

REACH is Here!

We look forward to hosting 48 states at REACH for an engaging and resourceful program. For those of you making the trip to New Orleans, remember to review the agenda to select which breakout sessions will be most beneficial to attend and prepare for the diverse networking opportunities in store.



Procurement for First Graders

David Yarkin
NASPO Life Member (Pennsylvania)

This note may not be as useful (or interesting!) to you as earlier messages about road salt, bulk fuel or landscaping services, but I thought I would share a quick story with you from my morning.

My son Sam invited me to speak to his first-grade class this morning as part of their Career Chats, where parents come in to talk for 20 minutes about their jobs. I was a bit intimidated, as Sam often regaled us at dinner about the presentations of the day from a movie director or a heart surgeon or the CEO of a big company in town. I arrived in the classroom to see 20 kids sitting in a circle and the words "Sam's Dad" on the white board. The pressure was on!

I went to the white board and wrote "Procurement" in big letters and asked the kids if they knew what it meant. I got the same quizzical looks on faces that you probably get when you ask agencies in your state if they know what procurement means. But they made some brave guesses. One asked if I was a PRO at finding a CURE for diseases. Nope, but good try! Another asked if I help to keep the country seCURE. Not exactly. They finally gave up. I then wrote on the board, "Doctor," "Police Officer," and "Teacher" and asked if they knew what those people did. Every hand went up. I told them that these are really important jobs but that procurement was just as important because what we do allows all those people to do their jobs.

I asked the kids to tell me things they bought the last weekend. Clothes, eggs, a video game - even a live chicken. I told them that whether they knew it or not, they were procuring things. "We are?" one of the kids asked. At the end of the discussion one of the more precocious kids said, "so if I can buy something in the store, I can do your job." All the kids laughed. And I laughed to myself that he was echoing the same sentiment I heard for years from the agencies in Pennsylvania.

Eureka! - Transformation at the 2018 Annual Conference



"Agile" is the buzz word of all buzz words right now. As so effectively captured in NASPO's Modular [Procurement Primer](#) released earlier this year, it's really not about procurement - it's a comprehensive shift in thinking about the most effective process to achieve your intended outcomes. Whether it's Agile, LEAN or Scrum, a variety of methodologies can be used to be more iterative, adaptable and responsive to the ever-changing needs of the modern world. NASPO's 2018 Annual Conference is

focused on "Transformational Government," the chance to highlight what states are doing to drive evolution and a challenge to identify transformative approaches that may be implemented in your states.

The conference will kick off with a great introduction to a new initiative from the California Government Operations Agency: [The Eureka Institute](#). Executive Director Kathy Webb will highlight some of the ways the Eureka Institute is supporting California's transformation and what you can learn to enhance your state's agility, flexibility and ability to serve!

[Register Now!](#)

Now Accepting Cronin Nominations

NASPO is excited to announce that nominations for the 2018 Cronin Awards are now being accepted!

With a criterion focusing on innovation, transferability, service improvement, and cost reduction, the Cronin Awards recognize outstanding state procurement initiatives, providing well-deserved appreciation to state procurement personnel who have undertaken, and accomplished projects that result in distinct benefits to their state.

Last year the Cronin Awards saw a record number of submissions, and NASPO encourages our members to continue that tradition by submitting even more this year!

The deadline for nominations is Monday, August 6, 2018.

[CLICK HERE](#) to review the submissions guidelines and download the 2018 submission form. If you have any questions, please do not hesitate to contact [Stephanie Schlueter](#).



Registration Open for Fall CPPB and CPPO Exam Prep Courses

Registration is open for Procurement U's Fall Prep Courses for the UPPCC CPPB and CPPO Exams. These prep courses are designed as a facilitated review of the UPPCC Body of Knowledge, and are intended to assist any public procurement professional that is preparing to take the certification exams. Each course will provide resources, discussion with CPPB and CPPO certified instructors, case studies, and assessment tools that allow participants to gauge their individual exam readiness, including exam practice questions designed to mirror the question writing process used by the UPPCC. Course participants are expected to have acquired knowledge in each of the domain areas, through training, professional experience, and understanding of the practical application of the procurement process. For more information regarding these courses and to get registered, [click here](#).

Reach out to procurementu@naspo.org if you have questions regarding these courses.



Welcome New NASPO Members!

Jessica Bellew
Division Director, Administration
Texas Department of Public Safety
State of Texas

Dominick Chase
Associate Commissioner & Chief Financial
Officer, Indiana Commission for Higher
Education
State of Indiana

Congratulations New Honorary Member

Christine Weber
Formerly with the State of Colorado

Advancing public procurement through
leadership, excellence and integrity.

[Learn More About Our Vision](#)

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