

Going Forward with NASPO Cooperative Purchasing

5 THEORMS

- NASPO will continue to evolve as THE Consortium of “Futurist (creative thinkers, oracles, lead by a prophet) for Public Procurement.
- NASPO will continue to be a “Beacon” as it were, providing guidance in public procurement through its publications of books and white papers;
- Strategic Thinking, Planning, and Actions will become the standard for decision making;
- Both the marketplace and we in NASPO will change.
- We may form stronger alliances with existing organizations as those relationships provide for the common good and the achievement of common goals. And, we will continue to create other beneficial relationships.

THE CHALLENGES (6):

- State and Regional Representatives will become responsive to requests for information, interest in participating; providing spend data (how much, from whom and for what) – these are common elements of information you probably [or hopefully] will have available to make procurement decisions in your own State.
- Having spend data, information and knowledge are critical to our collective planning and strategic decision making needed to strengthen our multi-state cooperative purchasing initiatives;
- I challenge each of you here to begin, if you are not already, to develop or acquire the tools to provide this information for your own procurement decision making processes;
- Development of multistate teams with expertise in both the cooperative purchasing process and who possess the with knowledge about unique and common products or services;
- Individual team members will provide training and knowledge transfer of the cooperative purchasing process;
- Thanks to WSCA, our regional networks will continue to mature and communicate providing valuable information for Best Value contracts to all NASPO members.

Strategic thinking, planning and actions will become standard.

- Making informed decisions from information derived through Gathering and Analyzing Data will become the NASPO standard. Third Level detail should be required for every P-Card transaction.
- While opinions and consensus may provide ideas for contracts, Cooperative Contract Decisions will be guided by use of the Data and Marketplace Research;
- Learning and using the information will provide the “good stuff, cheap” contracts (to paraphrase Paul) to provide products and services with the best value for our collective states.
- These resultant contracts will continue to reduce administrative costs, provide shorter “req to check” time, facilitate the acquisition of goods and services at the same time providing both quality and cost avoidance.
- Planning and the implementation of cooperative contracts may take longer as we strive to avoid the missteps of the past while continuing to create successful opportunities in future.

Planning and Development of multijurisdictional contracts must occur in conjunction with the stakeholders; including those in the marketplace.

- We will have an opportunity to collaboratively change and challenge or at the least influence the marketplace in how it works and operates.
- The Stakeholders should be encouraged to partner with us to plan the strategy across organizational boundaries to assure successful results from our collaborative efforts. (Breakdown these artificial barriers)
- We should remain aware and communicate to the Stakeholders our jurisdictional political goals and objectives; - “green purchasing and sweat-free commodities”
- When added value is the result, the vendor population (national Corporations) will be encouraged develop politico/social initiatives inclusive of local, women, minority, small businesses in our states;

Depending on the organizational goals, and legal authority, our alliances with NIGP or other organizations may be further developed when mutually beneficial.

- In summary,

Both the marketplace and we will change – NASPO, being the consortium of Futurists we are know that, and we will remain flexible and adaptable.

We will continue to seek mutually beneficial results in the development of multijurisdictional contracts providing the best value for our states and the citizens we serve.

Remember - to paraphrase one theorem of physics: the success of the whole is equal to the sum of the success of our parts.

We will continue to work together for the greater good.

Keep your enthusiasm and don't loose sight of our goals.