



2015-2016 MEMBER REPORT

A shared vision for  
advancing public  
procurement  
through  
leadership,  
excellence and  
integrity.



National Association  
of State Procurement Officials

Our mission is to help our members achieve success as public procurement leaders in their states through promotion of best practices, education, professional development, research, and innovative procurement strategies.

The National Association of State Procurement Officials (NASPO), Inc. was formally established on January 29, 1947, in Chicago, Illinois.

NASPO is a non-profit association dedicated to advancing public procurement through leadership, excellence, and integrity. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization that helps its members achieve success as public procurement leaders through promotion of best practices, education, professional development, research, and innovative procurement strategies.

The 2015-2016 program year saw great momentum and unparalleled achievement in accomplishing our mission. The following report serves as an update on the state of NASPO, and spotlights our progress made during the 2015-2016 program year on the strategic plan, which is set forth by your NASPO Board of Directors. Several performance indicators are included to highlight all of the many resources and opportunities available for NASPO members. Our success in the promotion of best practices, education, professional development, research and innovative procurement strategies is only possible because of the good work of our dedicated staff, members and volunteer leaders from around the country.

Thank you for being a part of this association.

The following report serves as an update on the state of NASPO, and spotlights our progress made during the 2015-2016 program year on the strategic plan, which is set forth by your NASPO Board of Directors.

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# Deliver timely and relevant member services, programs, and technical assistance through engagement and collaboration.

“

NASPO is the most professional procurement organization I have ever belonged to. They are very mission driven and results oriented. The work that is accomplished through volunteers is phenomenal, and the staff make all the difference in the world. They do so much work for NASPO and the Committees they are assigned to. The excellence from staff is next to none that I know.”

—2015 Membership Satisfaction Survey

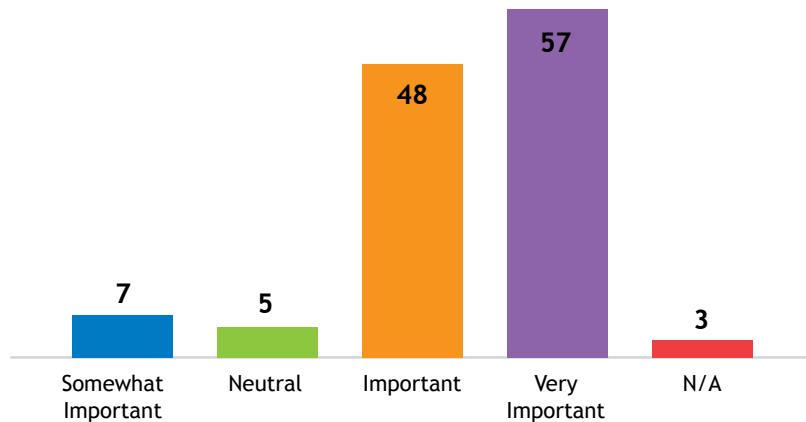
## 2015 Member Satisfaction Results

In September 2015, NASPO members in all states, in all procurement staffing roles, and from all NASPO member types were invited to share thoughts on how NASPO is doing as your professional association. Thank you for your feedback! Your input plays a valuable role in cultivating the focus of the association. The NASPO Board, committee and regional council leaders thoughtfully reviewed the information collected from the member satisfaction survey, and incorporated your responses into the strategic planning process for 2016. Here is a snapshot of the results:

OVERALL SATISFACTION WITH NASPO IN THE LAST CALENDAR YEAR



### HOW IMPORTANT ARE NASPO'S RESOURCES TO YOU?



The number of NASPO state members increased by 17 percent from 2015!

## Membership: By the Numbers

State Members = 1,418

Associate = 10

Honorary = 17

Life = 17

The NASPO Network is a professional online community designed for members to communicate and collaborate with peers on procurement related issues. Communities in the NASPO Network are the ideal place to ask questions, share ideas and network with your peers across the nation. In 2016, NASPO marked the five-year anniversary of the NASPO Network. Since its launch in 2011, more than 9,000 messages have been shared between all 50 states, Washington, D.C. and Puerto Rico. On the 2015 Member Satisfaction Survey, 84 percent of NASPO members indicated that the NASPO Network is an important or very important resource.

