

Review your epostcard below. If you need to change the content or formatting, [click here to edit your message](#). When you are ready to send the epostcard, click the button at the bottom of the page.



News You Can Use



November 2011

Upcoming Conferences

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

Upcoming Board and Committee Meetings

November 17
NASPO Board of Directors

November 17
WSCA/NASPO eProcurement
Steering Group

November 23
NASPO Midwestern Region

November 30
NASPO Southern Region

December 1
WSCA/NASPO eProcurement
Steering Group

December 5-6
WSCA Directors Meeting

Member Spotlight



Michael Wenzel is the new Director of the Maine Division of Purchases in the Bureau of General Services, Department of Administrative & Financial Services. Michael has over 25 years of experience working as a civil servant with many of those years involving procurement activities. He holds a B.S. degree from the University of Maine at Farmington.

Association News

First Cronin Webinar - Thursday, November 17 - Register Today!

NASPO will be offering presentations from the five finalists in this year's Cronin Awards for Procurement Excellence program. This is your opportunity to hear the details on these five outstanding programs and ask questions of your NASPO peers who implemented them.

The first Webinar will be held this Thursday, November 17 at 12:00 pm ET and will present Oregon's Gold-winning Nationwide Lodging Services program. [Register now](#) for this Webinar! You will receive a separate email invitation with Webinar details after you register.

If you'd like to mark your calendars for the rest of these Cronin presentations, visit the NASPO [Web site](#) for dates and details. If you have questions, please contact [Lisa Thompson](#), NASPO's programs and education coordinator.

Board Report

Under the guidance of newly elected President Ron Bell from Virginia,

December 7
NASPO Eastern Region

December 8
WSCA/NASPO eProcurement
Steering Group

December 14
NASPO Green Purchasing
Committee

Listserv Snapshots

Snapshots compile member responses to select listserv questions in an easy-to-read format. Current snapshots deal with:

- [Contracting with State Employees](#)
- [Road Salt Contracts](#)
- [Bid Protest Bonds](#)
- [Sole Source Procurements](#)

NASPO Network

Recent discussion in the All Members Group includes:

- [Veteran Population](#)
- [Performance Measures](#)
- [Performance Based Contracting Training](#)

The following questions are awaiting your response:

- [Kronos Automated Time Management System](#)

the NASPO Board of Directors met on October 23-24 in Louisville, Kentucky – site of the 2012 NASPO Annual Conference – to review and validate the association's strategic goals & objectives and establish program priorities for the upcoming year. Topping the list of priorities was bolstering the association's research and data gathering activities and then using that information to educate and influence key stakeholders on the role and value of state procurement in addressing broader public policy issues. A big component of that outreach strategy will be to build and strengthen alliances and partnerships with other organizations in both the public procurement and state government arena.

Other Board discussions centered around member engagement and the need to get more state procurement professionals involved in the organization and contributing their talents and expertise, and the tools and resources needed for facilitating that member exchange. Better leveraging existing capabilities, along with investing in additional capacity in the areas of cooperative contracting and member education, were seen as critical for the association's long-term success.

For more information on any of these items or Board activities in general, please contact Jack Gallt, NASPO Association Director, at (859) 514-9173 or jgallt@AMRms.com.

Procurement News

[Senate Votes to Repeal 3% Withholding Provision](#)

GovPro (November 11, 2011) - By a vote of 95-0, the U.S. Senate has passed bipartisan legislation to repeal a federal mandate that would have required federal, state and local governments to withhold 3 percent of certain payments to contractors and other vendors who do business with the government.

The House passed similar legislation ([H.R. 674](#)) on Oct. 27, by a vote of 405 to 16. Because H.R. 674 was amended, it will have to go back to the House for accelerated consideration. The House is expected to clear the amended bill in the next week or so, before it is sent to the White House for the President's signature. President Obama has indicated his support of the legislation.

[Study Finds Taxpayers Continue to Save Millions](#)

OKLAHOMA CITY (November 8, 2011) – Oklahoma taxpayers continue to save millions of dollars due to recent purchasing reforms, according to the state's purchasing director.

State Purchasing Director Scott Schlotthauer told lawmakers participating in a legislative study of the House Government Modernization Committee that state and local governments have saved an estimated \$20 million in the past two fiscal years since reform legislation in 2008 and 2009 restructured Oklahoma central purchasing laws.

- [Procurement Audit Function](#)

Join these communities created by your peers:

- [Cloud Computing](#)
- [Lighting](#)

REMEMBER: When responding to a discussion, hit "Reply to Discussion" so that all members can benefit from your submission.

Contact NASPO

www.naspo.org
(859)514-9181
mbowzer@amrms.com

NASPO receives professional headquarters staff support through AMR Management Services, which is accredited by the AMC Institute. Services provided to NASPO include conference management, research and publications, board of directors & committee support, financial management and member services.

The savings have been realized because central purchasers have been able to manage and renegotiate state contracts in an effort to leverage the state's buying power and ensure taxpayers are getting the best deal possible.

[Full story...](#)

Contact: State Rep. Jason Murphey
Capitol: 405.557.7350

[Administration Pushes State Roads Projects Through Design-Build](#)

Posted on augustafreepress.com (November 9, 2011) - Gov. Bob McDonnell today announced that the Virginia Department of Transportation is using design-build procurement methods to accelerate the delivery of several projects made possible through the governor's transportation funding package which was adopted by the 2011 General Assembly, and other federal dollars.

The design-build procurement method streamlines project delivery by placing responsibility for the design and construction of a project on a single entity. The design-build team constructs the project while design is still under way, greatly reducing the overall time necessary for completion of the project.

The design-build procurement method enables VDOT to award contracts quicker, thereby expediting the construction process. Design-build contracts, ultimately, result in faster delivery of projects and cost savings to the commonwealth.

[Full story...](#)

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

Contracts and Opportunities

The WSCA/NASPO Mailing Equipment, Supplies and Maintenance Cooperative Contract has been awarded. Led by the State of Arizona, this multi-award contract is a combination of the previous Arizona and Massachusetts contracts. [Click here](#) for details.

The Webinar outlining the details of this contract took place on November 3 and the recording is [now available](#) on the NASPO Web site.

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