



# News & Views

Published for Members of the Virginia Association of Governmental Purchasing, Inc.

December 2011

## Congratulations VAGP Fall Scholarship & Award Recipients!

During VAGP's 2011 Fall Symposium, VAGP's fall scholarship and award recipients were announced and recognized by VAGP's President, Linda Wade. Check out the photos from the Symposium and congratulations everyone!

### J. BRAD OAKLEY SCHOLARSHIP RECIPIENT

Amanda Echterling, VCO, VCA  
James Madison University

### J. BRAD OAKLEY SCHOLARSHIP RECIPIENT

Michelle Glass, VCO  
City of Charlottesville

### VOLUNTEER OF THE YEAR AWARD RECIPIENT

Kelly S. Dixon, CPPO, CPPB  
King George County

### VOLUNTEER OF THE YEAR AWARD RECIPIENT

Ginger Gordon, CPPB  
City of Manassas

### RETIRED LIFE MEMBERSHIP AWARD RECIPIENT

Wiley Rowsey, CPPO, VCO  
Virginia Department of Education, Retired

### LEADING LIGHT AWARD

Virginia Information Technologies Agency (VITA)

### SERVICE RECOGNITION AWARD

2010-2011 VAGP First At-Large Member  
Crystal L. Weller, CPPB, VCO  
City of Charlottesville

### SERVICE RECOGNITION AWARD

2011 VAGP President  
Linda A. Wade, CPPB  
HRSD



## INSIDE THIS ISSUE

From the Desk of the President .....	2
Committee Reports .....	3
VAGP Membership: Are You Getting Your Money's Worth? ...	4
The Mentor-Protégé Program .....	5
Brand Names .....	6
Upcoming Educational Offerings .....	7

VAGP Fall Symposium Recap .....	8
New Certification Scholarship .....	9
Virginia Rocks at NIGP Forum .....	10
Succession Management & Student Membership .....	11
Look What's Coming... ..	11
Reverse Trade Show Another Great Success .....	12
First Recipient of the New Leading Light Award .....	13
Join VAGP on Social Media .....	14

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Conference  
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## Diversity

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## From the Desk of the President

By Linda Wade, CPPB

It's hard to believe we are already approaching the end of 2011! VAGP has had a very active and successful year including our legislative advocacy efforts, educational and professional development offerings, awards and scholarships, chapter events and more! Just a few of this year's notable highlights include VAGP receiving the NIGP Large Chapter of the Year Award, Jennifer Luchard receiving the NIGP Purchasing Manager of the Year Award, presentation of VAGP's first agency award, the Leading Light Award, to Virginia Information Technologies Agency, implementation of our new Certification Scholarship program, and roll out of our new social media initiative. Look for many other important NIGP awards, VAGP fall awards, and fall scholarship recipients highlighted throughout this issue.

Over the past year, we have had three very successful and remarkable events. In October, VAGP hosted our low cost, value packed Fall Symposium in Fredericksburg. It was offered again this year with the goal of assisting members struggling with reduced travel and training budgets. Many members took advantage of this great opportunity and benefited by learning from nationally recognized speakers, networking with other VAGP members, and having some fun at the "50's Retro Night" at Splitsville. Thank you to the Symposium Planning Committee volunteers for all your efforts, creativity, and contributions to make the event a success!

Our annual VAGP/CAPA Reverse Trade Show held in September was another big success this year. The event offered numerous vendor outreach and networking opportunities all in one convenient location. Thank you to CAPA for partnering with VAGP again this year and all the Reverse Trade Show Planning Committee volunteers for your time, effort, and contributions. Most importantly, thank you to everyone who participated as a public agency exhibitor. Your participation was key to the success of the event, and I look forward to exhibiting with you again at next year's event! The vendor participants were extremely pleased with the event and grateful for the opportunity to meet with a diverse group of public agencies.

Our 2011 Spring Conference and Vendor Exposition definitely started our year off strong. During the event, members had the opportunity to attend a variety of educational and networking breakout sessions, participate in a sold out traditional vendor expo, and venture out for an evening at the historical Swift Creek Mill Theatre for dinner and a musical. Thank you Tim Moore, Mike Bacile and all the Chesterfield County Conference Host Committee volunteers for the time and effort you contributed to bring such a great event to the membership!

As we transitioned to the fall, VAGP held its annual online election. Thank you to everyone who participated. Election results for VAGP's 2012 Offices were announced at our Business Meeting held October 27 during VAGP's Fall Symposium and are provided below. Congratulations everyone and welcome Kelly Okken as VAGP's 2012 President!

## ELECTION RESULTS

President-Elect: Bill Lindsey, CPPO, C.P.M.