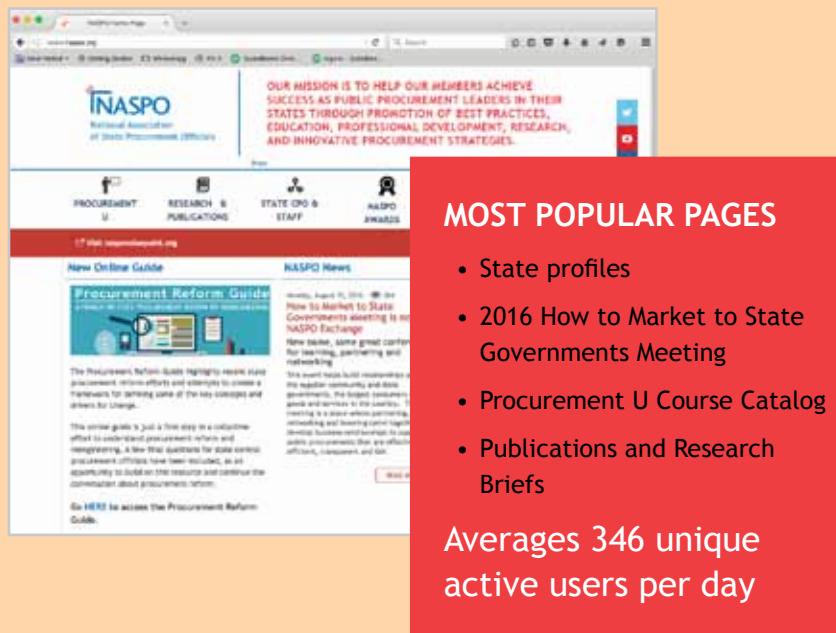


## TOP 10 NASPO NETWORK STATE USERS

Washington	California	Oregon
Alaska	Utah	Delaware
Connecticut	Oklahoma	Nevada

Virginia

## NASPO.org



**MOST POPULAR PAGES**

- State profiles
- 2016 How to Market to State Governments Meeting
- Procurement U Course Catalog
- Publications and Research Briefs

Averages 346 unique active users per day

From the 2015 Membership Satisfaction Survey:

“ I think the boards, committees, councils and NASPO staff do an incredible job and are essential for NASPO’s success.”

“ Having been a member of three professional organizations during my career, I have found NASPO the most beneficial in resources and with very knowledgeable and professional members and staff.”

“ I could not praise the staff enough, always calm in the eye of the storm, professional and dedicated. We are very lucky to have you all!”

# Create and promote innovative strategies in education and professional development.



## Procurement U

Procurement U is a multi-faceted, online and in-person professional development and educational platform offered by NASPO. Procurement U provides in-person learning, and online publications, training and certification exam study groups to help NASPO members and those interested in public procurement build their skills, advance their knowledge and excel in public procurement practice. This was a year of tremendous growth and progress for Procurement U.



NASPO's Procurement U holds a training day on Negotiation Strategies with our Southern states.



State Training Coordinators Conference in Birmingham.



Professional Development Committee members discussed Procurement U opportunities for members during the 2015 Annual Conference.

## IN-PERSON LEARNING

Procurement U offers a variety of specially offered training days, often held in conjunction with NASPO Regional Meetings and Annual Conference. In 2015, Procurement U hosted more than 35 attendees of the 2015 Western Regional Conference attended the Procurement U session, "Current Issues in Public Procurement." More than 215 attendees attended a Procurement U session on RFP Evaluation Process during the 2016 Midwestern, Southern and Eastern Regional Conference. (The 2016 Western Regional Conference will also offer this opportunity in November.) More than 96 regional attendees participated in an additional Procurement U half-day training, which was a six-hour blended on-line and in-person course focused on Negotiation Strategies.

In May 2016, NASPO also kicked off the inaugural Procurement U State Training Coordinators Conference. NASPO members who coordinate state procurement training efforts came together to share peer-to-peer solutions, identify curricula needs, learn about instructional methodology and exchange training resources. More than 73 attendees representing 36 states heard expert presentations, joined in discussions and completed exercises on state and UPPCC certifications. Attendees learned about principles of adult learning and examining evaluations versus assessments.



Attendees at the State Training Coordinators Conference share a laugh during session discussion.

## Procurement U In-Person Training

2015 Western Regional Conference Training - November 2 - Long Beach, CA

2016 Eastern Regional Conference Training - May 18 - Providence, RI

2016 State Training Coordinators Conference - May 21-22 - Birmingham, AL

2016 Southern Regional Conference Training - May 25 - Birmingham, AL

2016 Midwestern Regional Conference Training - July 20 - Lincoln, NE

“ This training was very helpful, it presented ideas I need to consider when developing and evaluating solicitations.”

—2015 Western Regional Conference evaluation

## ONLINE TRAINING

Procurement U web-based courses are offered as self-paced at varying skill levels. NASPO members and the public can access these courses through an online platform at any time. More than three courses were launched between 2015-2016, with 107 participants between January 1 and August 1, 2016.

### 2015-2016 Course Offerings

- Introduction to Market Research
- Introduction to Request for Proposals (RFP)
- Market Research Strategies
- Negotiation Strategies (Offered at the Regional Conferences)
- CPPB Exam Prep Course

### 2016-2017 Upcoming Course Offerings

- Building Skills: Strategies for Employee Professional Development (Offered at the Annual Conference)
- Introduction to Negotiations
- Introduction to Terms & Conditions
- Introduction to Cost & Price Analysis
- Introduction to Contract Management
- Introduction to Statewide Contracts
- Introduction to Service Contracts
- Elective: Sole Source Procurement
- Elective: Millennials
- Elective: Green Purchasing

### Additional 2017 Planned Course Offerings

Please watch [naspo.org](http://naspo.org) for launch dates and further details.

