



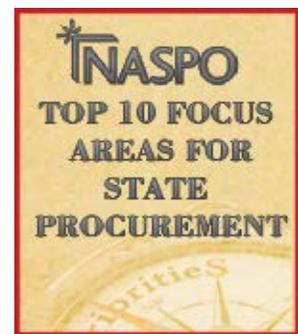
New Resources Released and More Coming Soon

Released: NASPO Fact Sheets

NASPO staff have developed two new Fact Sheets – “The Strategic Role of Procurement” and “Retention and Recruitment.” The fact sheets are a compilation of information previously developed by NASPO, honed down into one-page documents for your convenience. Each fact sheet includes background information on the topic, statistics and a list of additional NASPO resources related to the topic. You might utilize the Fact Sheets as a quick reference tool or as an outline for a speaking engagement or presentation. NASPO staff will be releasing several additional fact sheets over the coming months. These are available on <http://www.naspo.org>

Released: Top 10 Focus Areas for State Procurement

This list of top priorities to guide NASPO’s strategic intent and programmatic activities in 2015 was released in February 2015. The top 10 ranking of state procurement focus areas was developed through a survey that asked Chief Procurement Officials to rank topics based on their states’ experiences and needs. The priority areas will help narrow NASPO’s focus when developing new publications and research, planning conference sessions, and hosting webinars to share best procurement practices. Available at [NASPO Top Ten](#)



Released: NASPO Sole Source Procurement Resource

This comprehensive resource on sole source procurement was released in January 2015. The three-piece resource offers guidance regarding acceptable criteria and definitions for sole source procurement and explores the topic further. To access the full resource packet visit: <http://www.naspo.org/SoleSourceProcurement/>



Released: NASPO Bill and Regulations Tracker

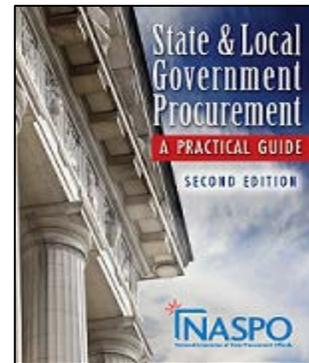
In January 2015, NASPO launched the new Bills and Regs Tracker on the NASPO Network. The tracker allows you to monitor procurement-related legislation and check the status of bills in the legislative or regulatory process. You can also review trend-tracking reports created by SIRC and NASPO staff on a quarterly



basis. The tracker is available to members on the NASPO Network (accessible to NASPO members only).

Released: State and Local Government Procurement: A Practical Guide

The latest edition of NASPO's flagship publication, *State and Local Government Procurement: A Practical Guide*, was released in January 2015. Written by nationally recognized procurement practitioners, this publication focuses on the evolving role of procurement officials and provides a primer on the skills necessary to lead a successful procurement office. The Practical Guide can be purchased on the NASPO website, and new e-book option is also available.

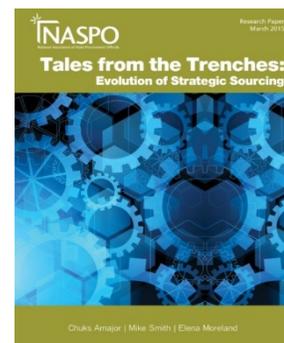


Coming Soon NASPO-NASCIO IT Cloud Study

As the state information technology (IT) sector evolves and seeks new service delivery models for the end users they serve, many states are adopting cloud -based services. NASPO is partnering with the National Association of State Chief Information Officers (NASCIO) on an exciting new series of case studies highlighting some of these projects. The first case study, expected to be released in March, explores California's CalCloud service. Once released they will be available on <http://www.naspo.org>

Coming Soon Tales from the Trenches: Evolution of Strategic Sourcing

This research paper will be released in March 2015. Strategic sourcing has been around for a few decades. This paper provides valuable insight into the use of this approach to state procurement. It discusses benefits and challenges, common misconceptions, how it differs from traditional procurement and where it can add value. Information obtained through phone interviews with 15 states are highlighted in the paper. The paper also addresses the most successful and challenging spend categories and an assessment of how strategic sourcing has evolved over the past decade and where it is headed. Once released it will be available on <http://www.naspo.org>



Coming Soon: State Green Purchasing Online Profiles

Profiles documenting each state's green purchasing activities are currently being developed. The information included in the profile will be obtained through a survey of each state. The profiles will include information on green purchasing practices, contact information for staff, examples of each state's green projects and other key facts. Once developed, the profiles will be housed on <http://www.naspo.org>

