

Market Research Webinar: Using ProcurementIQ Research

The National Association of State Procurement Officials (NASPO) is proud to provide state members with hundreds of valuable market research reports on products and services. These reports include price benchmarks, market trends, vendor statistics, forecasting, negotiation questions, buying decision scorecards and more!

Please join us Tuesday, September 11, 2018 for our market research webinar: Using ProcurementIQ Research. In this webinar, Louisiana and Florida will discuss how using ProcurementIQ research has drastically improved the procurement process in their state. Click [HERE](#) to register on your computer, tablet or smartphone. You can also dial in using your phone: (786) 535-3211; Access Code: 935-550-581.

ProcurementIQ regularly offers continuing education web training on their Procurement Reports. NASPO has purchased a subscription to ProcurementIQ as a member benefit and these web trainings will make your staff aware of not only the tool, but also how other government entities are using the information.

True Transformation Requires Collaboration

NASPO'S Annual Conference Committee knows that for the conference to foster transformative thinking, the experience also needed to transform. They also recognize that no one leader, state or office can do it on their own! Connecting with fellow members is always one of the core benefits, but the [2018 Annual Conference](#) is taking peer-to-peer learning and collaboration to the next level.

"The single most important thing I take away from each NASPO conference I attend is the name or email address of a colleague who can help me face a current issue in my state," said Roz Ingram, Director of State Purchasing and Chief Procurement Officer for the State of Florida. "I can't wait to see who I will meet next at the transformational 2018 NASPO Annual Conference."

Be ready for highly interactive education and small, community-building initiatives throughout the conference, coupled with times to breathe, relax and join together to improve your health and wellness. Want to learn more about the new and exciting collaborative opportunities in store at the conference? Check out the "[transformation](#)" page on the Annual Conference website!

[Register now](#) to be a part of the transformation!

Procurement Technology Workshop

Join us for the half-day *Procurement Technology Workshop* hosted by Procurement U on Sunday, September 23, 1:00 - 5:30 pm Pacific Time.

This interactive workshop will explore three critical technology topics impacting state procurement now or in the very near future. The topics include eProcurement and "Big Data," cyber threats to state government, and automating procurement with the blockchain. Procurement and industry experts will present key concepts and important considerations for each topic, followed by hands-on activities and in-depth discussion among your state procurement peers.

[REGISTER NOW](#)

A limited number of guest rooms are available on September 22 for those participating in the Procurement U training from 1:00-5:00 pm on September 23. Please register for Procurement U as soon as possible to ensure you receive one of the available rooms. Rooms will be made available on a first-come, first-served basis until August 16 or until the block is full. After this date, you may still be able to register for Procurement U; however, you will be responsible for making your own hotel reservation for the night of September 22.



Check out NASPO's latest publication on Ethics and Accountability

Ethics and the professionalization of public procurement have been among NASPO's Top 10 Priorities for elevating and advancing public procurement for several years. [NASPO's latest research paper, Best Practices: Ethics and Accountability](#), explores choosing the best path; best practices in ethics programs;

conflicts of interest and vendor relations; and adopting proactive transparency practices.

This research paper also includes case studies at the end of each section, which aim to delve more deeply into these inter-related topics and help illustrate the ethical dilemmas that state procurement officials may encounter. This paper was written as a collaborative effort of the Accountability, Transparency and Conflict of Interest Work Group, led by Valerie Bollinger, Purchasing Manager, Division of Purchasing for the State of Idaho.



2018 Regional Education and Connection Hub - Largest meeting of procurement professionals in NASPO history

More than 270 procurement professionals representing 47 states and the District of Columbia met at the inaugural REACH conference held July 16-18 in New Orleans, Louisiana. This pilot program engaged attendees by leveraging the collective experiences across all four regions to expand the sharing of education, best practices and innovative approaches to state procurement.

For the first time in NASPO history, a nationwide networking platform to share knowledge with members in similar roles was extended to procurement staff at all levels-not solely CPOs and directors. Networking breaks and activities throughout the conference were designed to help participants expand and reach their professional networks across the country. Attendees experienced "micro communities" throughout the conference, designated by colorful pods in the networking lounge and color-coded ribbons at registration and lunch tables. Each community connected based on common procurement roles and service areas, which opened connections and inter-state exchange of information through a quick glance! Attendees also had an opportunity to express their creative side by folding origami cranes and painting a mural for the NASPO Cares project, which was donated to a local children's head start program.

The REACH program provided a diverse set of topics, which allowed participants to dive into expert presentations, facilitated discussions, hands-on training and interactive exercises. The conference kicked off with an opening session highlighting strategies to elevate customer relationships and how to bring team value to the forefront. Participants were greeted and welcomed by their home regions during the opening session while other sessions encouraged attendees to reach out beyond their regions.

Learning Labs provided hands-on training of the market research platforms available to NASPO members, including ProcurementIQ and GovWin IQ, as well as the Procurement U Learning Management System. Attendees gained new approaches to issues in their states by participating in interactive breakout sessions focused on topics like agency training and SME engagement. One participant said, "I obtained an extreme amount of knowledge in regard to training certification programs from other states and I think I blew my director away when I returned to the office today with all the ideas I was throwing at her."

Popular topics like Contract Management, RFP Conditions and eProcurement systems were the focus in general sessions. Many of these concepts were captured through the dynamic visual note boards created throughout the event. Dynamic and engaging procurement consultant Tammy Rimes discussed the nuts and bolts of contracting. The Doctors of Procurement addressed remedies and prevention methods for common challenges in RFP development and evaluations through a unique session format. A multi-state panel led the discussion on best of breed solutions in eProcurement systems, providing cases and examples from their own states.

NASPO hopes REACH participants took full advantage of the professional development opportunities, peer-to-peer sharing of solutions and expansion of state networks available throughout the event. We look forward to more professional development opportunities in 2019!





Welcome New NASPO Members!



Sara Redford
Director of Procurement
State of Wisconsin



Paul Carlson
Interim Chief Operations Officer
State of Iowa

Congratulations New Associate Members

Nancy Tan
Assistant Director of Contracts
Division of Contract Management
Department of Health and Human Services
State of Maine

Debra Downer
Deputy Director
Division of Contract Management
Department of Health and Human Services
State of Maine

Congratulations New Honorary Member

Norma Hall
Formerly of South Carolina

STAY CONNECTED