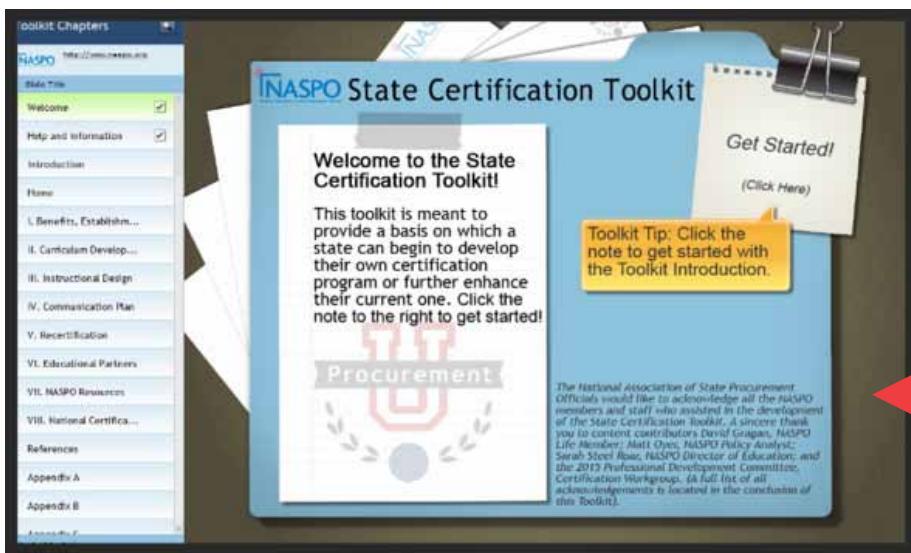
- CPPO Exam Prep Course
- CPPB Exam Prep Course
- Leadership-300
- Negotiations-200
- IT Procurement-200
- Ethics-100
- Contract Formation-100
- Contract Administration-100
- Protests, Disputes, and Claims-200
- Contract Management-200
- Ethics-400

Procurement U Online Learning Management System (OLMS) is your gateway to registration, access to Procurement U resources and study groups. Visit <https://naspoinc-procurementu.sabacloud.com> to log in and find out more.



## CERTIFICATION SUPPORT

**N**ASPO is proud to be one of the founding partners of the Universal Public Procurement Certification Council (UPPCC), the widely recognized certifying entity for public procurement employees. The UPPCC has established two designations for certification, a Certified Public Procurement Officer (CPPO), and a Certified Professional Public Buyer (CPPB). In order to have complete independence and objectivity, the UPPCC has entire ownership over both of these designations. For more than 35 years, NASPO has encouraged state procurement professionals to seek certification and has actively supported UPPCC's mission.



Through Procurement U, NASPO offers resources related to both state and national certification. The State Certification Toolkit is a comprehensive, online resource for NASPO state members who are developing a certification program or seeking to build upon their current program. The Toolkit, which is available at no cost, provides NASPO members:

- General guidelines on state certification;
- Questions to consider when evaluating your state certification program;
- Examples from states with existing programs; and
- Ideas and options for state officials who are developing or enhancing certification programs

Procurement U also launched a CPPB Exam Prep Course in August 2016. This course includes self-study and online test prep questions, as well as facilitated discussions via an online discussion board. Twenty-one participants registered for the course which will run through October 2016. Procurement U offered online study groups for UPPCC exam takers in 2016. These study groups were offered at no cost to help any state procurement official who is preparing for a UPPCC exam.

“ I think it was very easy to navigate and return to the course if/when interrupted. I really appreciated the downloadable materials because I know I will want to utilize this information for future solicitations. Well done.”

*—State Certification Toolkit member evaluation*

As of August 2016, more than 60 participants accessed the toolkit.

“ I liked that it was interactive, which kept me engaged in the course content. Having the navigation tools allowed me to pause if needed to write notes or move backward if I felt I needed to review content. The Market Research Template will be a great resource for future market research projects.”

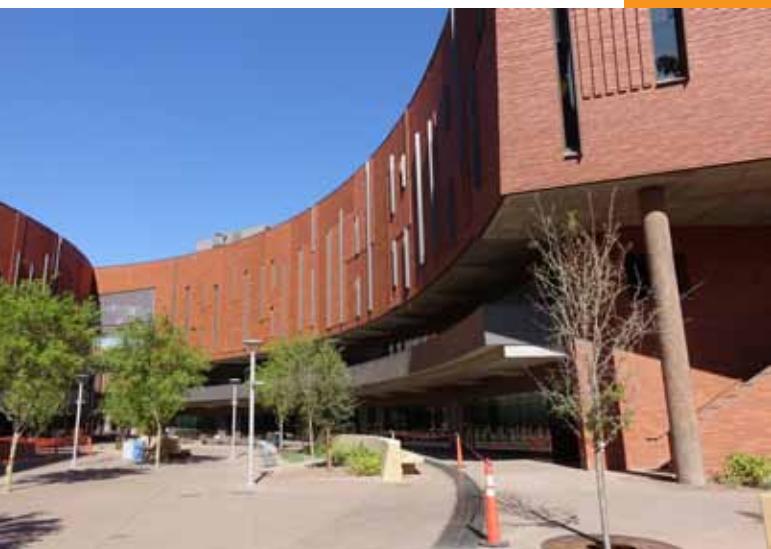
*—State Certification Toolkit member evaluation*

