

# Bulletin

**NASPO**  
National Association of  
State Procurement Officials

JANUARY 2019

## President's Message



**Lisa Eason**  
2019 NASPO President

Happy New Year, NASPO members! It is fitting that I begin my tenure as NASPO President as we turn the page on the calendar and welcome 2019. This certainly is the start of an exciting new year in my life and I am honored and humbled for the opportunity to serve as your NASPO President.

At its core, NASPO is a member services organization, and everything it does is geared toward the ultimate goal of elevating the profession of public procurement by empowering members to achieve success and nurturing the leadership potential that each of you possess.

As state procurement professionals, we are all in the business of fostering good relationships, being transparent, and providing excellent customer service. As NASPO members, we expect no less from our association. And as your President, I am committed to transparency, meeting the needs of our members and providing exceptional customer service to all of you.

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**TOP 10**  
**PRIORITIES**  
for State Procurement



2019

**TOP 5**  
**HORIZON ISSUES**  
for State Procurement



## NASPO releases 2019 Top 10 Priorities/Top 5 Horizon issues

Based on a ranking from state CPOs, the **2019 Top Ten Priorities and Top Five Horizon Issues for State Procurement** reflect current nationwide priorities, as well as forward-looking issues that are likely to impact state procurement.

The 2019 priority list debuts three front-runners: Agency Relations and Customer Service, Continuous Improvement Methodologies and Contract Administration. Maximizing eProcurement solutions ranked fourth and measuring procurement success ranked fifth, holding steady among the top five priorities for four running years. Utilizing business intelligence tools and advanced analytics to improve decision making for state procurement has been recognized as a top horizon issue for two years in a row. Two new items have debuted as the 2nd and 3rd horizon issues in 2019: Shared and Collaborative IT Services across the Enterprise and Moving from Supply Chain to Value Chain. IT procurement innovation and procuring emerging technologies continues to be front and center for states in 2019, as reflected by the IT-heavy list of horizon issues ranked collectively by CPOs for the past two years.

NASPO develops programs, conference sessions, research and publications around these important focus areas.

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**2019** • Learn • Network • Partner

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## Registration is open for the 2019 NASPO Exchange

Register now to attend the **2019 NASPO Exchange, April 9-11 in Denver, Colorado!** The NASPO Exchange provides a unique venue designed to build relationships among the supplier community and state governments, the largest consumers of goods and services in the country.

This year's Exchange promises to be another great opportunity for state procurement officials and suppliers to learn, network and partner as they develop business relationships that support public procurements that are effective, efficient, transparent and fair.

[Register Here](#)

## Check out Procurement U's course offerings

Procurement U has many course offerings that help procurement professionals gain knowledge and insight on specific topics. Some of our most popular courses include: 102 Introduction to Market Research, 202 Market Research Strategies, 101 Foundations of Public Procurement and 203 Contract Administration Strategies. If you are interested in any of these topics, and would like to register for any of our courses, visit [Procurement U's Course Catalog](#).



[Register for Courses Here!](#)

## NASPO Reimbursement Improvements

NASPO has updated its member reimbursement system! The new system is easy and efficient—it is fully electronic (including signatures), and all forms and receipts can be submitted with one email. The system even allows you to bypass the online portal and allow for direct deposits. This faster and more secure process can be used for submitting all reimbursement requests.

[Necessary Forms](#)

[Training Resource](#)

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## Meaningful KPIs in Four Easy Steps

Have you been tasked with developing Key Performance Indicators (KPIs) for your organization and don't know where to begin? NASPO has prepared a quick primer to put you on the fast track!

[Read More](#)

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## **NVP Poised to Meet Technology Demand with Updated MMIS Provider Services Module Contract**

NASPO ValuePoint recently announced the new Medicaid Management Information System (**MMIS**) – **Provider Services Module** nationwide contract.

This contract offers a Provider Services module that is part of the overall initiative for individual states to replace aging legacy components of their Medicaid enterprise. The Provider Services module procurement is a multi-state cooperative procurement initiative through NASPO ValuePoint that provides an alternative to a long and complex solicitation process at the state level. Awarded vendors offer some of the best solutions for Provider Services available in the market today. The cooperative procurement process was also a boon to interested vendors as the CMS approved Master Agreements allow the six qualified contractors to market their product and negotiate Participating Addendums with individual participating states.

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### **Welcome new NASPO associate member:**

**Shelly Alia**  
IT Procurement Officer  
Department of Technology and Information  
State of Delaware

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# New NASPO faces

**Lee Ann Pope** has joined NASPO as the Director of Administrative Services for NASPO ValuePoint. Lee Ann's first day in the Lexington office was January 2. Lee Ann has more than 20 years of association management experience, including a long-standing relationship with NASPO and NVP. Her institutional knowledge will be a valuable addition to the NASPO and NVP team. A native of Frankfort, Lee Ann is a graduate of Eastern Kentucky University. She will be working out of the Lexington headquarters.

**Lori Denhart** began working as the Research Project Manager with the NASPO Research and Innovation team on January 3. Lori comes to NASPO from Kentucky state government where she worked as the local government adviser in the Department for Local Government. She has been living and working in the state capital following graduation from Eastern Kentucky University in 2012. Lori will be working in Lexington at the NASPO headquarters.

**Dominique Neel** has joined NASPO as a Conference and Events Coordinator. Dominique spent the last five years planning corporate and private events for the Legends, Lexington's Minor League Baseball team. She has a passion for the hospitality industry, sales and marketing, and community relationship building. A graduate of the University of Kentucky, Dominique earned her Bachelor of Science in Corporate Communication with a Minor in Business. Her first day with NASPO was January 7.

**James Bregenzer** has joined the NASPO/NASPO ValuePoint IT Team as our Webmaster and Developer effective January 7. James brings a wealth of business and technical expertise that we will be able to leverage to enhance our existing websites, which positions us to take our service to NASPO members and ValuePoint contract users to another level. James earned a BA from Roosevelt University in Chicago and an MBA from Purdue University. He will be working remotely from Chicago.

**Clinton Colliver** has been appointed the first Controller for NASPO and NASPO ValuePoint. He began working in the Lexington office on January 7. Clinton is a Certified Public Accountant with a Master's in Accounting and Financial Management. He joins us after serving as Controller for the YMCA of Central Kentucky. His professional experience has centered around other financial and accountant positions in central Kentucky that includes a member of the Ray, Foley, Hensley Accounting Firm.

NASPO bid farewell to **Jack Branum**, who recently left NASPO to focus on his new business, Bluegrass Learning Solutions. Jack joined NASPO in 2017 as Procurement U's LMS Coordinator and transitioned to our Systems/Operations Director in 2018. While we miss Jack, NASPO wishes him much success.

