 - 1. Implementation of Strategic Action Items
- D. Bid Calendar Routing

III. Bid Reports/Updates

- A. Review V.A.L.U.E. Contracts Listing for updates and discussion items
- B. New Bid Opportunities

IV. New Business

- A. Update on Resource Links for members
- B. Committee Roles

V. Adjournment

Future Meetings - Date/Location/Refreshments & Minutes

July 20, 2011 City of West Allis Bill Kurer	August 17, 2011 City of West Allis Social Dev Comm	Sept. 21, 2011 City of West Allis Jim Bembenek	October 19, 2011 City of West Allis Dawn Gurda	Nov. 16, 2011 City of West Allis Vicky Nash
December 7, 2011 City of West Allis Diane Kelly	January 18, 2012 City of West Allis Winona Marshall	February 15, 2012 City of West Allis Nick Cramer	March ??, 2012 Location TBD Annual Meeting	