## Higher Education Initiative

The goal of the initiative is to build qualified candidates for procurement careers by enhancing and/or creating academic curricula in public procurement and building recruitment strategies and opportunities targeting students with public procurement interest.

NASPO began exploring the higher education focus area of Procurement with aspirations of building strong partnerships with targeted universities with top-rated supply chain management programs to further procurement education. The goal of the initiative is to build qualified candidates for procurement careers by enhancing and/or creating academic curricula in public procurement and building recruitment strategies and opportunities targeting students with public procurement interest. This focal area is a direct effort to address the workforce issues facing our members. This effort aligns with #3 on NASPO's Priorities for State Procurement in 2016 – increasing professionalization of the state procurement workforce (including formal training programs to ensure consistent standards and practices are followed; and certification).

Thus far, NASPO entered into partnerships with Arizona State University (Southwest); Oregon State University (Northwest); Michigan State University (Midwest), and Pennsylvania State University (East).



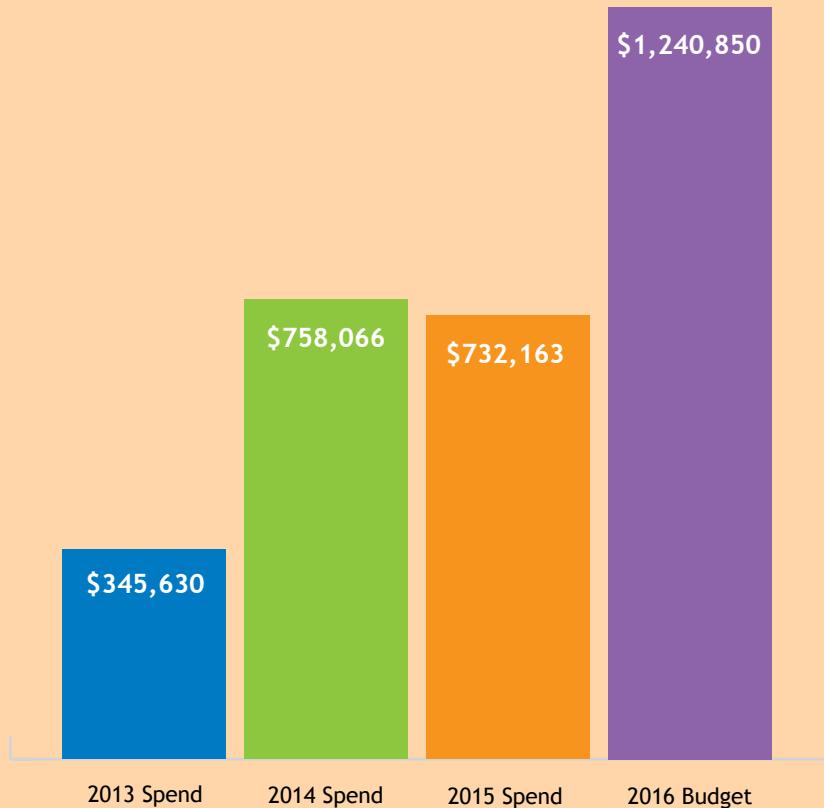
### Save the Date: 2017 Academic Forum March 19-21, 2017

Executive Leadership and Training Center (McCord Hall)  
Arizona State University  
Tempe, Arizona

This new NASPO conference is an invitation-only event that will bring together academic partner institutions and NASPO members to engage in meaningful dialogue about curricula needs, recruitment, placement, retention, and talent management related to state procurement. Please watch for additional details and registration information this fall.

## Professional Development Funds: By the Numbers

One of the great benefits of membership is access to NASPO professional development funds. Each state can use these funds to invest in training, education and implementing procurement best practices. In 2015, the NASPO Board of Directors updated the Professional Development Fund policy to better articulate how funds may be utilized and provide greater transparency. In addition, the Board of Directors increased the funds available to each state by \$1,200 for 2016. The intent is to help offset the cost of NASPO membership dues, if they happen to present any hardship. A state may use the additional amount toward NASPO dues or other qualifying training expenses. The total professional development funding available to each state in calendar year 2016 is \$21,200.



The year-end submission deadline is December 10, 2016. Be sure to mark your calendar! You can find the 2016 Professional Development Fund Policy & Guidelines and submission forms on the NASPO Network-> Member Central.