Treasurer: Jan Giffin, CPPO, CPPB, VCO

Secretary: Stephanie Suter, CPPO, CPPB

Second At-Large Member: Ginger Gordon, CPPB

*(continued on page 5...)*

# COMMITTEE REPORTS



## EDUCATION COMMITTEE

By Ginger Gordon, CPPB  
Education Committee Chair

The Education Committee has posted the 2012 Seminar Schedule to the VAGP website at [www.vagp.org/education/seminars.html](http://www.vagp.org/education/seminars.html). Please take an opportunity to look at the seminars being offered. If there is a seminar that is not on the schedule that you would like to see held, or if your agency is interested in hosting a seminar at your facility, please do not hesitate to contact one of the Education Committee members. Here are the seminars being offered from January through March 2012:

Seminar	Dates	Location
Developing & Managing RFPs in the Public Sector	Jan. 9-11	Richmond
Intro. to Public Procurement	Feb. 15-17	HCTC
Performance Based RFP	Feb. 22-23	WWRC
Contract Administration	Mar. 7-9	MC
Intro. to Public Procurement	Mar. 14-16	VB
CPPB Prep Class	Mar. 27-28	COM
CPPO Prep Class	Mar. 29-30	COM

### YEAR IN REVIEW

The VAGP Education Committee offered 26 seminars for 2011. The Education Committee held 17 seminars and canceled nine (9). I think the VAGP Education Committee had a very successful year and I owe many thanks to the Education Committee Members for their hard work and for volunteering their time.

### 2012 COMMITTEE MEMBERS

Ginger Gordon - [ggordon@ci.manassas.va.us](mailto:ggordon@ci.manassas.va.us)  
 Ivy Crawford - [icrawford@city.suffolk.va.us](mailto:icrawford@city.suffolk.va.us)  
 Ronald King - [ronald.king@vdacs.virginia.gov](mailto:ronald.king@vdacs.virginia.gov)  
 Lorie W. Newton - [newtonl@chesterfield.gov](mailto:newtonl@chesterfield.gov)  
 Cindy Davis Smith - [Cindy.Smith3@fcps.edu](mailto:Cindy.Smith3@fcps.edu)  
 Terri Smith - [tsmith@vbgov.com](mailto:tsmith@vbgov.com)  
 Heather M. Hall - [hallhm@montgomerycountyva.gov](mailto:hallhm@montgomerycountyva.gov)  
 Duane Sheppard - [Duane.Sheppard@vdem.virginia.gov](mailto:Duane.Sheppard@vdem.virginia.gov)  
 Cecilia Starkey - [Cecilia.Starkey@wwrc.virginia.gov](mailto:Cecilia.Starkey@wwrc.virginia.gov)

### NIGP EDUCATIONAL OPPORTUNITIES

The NIGP offers a complete suite of educational opportunities for the public procurement profession. There is a program called "Executive Certificate in Public Procurement" being

introduced by NIGP in partnership with Florida Atlantic University (FAU).

The Executive Certificate in Public Procurement reflects a professional's commitment to excellence in the field and their pursuit to master a body of knowledge. The certificate is designed for professionals who have an existing foundation of experience and coursework in procurement and wish to enhance their learning potential and value through advanced theoretical and practical procurement knowledge.

The Executive Certificate in Public Procurement provides the framework for Executive Certificate candidates to be formally recognized for their achievement in one of five procurement specialties:

- Contract Management
- Leadership
- Planning
- Solicitation Development
- Supply Management

The program utilizes the Capstone Experience which synthesizes all of the learning outcomes into one final opportunity for case studies and research. The culmination of the capstone experience is a presentation by candidates of independent research papers offered for evaluation and critique by other candidates and a FAU professional. These research papers can be considered as manuscripts to be submitted to the Journal of Public Procurement (JoPP) published by the Public Procurement Research Center (PPRC). Once all coursework is completed and the candidate has successfully participated in the capstone experience, an Executive Certificate in Public Procurement will be awarded in the area of concentration.

The Executive Certificate in Public Procurement is a certificate program produced by accomplished faculty from NIGP and Florida Atlantic University (FAU). Students who have successfully attained either the Certified Public Procurement Officer (CPPO) or the Certified Professional Public Buyer (CPPB) designation are eligible to enroll in this program.

If this is something you are interested in and you would like more information please go to the following link; <http://www.nigp.org/ecpp/>. (Source: NIGP website)

### OTHER BUSINESS

This is my last year serving as the VAGP Education Chairperson. I would like to take this opportunity to thank the VAGP Board, VAGP Education Committee Members and VAGP Members for their support and encouragement

(continued on page 4...)

