

From: mbowzer@AMRms.com
Sent: Wednesday, October 19, 2011 9:02 AM
To: Melanie Bowzer
Subject: NASPO News You Can Use - October 2011



News You Can Use



October 2011

Upcoming Conferences

**2011 WSCA
COOPERATIVE
DEVELOPMENT
CONFERENCE**
 December 5-8, 2011
 Firesky
 Scottsdale, Arizona
[Registration](#)

[NASPO's Event Calendar](#)

Upcoming Board and Committee Meetings

October 24
 NASPO Board of Directors

October 26
 NASPO Midwest Region

October 26
 NASPO Southern Region

October 27

Member Spotlight - Retirements



Betty Lamoreau, Director, Bureau of General Services for the State of Maine, will be retiring at the end of October. Lamoreau was a member of the 2009-2011 NASPO Board of Directors and recently served as Chair of the Eastern Region. Her last day will be October 30.



John Utterback, State Purchasing Director for Colorado, will also be retiring this month. His last day will be October 28. Utterback was a member of the 2009-2011 Board of Directors, serves as the WSCA Vice-Chair and has led the multi-state WSCA/NASPO eProcurement Solutions initiative.

Association news

Access Cronin Submissions Online

Congratulations to the 13 states who submitted 18 nominations for the 2011 George Cronin Awards for Procurement Excellence. And, a special congratulations to our three winners this year:

Gold: Oregon — Nationwide Lodging Services: State of Oregon/WSCA Lodging Program

Silver: Idaho — Best Value Performance Information Procurement System

Bronze: Oregon — Disaster Response Procurement

WSCA/NASPO eProcurement Steering Group

November 2
 NASPO Eastern Region

November 3
 WSCA Directors Meeting

November 9
 NASPO Green Purchasing Committee

November 10
 WSCA/NASPO eProcurement Steering Group

Listserv Snapshots

Selected questions to the NASPO listserv will be featured as a Listserv Snapshot. Snapshots compile member responses to listserv questions in an easy-to-read format. Current snapshots deal with:

- [Sole Source Procurements](#)
- [Preferences for Local Produce](#)
- [Restrictions on Participation in National Cooperatives](#)
- [Bid Thresholds](#)
- [State Procurement Offices](#)
- [E-Procurement](#)
- [Vendor Overpayments](#)
- [Reverse Auctions](#)
- [ABA Model Procurement Code](#)
- [Definition of Small Procurement](#)
- [Higher Education Procurement](#)
- [Payment Terms](#)
- [Training Manuals](#)

One of the great benefits to all NASPO members from the Cronin Awards program is the opportunity to learn about new and innovative programs happening across the country and transfer those ideas to your own state.

To assist you with that, NASPO has made every submissions available to members on NASPO.org. Just [visit the Web site](#), check-out what your NASPO colleagues are doing and see what might work for you!

2011-2012 Board to Meet in Louisville

The 2011-2012 NASPO Board of Directors will meet face-to-face October 24 in Louisville to determine the direction of the association for the coming year. Board members include:

- Ron Bell (Virginia), President
- Carol Wilson (Connecticut), President Elect
- Greg Smith (Nevada), Past President
- Voight Shealy (South Carolina), Finance Chair
- Bill Burns (Idaho), Director at Large
- Jean Clark (Arizona), Director at Large
- Deb Damore (Vermont), Director at Large
- Vern Jones (Alaska), Director at Large
- Gary Lambert (Massachusetts), Director at Large
- Dianne Lancaster (Oregon), Director at Large
- Paul Mash (Utah), Director at Large
- Dean Stotler (Delaware), Director at Large

NASPO Advocates for 3% Repeal

In a [letter](#) to House Ways and Means Chairman Dave Camp (R-MI), NASPO advocated for quick legislative action to repeal the TIPRA 3% withholding mandate. The mandate, scheduled to go into effect on December 31, 2012, would apply 3% withholding for certain government payments.

Activity on H.R. 674 (legislation to repeal withholding) is expected in the next few weeks. NASPO will monitor the situation closely and report updated information through the NASPO Network.



What's New in the

[New communities](#) have been created on NASPO Network focused on specific commodities. Login and click "Communities" then click "All" to see the list of forums available to all members. Once you've joined a community, feel free to post your questions, concerns, thoughts, and ideas for the benefit of all.