### How Did States Use Professional Development Funds in 2015-2016?

Here are a few highlights:

Celebrate Procurement month educational outreach

Laptops and furniture for training rooms in central procurement offices

Internal training, staff development and team building events

Procurement resources and textbooks

In-state travel to conduct procurement trainings for other state agencies

# Align Annual Conference educational programming with the research, policy and educational priorities of NASPO members.

## NASPO's 12 National Conferences and Events

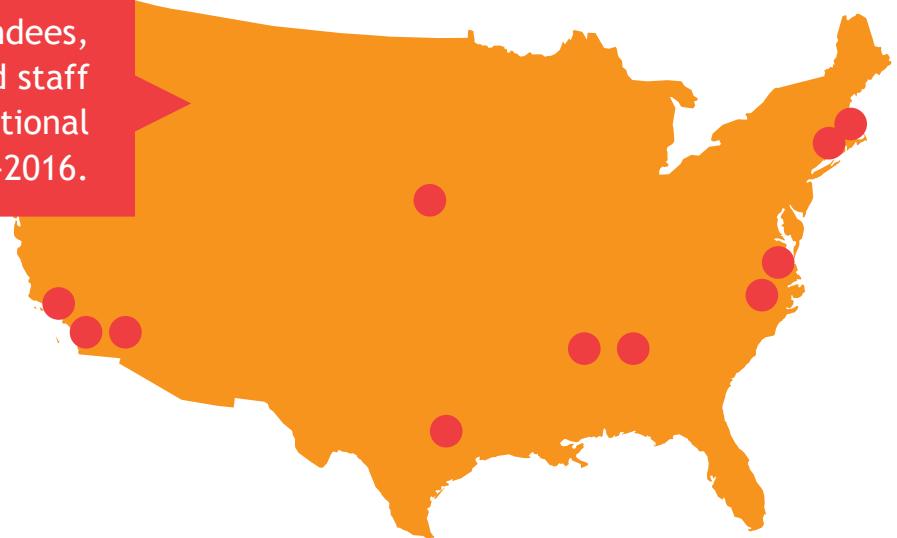
More than 1,325 attendees, speakers, special guests and staff attended more than 165 educational sessions in 2015-2016.

“ Probably the best professional work conference I have attended.”

*—2016 Midwestern Regional Conference*

“ Networking with so many different states was the highlight of my experience. I met so many young professionals who are dealing with the same issues we have in my state. Great place to meet new procurement people!!”

*—2015 Western Conference*



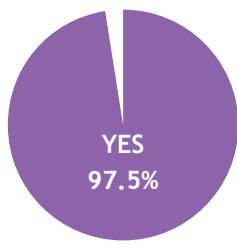
2015 State and Local Procurement Law Institute <i>August 16-18, Fort Worth, TX</i>	2016 State Training Coordinators Conference <i>May 21-22, Birmingham, AL</i>
2015 Annual Conference <i>September 27-30, Norfolk, VA</i>	2016 Eastern Regional Conference <i>May 15-17, Providence, RI</i>
2015 Western Regional Conference <i>Nov 1-3, Long Beach, CA</i>	2016 Southern Regional Conference <i>May 22-24, Birmingham, AL</i>
2015 Leadership Academy <i>November 12-13, Palm Springs, CA</i>	2016 Midwestern Regional Conference <i>July 17-19, Lincoln, NE</i>
2016 How to Market to State Governments Meeting <i>March 20-22, Atlanta, GA</i>	2016 NASPO-NASCIO Roundtable on IT Procurement <i>July 26-27, Charlotte, NC</i>
2016 P3 Roundtable <i>May 6-7, Santa Monica, CA</i>	2016 Leadership Academy <i>August 4-5, Cambridge, MA</i>



## DID THE CONFERENCE MEET OR EXCEED YOUR EXPECTATIONS?



2015 Annual Conference



2016 How to Market to State Governments Meeting



2015 Western, 2016 Eastern, South Midwestern Regional Conferences (average)

### Did you know...

- NASPO takes post-conference survey feedback very seriously.
- Your input is carefully studied by conference committee members and staff to help better design and create subsequent conferences.



“ Thorough, smart... good tone and meaningful material. Well done!”

*–2016 How to Market to State Governments Meeting evaluation*

“ I believe this is the best conference we've had in recent years. Great job to the Annual Conference team!”

*–2015 Annual Conference evaluation*

“ I had very high expectations from the beginning—they were all met and then some!”

*–2016 Eastern Regional Conference evaluation*

# Influence states and other stakeholders on public procurement issues and policies.

## Stakeholder Highlights from 2015 -2016

**N**ASPO's Liaison Task Force worked closely with strategic partners by speaking at national conferences, partnering on research and raising the profile of state procurement with stakeholder groups. Below are some highlights of this year's activities.