# VAGP Membership: Are You Getting Your Money's Worth?

Professional Development

Training & Networking

Procurement Career Resources

Discount to VAGP's Low-Fee Seminars	\$20
Ability to apply for VAGP scholarships	\$750
Leadership Opportunities	PRICELESS!
Opportunities to earn (re)certification points	PRICELESS!
Discount to VAGP's Annual Conference	\$100
Discount to VAGP's Annual Symposium	\$100
Exhibit at Reverse Trade Show	\$0
Semi-annual CPPB/CPPO Review Classes	PRICELESS!
Access to VAGP's Membership Directory	PRICELESS!
Access to VAGP's List Serve	PRICELESS!
News & Views Quarterly Newsletter	PRICELESS!
Legislative Support	PRICELESS!

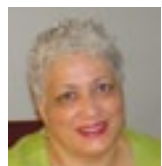
**ALL FOR ONLY \$35 DOLLARS A YEAR!  
DON'T WAIT, RENEW YOUR MEMBERSHIP TODAY!**

*(Committee Reports, continued from page 3...)*

during the time I served as the Education Chairperson. My time as the Education Chairperson was very challenging and rewarding. I have met a lot of new people and made new friends. I especially would like to THANK two individuals: if it wasn't for STEVE COOMER and JIMMY FALLS bamboozling me at the Fall 2007 Conference in Virginia Beach, I probably never would have taken the position. Thank you both for having the confidence in me.

They will prove opposite; and not resting in a bare diversity, rise into a contrariety. - South.  
2. Multiplicity of difference; multiformity; variety.  
3. Variegation.

Based on that definition, it appears that both our membership and their suppliers are very much diverse. Now, let's see what Webster has to say about "inclusion."



## DIVERSITY COMMITTEE

*By Marvis W. Marshall, CPPB  
Diversity Committee Chair*

Diversity and Inclusion: what do they mean to you? The Diversity Committee is tasked with looking at the many faces of VAGP members and their suppliers to seek areas of growth in the organization and the profession. We are looking to join forces with the Virginia Department of Minority Business Enterprise to explore how we can work together in achieving a common goal in growing businesses in the Commonwealth. As for its member community the Committee will work with the Membership and Education Committees on ways to recruit new members and to educate both members and suppliers.

Now, let's look at the words "diversity" and "inclusion." Let's first look at "diversity." Webster defines it as follows:

### Di`ver'si'ty

n. 1. A state of difference; dissimilitude; unlikeness.

### In`clu'sion

- n.
1. The act of including, or the state of being included; limitation; restriction; as, the lines of inclusion of his policy.
  2. Something that is included.
  3. (Min.) A foreign substance, either liquid or solid, usually of minute size, inclosed in the mass of a mineral.
  4. (Biol., Cytology) A small body suspended within the cytoplasm of a cell.
  5. (Logic, Math.) The relationship existing between two sets if one is a subset of the other.

The Diversity Committee is committed to ensuring that you have a sense of being a part of VAGP, valuing you for who you are, and making sure that you have a level of supportive energy and commitment from others so that you can perform at your best. The process of inclusion engages each individual and makes people feeling valued essential to the success of the organization.

Contact the Diversity Committee at [mar28@co.henrico.va.us](mailto:mar28@co.henrico.va.us) to express how we can better serve you.

# Mentor-Protégé Program



By Greg Searce, VCO  
Second At-Large Member

During the past year, it has been my pleasure to serve as the Second Member-At-Large. I now move on to First Member-At-Large and look forward to serving the board as needed. As you are aware, one of my main duties during the past year was running the Mentor-Protégé program. I am happy to announce that we have three protégés currently in the program:

- Lydia Carter with Riverside Health Systems
- Maureen Daniels with DGS
- Michelle Glass with the City of Charlottesville

Obviously, you cannot have protégés without mentors and we are very fortunate that we have five mentors:

- Mike Bacile, Chesterfield County
- Nancy Davis, Department of Motor Vehicles
- Kathy Elgin, Town of Leesburg
- Jennifer Luchard, City of Charlottesville
- Jim Totty, Prince William County Public Schools

I have said it before and I will say it again that without the mentors volunteering their time this program would not be successful. I sincerely thank each one of you.

The board would love to have additional protégés, so if you are interested please visit [www.vapg.org/education/mentor.html](http://www.vapg.org/education/mentor.html) or you may email me at [gregory.searce@vita.virginia.gov](mailto:gregory.searce@vita.virginia.gov).

