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Upcoming NASPO Conferences

NASPO Midwestern Region Meeting
The Westin Columbus
Columbus, OH
May 12-14, 2008
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Top Stories

- 2008 How to Market to State Governments Meeting
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2008 Marketing Meeting Better than Ever

The 2008 NASPO How to Market to State Governments meeting held April 6-8, 2008 at the Sheraton New Orleans was an overwhelming success for all participants. This year, NASPO welcomed nearly 400 participants, including representatives from 41 states and over 100 companies. The meeting featured the traditional one-on-ones between suppliers and state representatives, as well as regional roundtables and break out sessions addressing green purchasing, the changing face of IT procurement, state preference laws, terms and conditions, and an introduction to state procurement for new suppliers. Copies of all NASPO presentations are available online in the [2008 Marketing Meeting Agenda](#).

Many thanks go out to Jim Miluski and the rest of the Marketing Meeting Committee, presenters, panelists, and attendees for all of their help in making the meeting such a huge success! Please contact [Julie Gudlewski](#) with any questions.

NASPO Aging Workforce Brief

In March, the NASPO Emerging Issues Committee released "[Responding to an Aging and Changing Workforce: Attracting, Retaining, and Developing New Procurement Professionals](#)". The brief explores the changing role of the public procurement professional from a transaction-focused position to a more strategic role, and outlines the key skills necessary to be successful within these evolving responsibilities. The brief also offers practical strategies and real-world examples for states confronting challenges posed by the rapidly aging workforce including: recruitment and retention, knowledge transfer, education and training while advocating a proactive approach involving workforce analysis and succession planning.

Upcoming NASPO Events

- The **NASPO Midwestern Region Meeting** is scheduled for May 12-14, 2008, and will be held at The Westin Columbus. Registration closes April 17, 2008 and details are available [here](#).
- The **NASPO Eastern Region Meeting** will be held in Portsmouth, New Hampshire. That meeting will take place July 21-23, 2008 at the Sheraton Harborside Portsmouth Hotel and Conference Center. Check back [here](#) for updates and information.

Government Procurement News

[Procurement Reform Rolls Into DC](#) – It's not an exaggeration to say that on April 24, 2007, the eyes of the government procurement world were on Washington. That was the day that the new mayor, Adrian Fenty, announced that he was appointing David Gragan to be the district's chief procurement officer. "His attitude when he became mayor was, 'We better fix it,'" Gragan said. Showing the reformer's optimism, Gragan added: "When we do, I hope that cities across the country will look at Washington as a model for other cities and will want to study what we have done." ([GovPro.com](#))

[Responsible Purchasing 101](#) - As more executives understand the connection between broader social issues and purchasing decisions, they are adopting responsible purchasing strategies designed to reduce the adverse impacts of their own organization's purchasing decisions. In turn, professional purchasers are increasingly being asked to specify "green" products and services. To help purchasers know where to begin on the green path, various guidelines and resources offer integrated assistance. ([GovPro.com](#))

[Governing Magazine's "Public Officials of the Year" Awards](#) – Every year since 1994, *Governing* has honored individual state and local government officials for outstanding accomplishment by naming them Public Officials of the Year. Elected, appointed and career officials from any branch of state or local government are eligible. Readers are invited to nominate individuals who have had a notable positive impact on their department or agency, community or state. The [nomination process](#) for the 2008 awards is now open.

[Spend Analysis Strategy Supports Minnesota's "Drive to Excellence"](#) - Similar to other state governments throughout our nation, Minnesota buys a wealth of products and services. For instance, the state spends millions of dollars every year on personal computers alone. However, consolidated information about these computers was virtually nonexistent, without details about the types, configurations, quantities and prices of computers purchased as well as the suppliers used. Minnesota officials thus sought a way to track purchases and spending, based on various criteria. ([GovPro.com](#))

[Four to vie for Georgia outsourcing work](#) – The Georgia Technology Authority has prequalified four contractors to compete for its statewide infrastructure and managed network services contracts scheduled for award later this year. The five-to-seven year contracts are expected to total between \$1.2 billion and \$1.4 billion, the technology office said. The technology office plans to issue RFPs this month and award the contracts in October. Transition to the new service providers is scheduled to begin in November. ([WashingtonTechnology](#))

[A Turn to Alternative Chemicals](#) - With a push from state government and industries, chemical companies are producing more environmentally benign products. European mandates, and to some degree state regulations, have propelled manufacturers to adopt a deeper shade of green. More recently, some businesses have been creating change by demanding safer products from suppliers. ([The New York Times](#))

[States Fall in Line with REAL ID](#) - All but a handful of states have made preparations to comply with a May 1 deadline for compliance with the federal Real ID law that mandates secure driver's licenses be issued only to legal residents of the United States, according to specialists inside and outside the federal government. The state governments essentially have two choices. First, they can show DHS that their driver's licenses meet the initial requirements of adopting the security and proof-of-legal presence requirements of the law. Second, they can apply for a waiver to extend the date for their compliance with the law for as long as 18 months, which will likely be well into the term of the next administration. ([Government Computer News](#))

[States Fall Behind on Buying Flu Drugs](#) - State budget pressures are hampering the federal government's push to stockpile enough antiviral drugs to treat 25% of the U.S. population in a flu pandemic. Two and a half years into the national stockpiling program, states and other entities have bought 71% of the 31 million courses of anti-virals the federal government targeted them to buy, the U.S. Department of Health and Human Services says. ([USA Today](#))