### NASPO EXPANDS PARTNER WORK WITH THE NATIONAL CONTRACT MANAGERS ASSOCIATION

**D**avid Gragan, Senior Procurement Executive, Consumer Financial Protection Bureau (NASPO Life Member); NASPO Member Roz Ingram, Director of State Purchasing & Chief Procurement Officer, State of Florida; Robert Johnson, Manager of Procurement, Central Florida Expressway Authority; and NASPO President Larry Maxwell, Director of State Purchasing, State of New Mexico, participated in a general session panel at NCMA's World Congress in July. See below picture.

NCMA also partnered with NASPO to create contract management courses, including an in-person session at the 2016 Annual Conference entitled *Establishing Effective Contract Management Principles for Your Team*. Florida Chief Procurement Officer Roz Ingram was profiled in the May edition of NCMA's magazine, *Contract Management*. A magazine spotlight of NASPO President Larry Maxwell is anticipated in November 2016. NASPO Life Member John Adler is the liaison to NCMA for NASPO, and serves on NCMA's Board of Advisors.





## SUSTAINABLE PURCHASING LEADERSHIP COUNCIL 2016 ANNUAL SUMMIT

Several NASPO members were featured in presentations, speaking engagements, or received awards during the Sustainable Purchasing Leadership Council 2016 Annual Summit in Washington D.C., from May 24-26. NASPO Board Member Jim Butler, Deputy CPO for the State of California, was featured as a keynote presenter during the morning kick-off “Keynote Conversation: The Chief Procurement Officer Perspective.”



## STATE GOVERNMENT PARTNERS ROUNDTABLE

In January 2016, seven state government partner associations came together to discuss each partner organizations' top policy priority issues, and also raise awareness and identify common issues among the represented associations. The event was co-hosted by NASPO and the National Association of State Chief Administrators. Participating organizations included:

- National Association of State Chief Information Officers (NASCIO)
- National Association of State Facilities Administrators (NASFA)
- National Association of State Auditors, Comptrollers and Treasurers (NASACT)
- National Association of State Technology Directors (NASTD)
- National Association of State Personnel Executives (NASPE)

NASCA and NASPO staff compiled each associations' individual priorities list in the 2016 State Government Partners' Crosswalk, which demonstrates how each organization's issues intersected. The partner associations confirmed this analysis and agreed that this is a working document that the partners should update annually. Participants spent time discussing common policy priorities as a group, identifying specific challenges of their own members and the tactics the associations were using to support members.





“

These guidelines are an important first step, and we will work closely with IT officials, state leaders and lawmakers to continue this work and identify improvements.”

## NASPO AND NASCIO COLLABORATE ON IT PROCUREMENT REFORM

As information technology (IT) purchases are among the largest and fastest-growing budget items for many states, the National Association of State Procurement Officials recently called for a collaborative effort to focus on reforming IT procurement. As a part of this effort, NASPO endorsed five key areas of IT procurement reform as outlined by the National Association of State Chief Information Officers. This publication is available at [naspo.org](http://naspo.org).

“These guidelines are an important first step, and we will work closely with IT officials, state leaders and lawmakers to continue this work and identify improvements,” said former NASPO President Paul Mash. “The most important message today is for state IT and procurement officials to coordinate all levels of reform in responsibility to the tax payers.”

NASPO and NASCIO also held a joint topical roundtable program on XaaS terms and conditions and IT procurement modernization in July 2016. This invitation-only event was designed for pairs of chief information officers and chief procurement officials to work side-by-side and experience a unique networking opportunity. Leadership for a Networked World at Harvard University facilitated the programmatic elements of the event, which provided participants with an opportunity to develop new strategies, approaches and thinking around important topics that fall under the purview of state chief information officers and state chief procurement officials. A recap of the event is available at [naspo.org](http://naspo.org).



## NASPO FEATURED AT NASTD ANNUAL CONFERENCE

NASPO member Bob Gleason and NASPO Executive Director DeLaine Bender participated in a general session panel on IT procurement reform during the National Association of State Technology Directors (NASTD) Annual Conference in August 2016 during a session titled, “Best Practices in IT Procurement - You Can Get by with a Little Help from Your Procurement Friends.” Other panelists were Dean Johnson, COO, Georgia Technology Authority; and Tom Croyle, CTO, State of Ohio. The panel discussed best practices, reform efforts and innovative approaches in IT procurement from officials in Georgia, Ohio and Virginia, whose IT procurement practices were ranked highly by Governing Institute earlier this year.

“IT procurement reform is the hot procurement topic in almost every state in our nation. As our colleagues across the country are now working toward their own reform efforts, these states offer insights and a blueprint of sorts for best practices in IT procurement,” said Bender.

## PROCUREMENT PERSPECTIVE PRESENTED TO STATE CHIEF ADMINISTRATORS

**N**ASPO Board member Larry Maxwell (far left) represented NASPO on a partner's panel discussion on convergence on October 8 in Denver, Colorado at the National Association of State Chief Administrators (NASCA) Institute on Management and Leadership. Maxwell was joined by representatives from NASCA, the National Association of State Budget Officers (NASBO), the National Association of State Personnel Executives (NASPE) and the National Association of State Facilities Administrators (NASFA).