[www.VAGP.org/education/mentor.html](http://www.VAGP.org/education/mentor.html)

*(President, continued from page 2...)*

## VAGP'S 2012 OFFICERS AND ELECTED BOARD MEMBERS (EFFECTIVE JANUARY 1)

President: Kelly Okken, CPPB, VCO, VCCO  
 President-Elect: Bill Lindsey, CPPO, C.P.M.  
 Treasurer: Jan Giffin, CPPO, CPPB, VCO  
 Secretary: Stephanie Suter, CPPO, CPPB  
 First At-Large Member: Greg Searce, VCO  
 Second At-Large Member: Ginger Gordon, CPPB  
 First Past President: Linda Wade, CPPB  
 Second Past President: Jennifer Luchard, CPPB, VCO

Throughout the year, I have had the honor of working with a very talented Board of Directors, our NIGP Representative, and our management partner, OMG. As Crystal Weller, your First At-Large Member Representative, rolls off the Board this year, I want to thank her for her dedicated service, her creativity and efforts that made it possible to "light the way" for the implementation of our new Leading Light Award, and for pulling the details together for implementation of the new certification scholarship program! Thank you to all of VAGP's 2011 Committee Chairs and committee members for doing a great job growing our chapter programs including membership,

diversity, education, professional development, events, legislative, public relations, and technology. Your dedication and support are important to the success of all these member focused programs. I want to especially recognize and thank Kelly Okken for her outstanding contributions and extra support to fill in as the Acting Conference Advisory Chair to oversee the majority of the event planning details this year. I truly appreciate Kelly's support, enthusiasm, and dedication!

It has been my honor and privilege to serve as your 2011 President! The year has been very rewarding for me, both personally and professionally. Throughout the year I have learned so much, been a part of so many important initiatives, and participated in many exciting and memorable events. Thank you Jennifer Luchard for being such a great mentor! I have enjoyed meeting and working with many VAGP members and dedicated volunteers throughout the year. I have made many new friendships along the way and have tucked away many cherished memories. Thank you everyone for your friendship, and for sharing your great ideas, creativity, and expertise! I truly appreciate all your support, and I look forward to serving on the 2012 Board as your First Past President.

# Brand Names



By Bill Lindsey, CPPO, C.P.M.  
VAGP Treasurer

In the last edition of the News and Views I discussed the use of the sole source procurement method. As a follow-up to that, I believe a corresponding procurement technique would be the use of brand names to describe what you are seeking in your solicitations.

A simple review of various procurement regulations and manuals appear to caution the Buyer in the use of brand names in their procurements. For example, the States' Agency Procurement Manual establishes that brand names should 'only' be used when it is determined to be impractical to develop a generic specification. The Federal Acquisition Regulations go further and tell the Buyer to be 'wary' of brand names in solicitations.

Obviously the objective of any public purchaser is to always seek the greatest degree of competition for the purchase of goods and services. Inasmuch, there appears to be an issue with some purchasers being reluctant to use a brand name as a specification because it is felt that this may be some sort of competition killer. This is compounded when your customer predominantly develops their requisition using brand names and is summarily dismissed as establishing a barrier to maximum competition.

In my opinion, I believe that brand name procurements may have been given a bad reputation and they have a solid place in public procurement when applied correctly. First, let's understand our customer when they request a brand name. This is the way they 'shop' in their private lives, so why would we think they are going to always give us a performance specification when they can describe their needs by brand name. Second, we need to understand that the use of brand names in a solicitation is used to

communicate a style, type, character and quality of a desired item. Unless the solicitation is marked that substitutes will not be accepted, the brand name, model number or manufacturer does not restrict bidders to a specific brand name. Rather, the public entity must determine if the item offered is an "equal" to the brand name. In doing so, the Buyer in their sole judgment, must consider quality, functionality, and suitability of the item offered in lieu of the specified brand name.

So what's the rub here? Obviously, it's generally with the comparative judgment of the Buyer that is challenged by the bidder that offers an 'equal' to the brand name. However, any such contrasts that may occur between what is expressed between a brand name and an equal alternative, should quickly key the Buyer that a performance specification can be developed from the salient characteristics of the competing items. Therefore, rebid it using a performance specification – who knows you may attract more competition.

But please don't discount when you need to use a brand name specification and identify that substitutes will not be accepted. As an example, we just bid the replacement of a very specialized piece of industrial kitchen equipment that had to fit into an area where the old one was coming out of to a quarter of an inch. Better yet, it also had to use the existing utilities that had been designed for that make and model. The replacement specification appropriately listed a brand name and model number with a no substitute limitation. Our results were competitive in that we received two bids for the same brand name item and issued an award to the lowest responsive and responsible bidder.

The public entity  
must determine if  
the item offered is  
an "equal" to the  
brand name.



Therefore, don't discount the use of brand name specifications in your procurement tool box. As with any purchasing method, the professional purchaser will always know the best acquisition alternative for their clients.

