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## News You Can Use

December 2011

### Upcoming Conferences

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2012 HOW TO MARKET  
TO STATE GOVERNMENTS  
MEETING

April 15-17, 2012

Orlando, Florida

[Event Information](#)

### Upcoming Board and Committee Meetings

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December 22  
WSCA/NASPO eProcurement  
Steering Group

December 22  
Cooperative Purchasing  
Committee

December 29  
WSCA/NASPO eProcurement  
Steering Group

January 4  
NASPO Eastern Region

January 5  
WSCA Directors Meeting

January 5  
WSCA/NASPO eProcurement

### Member Spotlight

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Lee Johnson will be retiring at the end of this year. Lee has exhibited continued commitment and dedication to the needs of the people of Oklahoma as the Contract Manager for the state for 30 years. His last day will be December 23.

### Association News

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Register for January and February Cronin Webinars

The next two Cronin Webinars are set and registration is open.

[Register today](#) for:

- Oregon's Disaster Response Procurement Webinar on January 18 at 2 pm ET
- Arizona's ProcureAZ Program on February 8 at 2 pm ET

This is your chance to learn about the programs from your colleagues who implemented them.

If you'd like to watch the recordings of the November (Oregon's Nationwide Lodging Program) and December (Idaho's Best Value Information Performance System) Webinars, visit the [NASPO Web site](#).

Another Successful WSCA Cooperative Development Conference Concludes

Scottsdale, Arizona, was the location for the 2011 WSCA Cooperative Development Conference which took place Dec. 5-8. During these four days WSCA members had a lot on their plate. The

## Steering Group

January 12  
WSCA/NASPO eProcurement  
Steering Group

January 25  
NASPO Southern Region

January 25  
NASPO Midwest Region

## NASPO Network

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Recent discussion in the  
All Members Group includes:

- [Lateral Leadership in Sourcing Teams](#)
- [States who do Business with Computer Associates \(CA\)](#)
- [Workers Compensation System](#)

The following questions are  
awaiting your response:

- [OCIP Programs](#)
- [Advertising and PR Contracts](#)
- [MMIS \(Medicaid\) Solicitation T&Cs](#)

Join these communities created  
by your peers:

- [Supplier Diversity](#)
- [Flood Issues](#)
- [Cloud Computing](#)
- [PeopleSoft User Group Community](#)

## Contact NASPO

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week kicked-off with a WSCA Board of Directors meeting followed by a full day of meetings for WSCA contract lead administrators. After that, the larger group arrived for two days of professional development and networking.

Two of the most talked about professional development sessions were delivered by Ron Rosenberg from Quality Talk and Paul Vitale of Vital Communications. Rosenberg opened the meeting with a presentation titled *Double Your Memory*. In today's hectic, multi-tasking world, his message was right on target. Vitale opened the final day by energizing and motivating the group with his session *Enthusiasm — Your Secret Weapon*. With a message centered around a positive mental attitude and how it can help to improve both your work and personal life, Vitale had the crowd energized and ready to face a new year of challenges.

Some of the other educational highlights included sessions on cloud computing, ethics, a two-part session on honing negotiation skills and a session on using various types of spreadsheets for analysis. There were also sessions that reviewed WSCA contracts and provided updates on the status of those contracts as well as tutorials on the soon-to-be-released WSCA/NASPO eMarket Center.

eProcurement was a hot topic at this year's conference. In addition to the updates on the eMarket Center and a panel discussion of directors who have implemented solutions, there was a computer lab where members could walk through the eMarket Center. Attendees could bring their own laptop or sit down at the many computers in the lab and see firsthand the features that will be available when the eMarket Center site launches.

For everyone involved, this year's WSCA Cooperative Development Conference was a great success. Anyone wishing to access the presentations from the professional development sessions can visit the [WSCA Web site](#) (note – you must be logged in to *Members Only* to download the presentations).

## Contracts and Opportunities

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NASPO and WSCA create and manage a series of multi-state cooperative contracts for products and services at substantial discounts and savings for participants. [To learn more about cooperative purchasing, click here.](#)

The complete list of cooperative contracts is available at: [http://www.naspo.org/content.cfm/id/current\\_contracts](http://www.naspo.org/content.cfm/id/current_contracts) and [http://www.aboutwsca.org/content.cfm/id/wsca\\_current\\_contracts](http://www.aboutwsca.org/content.cfm/id/wsca_current_contracts).

Current Opportunities:  
[http://www.naspo.org/content.cfm/id/current\\_opportunities](http://www.naspo.org/content.cfm/id/current_opportunities)

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