Panelists shared insights on how their memberships are responding to the phenomenon of convergence, challenges they are encountering, and new opportunities the changing environment is creating for collaboration. "We need to move past ownership, work on common goals and speak in each other's language," noted Maxwell. He also shared several highlights from NASPO's Top 10 Focus Areas for State Procurement as a part of the discussion.



## NASPO HOSTS P3 SUMMIT WITH NASCA, NASFA AND GOVERNING MAGAZINE

**L**eaders from NASPO, NASCA, the National Association of State Facilities Administrators (NASFA) and facilitators from Governing Magazine came together in May for a Public-Private Partnership (P3) Roundtable. Representatives from each organization shared experiences and developed principles that our respective memberships, as well as other policymakers, can consider when evaluating, developing and maintaining P3s. Governing Magazine prepared a joint report on P3 considerations that captures these elements. It is available at [naspo.org](http://naspo.org).



Governing Publisher Mark Funkhouser (center) leads a discussion with NASCA, NASPO and NASFA representatives.



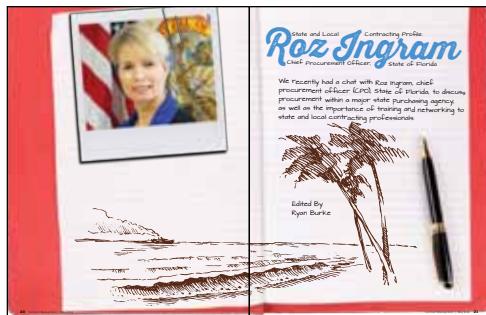
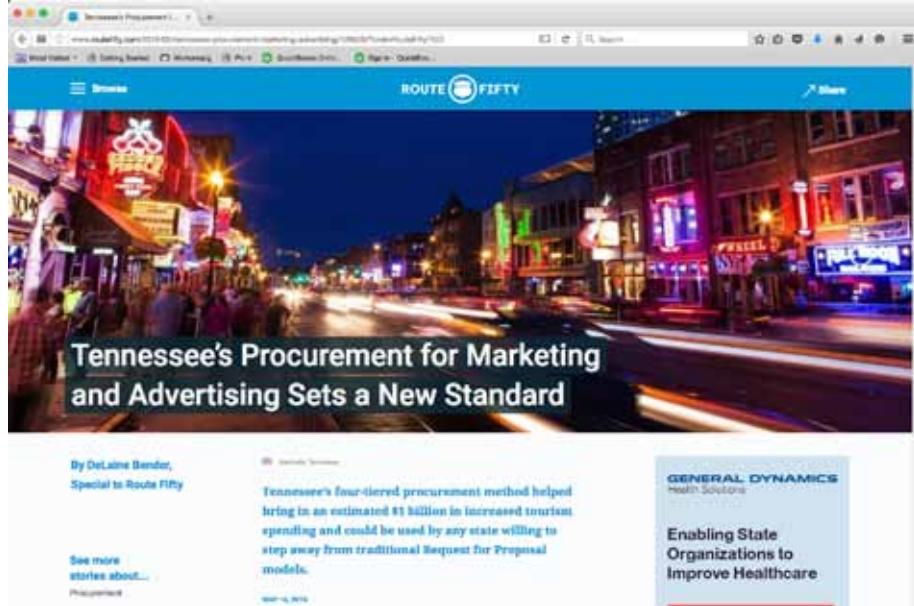
# Enhance awareness of the public procurement profession and NASPO as the voice of the state procurement.

## NASPO in the News

**N**ASPO's research and members made headlines across the nation in several publications. Here are highlights from government related media outlets.



**R**oute Fifty published an op-ed by NASPO Executive Director, DeLaine Bender, titled "Tennessee's Procurement for Marketing and Advertising Sets a New Standard." NASPO first learned about Tennessee's four-tiered procurement method, which helped bring in an estimated \$1 billion in increased tourism spending through their submission to the 2015 George Cronin Award for Procurement Excellence. They won the 2015 Gold Award for their innovative submission.



**T**he National Contract Management Magazine published a State and Local Contracting Profile on Roz Ingram, Chief Procurement Officer of the State of Florida. The feature provided an overview of procurement within a major state purchasing agency, as well as the importance of training and networking to state and local contracting officials.

In July 2016, the Institute for Supply Management (ISM) Magazine published an article by Krista Ferrell, Director of Strategic Programs, on the State of State Procurement.

“In this ever-changing world, procurement offices across the globe are continually being asked to rethink the way goods and services are bought. It’s no different for state procurement officials. State government spending is one of the largest economic drivers in the United States as well as one of the areas of highest impact for addressing demand for government-provided services to the public.