# Upcoming 2012 Educational Offerings

## NIGP SEMINARS

NIGP seminars are taught by NIGP approved instructors and can assist those aspiring to achieve their CPPB and/or CPPO certifications. These are the standard training courses for entry-level to experienced purchasing professionals. Please visit [www.vagp.org/education/seminars.html](http://www.vagp.org/education/seminars.html) for a list of all 2012 courses offered.

SEMINAR TITLE	DATES	LOCATION
Developing & Managing RFPs in the Public Sector	Jan. 9-11	Richmond
Introduction to Public Procurement	Feb. 15-17	HCTC
Performance Based RFP	Feb. 22-23	WWRC
Contract Administration	Mar. 7-9	MC
Introduction to Public Procurement	Mar. 14-16	VB
CPPB Prep Class	Mar. 27-28	COM
CPPO Prep Class	Mar. 29-30	COM
Legal Aspects of Public Procurement	Apr. 18-20	VSPC
Inventory and Warehouse Control	May 3-4	MC
Get What you need through Successful Negotiation	May 8-9	Chesterfield
Sourcing in Public Procurement	May 14-16	Richmond
Fundamentals of Leadership and Management	May 24-25	COS

## VAGP LOW-FEE SEMINARS

Low-fee seminars are designed to offer VAGP members continuing education through courses designed to meet their particular needs. These courses are taught by instructors familiar with both the subject and Virginia Procurement Law. These courses can provide CPPO, CPPB and VCO recertification points (earn one point for a full day—eight hours of instruction time). Please visit [www.vagp.org/education/lowfee.html](http://www.vagp.org/education/lowfee.html) for a list of all 2012 courses offered.

SEMINAR TITLE	DATES	LOCATION
Understanding the PPI/CPI	Feb. 22	FC

I would like to take this opportunity to thank VAGP for allowing me to serve as the Professional Development Committee Chair for the past two years. Volunteering gave me the opportunity to learn more about the VAGP, enhance my leadership skills, network with other purchasing professionals, and make new friends. It has been a pleasure working with the committee and board members and I plan to continue volunteering for this wonderful organization. I would encourage all members to become involved by volunteering with VAGP in some kind of way. You will be glad that you did!

*-Vernice Grooms, VCO, VCA, Professional Development Committee Chair*



LEAP INTO EDUCATION



LEAP INTO CERTIFICATION



LEAP INTO RE-CERTIFICATION

# 2011 Fall Symposium Recap



By Kelly Okken, CPPB, VCO, VCCO  
VAGP 2011 President-Elect

If you did not attend the recent Fall Symposium in Fredericksburg, you really missed out! This event was jam-packed full of interesting topics taught by nationally recognized leaders in Procurement. Ms. Jennie Readey, CPPO, CPPB from Colorado started our symposium off with a session on Effectiveness, Efficiency & Ethics in Procurement. I don't think I have ever laughed so hard during an educational session. Ms. Readey was very entertaining! Mr. Keith Glatz, CPPO, CPM from the City of Tamarac, Florida taught a session entitled Saving Time Can Save You Money – Some Tips for Improving the Efficiency and Effectiveness of Procurement. This session taught us how to leverage technology, as well as use some plain common sense to help increase the speed and reduce the cost of our current processes. Then Ms. Tina Borger and Mr. Eric Zoetmulder ended the first day unveiling The 2011 Vision Map for Public Procurement. This was very interesting and made us realize that we are all facing the same challenges and issues in procurement today and it gave us all an opportunity to help contribute to this roadmap towards a new procurement vision.



After a full day of sessions, we moved the symposium to Splitsville! This was a great evening filled with bowling, dancing, food and great friends. The theme for the evening was "50's Retro", so several people dressed the part, including Ms. Carline Deal and Ms. Mary Pennington in their poodle skirts! There were some really great bowlers and some of us were not...but we still had fun!



The second day began with a "Hot Topics" breakfast. This was a very interactive open forum session that allowed everyone the opportunity to

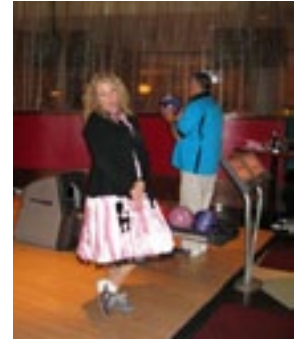
*(continued on page 9...)*



(Fall Symposium, continued from page 8...)

discuss challenges and issues, as well as some real solutions. Then we moved into a session with Mr. Kirk Buffington, CPPO, CPM, MBA from the City of Fort Lauderdale who taught a session on Procurement Case Law. This was another very interactive “what would you do if you were the judge” type of session. We ended our educational sessions with Ms. Norma Hall, FNIGP, CPPO, CPPB, CPM from South Carolina with a session on Negotiations. This session opened our eyes to various forms of negotiations and the different strategies that can be used.

