

In This Issue

- Member News
- Government Procurement News

Upcoming NASPO Conferences

NASPO 2009 How to Market to State Governments Meeting and Green Expo
Hyatt Regency Chicago
Chicago, IL
March 22-24

State Member Registration Deadline: February 19!

[Click here to register!](#)

NASPO Publications

State and Local Government Procurement: A Practical Guide
Now Available!

2007 Survey of State Government Purchasing Practices CD
Now Available!

2008 NASPO Supplier Guide
The 2008 Supplier Guide is THE source for the latest information on how to do business with state governments.

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Member News

- Please join NASPO in welcoming its newest members:
 - **Bill Burns** (Idaho)
 - **John Donato** (Illinois)
 - **Sherry Neas** (North Dakota)

2009 How to Market to State Governments Meeting

NASPO's annual "How to Market to State Governments Meeting" is fast approaching. This year's meeting will feature a Green Purchasing-theme and Vendor Expo in addition to the traditional educational components and one-on-ones. NASPO will be fully funding two (2) representatives from each state to attend. The registration deadline for the conference is February 19th, so please [click here and register now](#).

NASPO Board Adopts Green Purchasing Policy Statement

At its January 22 meeting, the NASPO Board of Directors approved a policy statement developed by the NASPO Green Purchasing Task Force. That policy statement reads:

NASPO seeks to leverage the purchasing power of state and local government to conserve energy and national resources, limit environmental pollution and waste, improve public health, encourage clean technologies, and create cost savings opportunities and a balanced economy. NASPO will accomplish this through the development of policies, programs and information resources that educate procurement decision makers on environmental issues and solutions.

It can also be viewed in the [Green Purchasing Resource Guide](#) on the NASPO website.

AEP Award Now Accepting Submissions

NASPO continues to be a sponsor of the National Purchasing Institute Annual Achievement of Excellence in Procurement ("AEP") Award. This year, state submissions are due by May 29, 2009. Information about the award and how to submit is on NPI's website at <http://www.npiconnection.com/aep/instructions.asp>. The application can be submitted manually or electronically and Virginia has been kind enough to provide a link to their submission as an example (see <http://dps.dgs.virginia.gov/AEP/index.htm>). This link will be active until the end of February. Virginia submitted their application electronically by Chapter with searchable PDF files and will be pleased to assist any state with questions--simply email [Ron Bell](#).

Government Procurement News

[Consolidation, Shared Services to Help Trim New York State Budget](#) - A new Office of Procurement Services will evaluate and improve the state's procurement policies, coordinate purchasing among state agencies, develop new approaches to leverage the buying power of the state, and assist in the development of an e-procurement system as part of the statewide financial management system. The new office will be led by a chief procurement officer (CPO) following a model used by the private sector and other states to capture savings through an ongoing identification of strategic opportunities to partner with sellers of goods and services. ([GovTech](#))

[Procurement Analyst: a Hot Job in a Cold Economy](#) - There's growing demand for procurement and contracting analysts – so much so that the job title popped up in a list of the top 10 jobs that are still in demand by employers. Boston-based Northeastern University's College of Business Administration compiled the list, which is based on hiring trends and feedback from recruiters who visit the college. ([GovPro](#))

[Wisconsin and Minnesota Governors Outline Collaboration Plan](#) - Citing the most challenging economic times in generations - and historic budget shortfalls - Wisconsin Gov. Jim Doyle and Minnesota Gov. Tim Pawlenty on January 13, 2009 signed executive orders directing their state agencies and cabinets to explore ways to share services. The partnership started with a phone call from Pawlenty, a Republican, asking Doyle, a Democrat, to pool resources. The two states will spend the coming weeks looking for ways to save money on shared expenses, such as pooling prison food or road salt purchases, and consolidating call centers or licensing functions, the governors said. Cabinet secretaries and agency heads will report ideas for collaborating to the governors by Feb. 27. ([Journal Sentinel](#))

[More Businesses Turning to the Government Market in 2009](#) - While the economic news in the private sector over the past few years has been consistently grim, government agencies continue to buy goods and services at a steady pace – and savvy vendors are adjusting their sales and marketing strategies accordingly. Purchases by all levels of government are predicted to grow from \$2.88 trillion in 2008 to \$2.95 trillion in 2009, as reported in *Government Product News'* January issue. ([GovPro](#))

[Thinking Locally](#) - An overhaul of Indiana's procurement operations has enabled the state to offer strategically sourced contracts to local governments and schools. Beginning in 2003, strategic sourcing became a well-traveled buzzword in government procurement circles, winding its way through state capitals across the country. A technique that had been proven to be highly effective at reducing costs through wide adoption in the private sector in the 1990s, it gained traction in the middle of the decade among state governments. Today, more than half of the states have implemented a strategic sourcing initiative of one variety or another, often with remarkable results. ([GovPro](#))

[Midwest States May Work Together to Buy Road Salt](#) - With another season of heavy snow already stretching some road salt supplies, Ohio state officials are calling for increased cooperation with their Midwest neighbors in managing government's most precious winter commodity. Wisconsin officials said they would consider joining an interstate purchasing alliance that, according to a national salt industry representative, would be the first of its kind in the nation. ([Journal Sentinel](#))

[Bridging the Gap in Technology Contracting](#) - Any company that has worked in the public sector understands that government customers face unique challenges and have different requirements than commercial customers. Yet it should come as no surprise to government customers that manufacturers are able to offer their products and services at competitive prices primarily because of the way they structure their commercial businesses. This dichotomy often engenders a struggle to reach consensus on contract terms. ([GovPro](#))