There's a new tab on the top blue navigation bar called [Quick Tips](#). This is a library with helpful hints and step-by-step instructions for navigating certain aspects of the site. If you would like to see instruction on a particular site feature, please submit it by using the "[Contact Us](#)" link in the top right-hand corner.

Recent discussion in the All Members Group has focused on the steep price increases on fluorescent lighting. A search on [lighting](#) will pull a listing of the

[and Materials](#)

- [Posting Sole Source Procurements](#)
- [State Contract Assignments](#)
- [Negotiations](#)
- [Professional and Consultant Contracts](#)
- [Best Value Purchasing](#)
- [RFP Percentages Applied to Cost](#)
- [Time Period for Bid Protests](#)
- [Electronic Bid Notifications CPO Salaries](#)
- [Evaluation Process](#)
- [Reverse Auctions ERP Password Security](#)
- [Vendor Registration](#)
- [P-card usage](#)
- [Contracting with State Employees](#) (New!)
- [Road Salt Contracts](#) (New!)
- [Bid Protest Bonds](#) (New!)

Contact NASPO

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posts and information provided by fellow members on this important issue.

NASPO Members Save \$10 on new ABA Procurement Guide

The American Bar Association's Section of Public Contract Law has created the *Guide to State Procurement: A 50-State Primer on Purchasing Laws, Processes and Procedures*. This 596 page publication is a must for anyone involved in state procurement. The Guide includes:

- A listing of purchasing laws and regulations
- Descriptions of purchasing methods
- Explanations of bid protest procedures, contract claims processes, and administrative and judicial review.

As a NASPO member, you can purchase the Guide for \$65 per copy, a savings of \$10 from the regular price. To purchase your Guide, click [here](#).

Procurement News

NIGP Announces Results of Procurement Software Survey

The NIGP survey, which was conducted online and through email, targeted the heads of procurement at all levels of government throughout the United States and Canada. Survey participants work in city, county and state governments, as well as public universities and K-12 district schools. The survey, which is intended to be repeated in the future, provides a benchmark for measuring changes and growth in the adoption of procurement software.

Highlights of the survey include some surprising results:

- Under-automation is still prevalent: 22 percent of those surveyed, even the larger entities, do not use procurement software of any kind;
- Investments have not been made recently (only 12 percent of the systems is less than three years old), but many entities are planning to invest: about 1/3 of the entities are looking to invest in technology today; and
- Only a small percentage of the install base is using newer SaaS or cloud-based technology, with eSourcing and Marketplace technologies leading the way.

A full report on the survey results can be found at <http://www.nigp.org/eepro2011>.

The survey results will be featured in a webinar on October 25, 2011 from 1:00 p.m. - 2:30 p.m. Eastern Time. For more information, please visit: www.nigp.org/eepro2011webinar.

Army Corps Employees Arrested for Procurement Fraud

Two Army Corps of Engineers employees were arrested Tuesday on charges that they took millions of dollars in fraudulent payments and planned to steer a \$780 million contract to a favored company.

According to the indictment from a grand jury in the U.S. District Court for the District of Columbia, Army Corps of Engineers program manager Kerry

*support, financial management
and member services.*

Khan and program director Michael Alexander had conspired since 2007 with an official at Virginia-based EyakTek, an Alaska Native-owned small business, to funnel more than \$45 million in payments to an unnamed EyakTek subcontractor.

EyakTek is the prime contractor of an indefinite-delivery, indefinite-quantity Army Corps of Engineers contract for information technology infrastructure and services. About \$20 million in fraudulent expenses were built into the invoices, and payments on those expenses went to Khan, Alexander, Khan's son Lee, and EyakTek's contracts director Harold Babb.

If convicted of the charges, Kerry Khan and Alexander face a maximum of 40 years in prison. Babb faces up to 35 years, and Khan's son faces up to 25 years. (*Federal Times Daily*)

For more procurement-related news headlines, visit the "[Current Procurement News](#)" tab of the NASPO website.

Contracts and Opportunities

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 and
http://www.aboutwsca.org/content.cfm/id/wsca_current_contracts.

Current Opportunities:
http://www.naspo.org/content.cfm/id/current_opportunities