Our symposium ended with the swearing in of the new officers and a 50/50 drawing for money, as well as several other wonderful prizes. We raised a total of \$880 for the Food-4-Kidz Weekend Feeding Program sponsored by the Fredericksburg Area Food Bank. This money will enable the Food Bank to provide for several children throughout the year than may have otherwise gone without. Thank you all for your donations to this very worthy charity. We hope you will join us for another great event in March at Williamsburg. See you there!



## New Certification Scholarship Opportunity Available!

This new VAGP Certification scholarship program is designed to provide financial assistance to members in need for the reimbursement of their CPPO and CPPB exam fees charged by Universal Public Procurement Certification Council (UPPCC). VAGP offers these scholarships twice per year to align with UPPCC’s spring and fall exam periods. This new scholarship opportunity became effective with the 2011 Spring exam period and VAGP had 100% participation and

reimbursement! Seven VAGP members achieved their new certification, took advantage of this great opportunity, and were awarded reimbursement of their exam fees. For the upcoming UPPCC fall exam period, the minimum goal of six scholarships are being offered ranging in value from \$350-\$650 each. **For the 2011 Fall UPPCC Exam Period, the scholarship application deadline is January 17, 2012.**

[www.VAGP.org/scholarships/certification.html](http://www.VAGP.org/scholarships/certification.html)

# Virginia Rocks at NIGP Forum



By Linda Wade, CPPB  
VAGP President

This year's NIGP Forum was an exciting time for VAGP, our members, and Virginia agencies! I'm sure you have heard the great news by now, but it is definitely news worth repeating. Many significant NIGP awards and recognitions were announced during the Forum which are highlighted below:

## LARGE CHAPTER OF THE YEAR AWARD

Virginia Association of Governmental Purchasing

## NIGP PURCHASING MANAGER OF THE YEAR AWARD

Jennifer Luchard, CPPB, VCO, Procurement and Risk Management Services Manager, City of Charlottesville

## ANNE DEATHERAGE MERITORIOUS SERVICE AWARD

Tina Borger, CPPO, NIGP Executive Director, Research and Technical Services

## OUTSTANDING AGENCY ACCREDITATION ACHIEVEMENT AWARD RECIPIENTS\*

Culpeper County; Henrico County; and Montgomery County.  
\*OA4 Accreditation certification is valid for three years, visit NIGP's website for complete listing of all accredited agencies.

## ACHIEVEMENT OF EXCELLENCE IN PROCUREMENT (AEP) AWARD RECIPIENTS

Loudoun County; George Mason University; Norfolk Public Schools; Old Dominion University; Prince William County Public Schools; and Virginia Beach City Public Schools



(Above) Donnie Legg, Division Manager and Purchasing Agent for Loudoun County Procurement, accepts the AEP Award.

## CERTIFIED AGENCIES (FULLY UPCC CERTIFIED)

City of Manassas; Old Dominion University (Sterling Agency Award Recipient); Spotsylvania County Public Schools; and Virginia Beach City Public Schools (Sterling Agency Award Recipient).

## RECOGNIZED NEWLY CERTIFIED PROFESSIONALS ATTENDING THE FORUM

Newly Certified Public Procurement Officers included George Armstrong, CPPO, CPPB, District of Columbia Water and Sewer Authority and Stephanie Suter, CPPO, CPPB, City of Lynchburg. Newly Certified Professional Public Buyers recognized included Christine Taylor, CPPB, VCO, VCA, Tidewater Community College.

Since Forum, several VAGP members have shared their Forum experience and excitement with me which I truly appreciate. From all the stories shared, one catchy phrase used by several members sums up the Forum excitement perfectly. I will keep the phrase alive, and I quote, "VIRGINIA ROCKS!"

Please join me in congratulating all of the above deserving award and recognition recipients and enjoy the below sampling of photos captured during the Forum. Way to go, everyone!



(Above) VAGP members join together to accept the 2011 NIGP Large Chapter of the Year Award!



(Above) Several Forum attendees joined in on the fun at the 70's Pose Social Event.



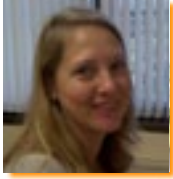
(Left) Amy Holschuh, CAPA President, with VAGP member and NIGP Executive Director, Tina Borger, recipient of the Anne Deatherage Meritorious Service Award.



(Right) Jennifer Luchard, VAGP First Past President, accepts the NIGP Purchasing Manager of the Year Award from NIGP'S First Vice President, Bobbi L. Matthews, At-Large Seat 17.



# Succession Management and Student Membership



By Stephanie Suter, CPPO CPPB  
Membership Committee Chair

The results of last year's VAGP Diversity Study showed that over 60% of those responding were over fifty years of age and nearly 90% were over 40. While this was not a shocking revelation, it did prompt discussions surrounding succession management and how VAGP can assist and better prepare the procurement workforce for a large number of retirements in the next ten to fifteen years.

One such discussion involved several VAGP Past-Presidents that gathered to talk about the concept of succession management for our profession. This group generated many ideas and thoughts which could be used to begin formulating a formal succession management plan. Thoughts ranged from promoting the profession to students to providing opportunities for leadership growth within the current workforce. Since several ideas, including the need for internships and outreach to colleges and universities, were directly related to the promotion of VAGP's student membership, the Membership Committee was given the results of the meeting and has begun gathering information to move forward.

The committee is currently working on several items: developing a career fair calendar, creating a list of available internships, and establishing a list of colleges and universities

offering procurement related coursework. All of this information will be posted on a future Student Membership page on the VAGP website. We have also started contacting colleges and universities to request that they post information regarding VAGP's student membership program and are looking for other ways to market the procurement profession and VAGP as a resource to students.

The success of the student membership initiative is directly related to having a comprehensive listing of opportunities. If your agency has an internship or work-study program or if you know of one who does, please let us know. If you work in higher education and could provide the contact information for the person best suited to speak with regarding student membership and promoting the procurement profession, it would be greatly appreciated. Once we have a listing of opportunities, it will make our presentations during career fairs much more valuable.

As always, we welcome your ideas and any feedback you may have, so please feel free to contact me and share. A special thanks to Cecelia Stowe for facilitating the Past-President meeting and to all of you in advance for your help in promoting our great profession!

## Look what's coming...



By Kelly Okken, CPPB, VCO, VCCO  
VAGP 2011 President-Elect

Below is updated information on our upcoming events through 2012. We welcome your input, questions, and ideas for host sites, as well as volunteers. Get involved in VAGP!

SPRING '12 **Event:** Conference & Expo  
**Dates:** March 20-23, 2012  
**Location:** Williamsburg  
**Host:** VAGP  
**Contact:** Kelly Okken ([okkenkj@jmu.edu](mailto:okkenkj@jmu.edu))

RTS '12 **Event:** Reverse Trade Show  
**Dates:** May 23, 2012  
**Location:** Richmond  
**Host:** VAGP/CAPA  
**Contact:** Kelly Okken ([okkenkj@jmu.edu](mailto:okkenkj@jmu.edu))

FALL '12 **Event:** VAGP Fall Symposium (no Expo)  
**Dates:** TBD  
**Location:** TBD  
**Host:** TBD  
**Contact:** Kelly Okken ([okkenkj@jmu.edu](mailto:okkenkj@jmu.edu))

# Reverse Trade Show: Another Great Success!



By Jan Giffin, CPPO, CPPB, VCO  
VAGP Secretary

The 2nd Reverse Trade Show was held September 8, 2011 at the Holiday Inn Koger Executive Center in Richmond and was extremely successful. VAGP co-sponsored the event with the Capital Area Purchasing Association (CAPA) again this year. In addition to vendors having time to network with public agencies, they also had the opportunity to attend a session “How to do Business with Public Entities”. There were 42 public agencies exhibiting and 349 vendor registrations. Many new vendors and some repeat vendors attended the show. The format allowed some vendors to visit the exhibit hall while others attended the educational session. Then the vendors switched and had plenty of time to attend the exhibit hall as well as attend the session.

This trade show was a great outreach event for the agencies that attended. VAGP has had great comments from both agencies and vendors on the format. The feedback has been positive! Vendors were receptive to the educational session. While the numbers are still being finalized, both VAGP and CAPA will realize revenue from this profitable event. We want to thank all the public agencies, vendors and volunteers who participated and contributed to the overall success of the event.



The plans for next year's trade show are already in the planning stages. The event will be held May 23, 2012 in Richmond. So look for the announcement in the upcoming months and plan to be in a booth next year!

(See more pics on page 14...)

# News&Views

## We want your news...and views!

This is your Association and your publication—make your voice heard! All VAGP members are encouraged to send articles, press releases and photos. Published articles on purchasing-related topics may help members earn recertification points. For eligibility requirements, please verify directly with the certifying agency.

**VENDORS**  
WHERE IS YOUR AD?  
Contact VAGP today  
to see yourself here!

- ✓ Industry News
- ✓ Best Practices
- ✓ Photos
- ✓ Book Reviews
- ✓ Education Opportunities
- ✓ Event Recaps
- ✓ New Certifications
- ✓ Tips and tricks

### 2012 PRODUCTION SCHEDULE

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
Materials Deadline	Feb.6	May 7	Aug. 6	Nov. 5
Issue Available	Mar. 1	Jun. 1	Sep. 4	Dec. 1

Submit articles to LeeAnne Beatty Smith at [smith2lb@jmu.edu](mailto:smith2lb@jmu.edu).



# Congratulations Virginia Information Technologies Agency, Recipient of VAGP's First Leading Light Award



By Linda Wade, CPPB  
VAGP President

During VAGP's Fall Symposium held in Fredericksburg in October, I was honored to recognize and present VAGP's new agency award, the Leading Light Award, to Virginia Information Technologies Agency (VITA). VITA was unanimously selected by VAGP's Honors and Awards Committee as the outstanding agency in the public procurement profession for their innovative ideas, achievements, and contributions to VAGP and its members. In addition to recognition at the Fall Symposium, VITA also received a bundled award package that includes:

- Presentation of the special VAGP Leading Light Award
- One (1) individual Full Event Registration for the 2012 VAGP Spring Conference and Vendor Expo
- One (1) individual Full Event Registration for the 2012 VAGP Fall Symposium
- Two (2) individual VAGP Professional Development Low-fee seminar registrations
- Additional recognition in the *News & Views*, to the membership, and on VAGP's website

VITA's award-winning submission details their innovative ideas and achievements resulting from their Supply Chain Management Program and Technology Sourcing Process. Below are just a few highlights and innovations from their program with excerpts quoted from their award-winning submission:

VITA's Supply Chain Management (SCM) revolutionized their IT procurement approach by focusing on the way VITA obtains products and services from external suppliers. VITA moved away from standard practices that produced random results and inconsistent success with suppliers and replaced them with best practices that result in accurate business requirements definition and focused supplier proposals. This also positioned VITA's SCM to efficiently collect the data that will identify the best supplier solution for the specific business requirement.

VITA's Technology Sourcing Process (TSP) is designed specifically for the sourcing of IT and telecommunications services and products for the Commonwealth. VITA's TSP has three phases: Requirements Definition, Negotiation, and Execution. The use of Request for Proposal and contract templates helps ensure all project needs are identified and clearly communicated to suppliers. Solutions-based solicitations are also utilized to ask suppliers to propose an IT business solution to an agency's identified problems and goals.

VITA's SCM also utilizes a Performance Based Contracting method where the Customer defines the results it is seeking, rather than the process by which those results are attained. Utilizing the TSP, VITA's SCM is able to clearly communicate requirements, fairly evaluate suppliers, and negotiate legal and business contract terms prior to award, allowing VITA's SCM to leverage supplier relationships to better meet business objectives. In 2010 the process was formalized and documented to expedite training and ensure consistency.

In 2010, major portions of VITA's IT Procurement Manual, BUY IT, were also completed. In addition, VITA presented BUY IT in a web-friendly, interactive format affording users quick online access via VITA's SCM web site, simplifying site updates, and making maintenance easier.

Again, the above are just a few highlights of VITA's award-winning submission. I encourage all VAGP members to take a look at VITA's complete submission, which is posted on our website [www.vagp.org/awards/leadinglight.html](http://www.vagp.org/awards/leadinglight.html). VITA's submission shares many great ideas and innovations that you may be able to use at your agency!

Congratulations again to VITA and everyone in VITA's Supply Chain Management Division on this outstanding achievement!



Representatives from VITA proudly accept VAGP's new Leading Light Award as the first public agency recipient. Dana Smith, Director of Finance and Administration, accepts the award from Linda Wade, VAGP President, along with Doug Crenshaw, Strategic Sourcing Manager (far right), and Greg Searce, Strategic Sourcing Specialist (far left).

# You are invited to join VAGP on Facebook, Twitter, and LinkedIn!

**Facebook** - <http://www.facebook.com/VAGPofNIGP>

*Stay connected with your VAGP friends!*

The VAGP fan page is now on Facebook. We encourage you to share your links, photos, and other personal items of interest to the membership and the public at large.

**Twitter** - <http://twitter.com/vagpofnigp>

*Get updates delivered in 140 characters or less!*

Follow VAGPofNIGP on Twitter for quick, up-to-the-minute announcements and news.

**LinkedIn** - <http://www.linkedin.com/e/n6js4j-gjohm1kw-13/vgh/3771217/eml-grp-sub/>

*Name VAGP as an important part of your professional online presence!*

LinkedIn is a business oriented site, used for professional networking. Once you join the official VAGP group, you will be able to list it under "Groups and Associations" on your LinkedIn profile.



## Enjoy more Reverse Trade Show photos...



## Interested in Joining a VAGP Committee?

We want enthusiastic volunteers with fresh ideas! Your efforts are essential to moving VAGP into the future. If you are interested in lending your time and expertise, go to [www.vagp.org/about/committees.html](http://www.vagp.org/about/committees.html) for more details.