State procurement offices are no longer the paper pushers of old but instead have become strategic visionaries, leveraging state spending capacity in new ways to meet these challenges. Government is using the power of procurement not only to react to changes, but as a cornerstone for long-term governmental financial stability.”



“ State procurement offices are no longer the paper pushers of old but instead have become strategic visionaries, leveraging state spending capacity in new ways to meet these challenges.”

*NASPO and Governing Institute representatives celebrate the unveiling of the Governing ranking during a state procurement reception in Washington, D.C.*



California Chief Procurement Officer and NASPO Board Member Jim Butler and Washington State Procurement Manager Cheral Manke were featured in the January edition of Governing Magazine in the article, “Cheaper Isn’t Necessarily Better for Government Purchasing.” This article highlights state procurement practices related to how states monitor and evaluate past performance of contractors.



In February 2016, Governing released a report ranking the procurement policies of states, the outcome of a year-long study by the Governing Institute. The report highlighted ten categories, technology, vendor relationships and how central procurement offices work with agencies.

The magazine unveiled a ranking of the states with the strongest procurement programs by using the results of an in-depth survey conducted by Governing

Institute. The survey assessed state purchasing processes and weighed factors such as contract management and effective implementation of technology.

“The Governing Institute’s spotlight on procurement demonstrates the increasingly strategic role that procurement professionals play in managing state governments effectively and efficiently,” said DeLaine Bender, Executive Director of the National Association of State Procurement Officials.

“The most forward-thinking state procurement offices are leveraging new tools made available through advances in technology, strategic sourcing, cloud computing and other innovations to make their states more fiscally shrewd, friendlier to the environment and better places to live and work. Procurement may not be atop the public’s consciousness, but this feature will demonstrate for people how innovative procurement practices do impact every citizen.”

Georgia, which was ranked the top procurement state, was also invited by Governing to share ideas with peers through an in-depth interview with Lisa Eason, the deputy commissioner of Georgia’s purchasing office, and her predecessor, Leslie Lowe, who retired in 2015.

## Governing Institute’s Ranking of State Procurement Operations

- |              |                   |
|--------------|-------------------|
| 1. Georgia   | 4. Utah           |
| 2. Virginia  | 5.* Massachusetts |
| 3. Minnesota | 5.* Ohio          |

Source: Governing Magazine, February 17, 2016

\* tie

## NASPO on Social Media

Tweets    Tweets & replies    Media



NASPO @NASPOnews · 3h

Check out NASPO's new Procurement Reform Guide to read about recent efforts in state govt. [goo.gl/uj6HWc](http://goo.gl/uj6HWc)



NASPO has 600+ Twitter followers and 700+ LinkedIn Group Members. Follow us at @NASPO and use the conference hashtag #NASPOAnnual.



### STRATEGIC PLAN GOAL 3, OBJECTIVE 3.1

Build the NASPO brand as the recognized source for state procurement expertise through engagement with key stakeholders.

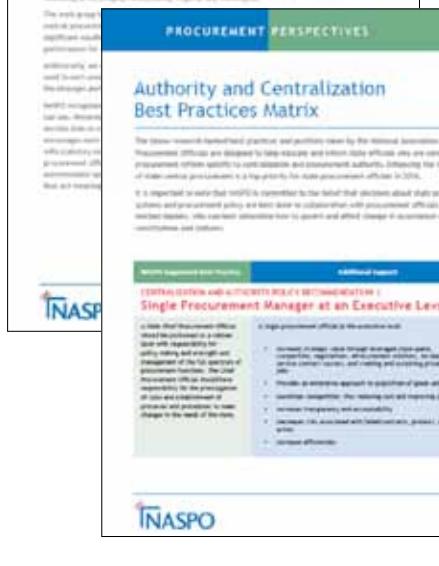
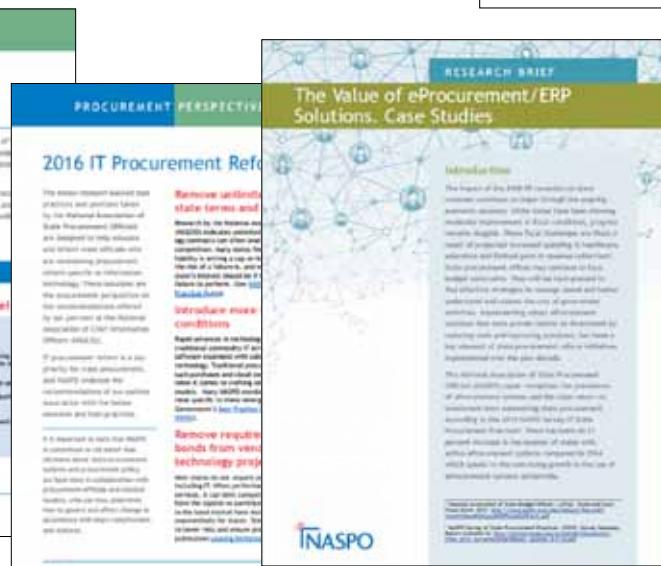
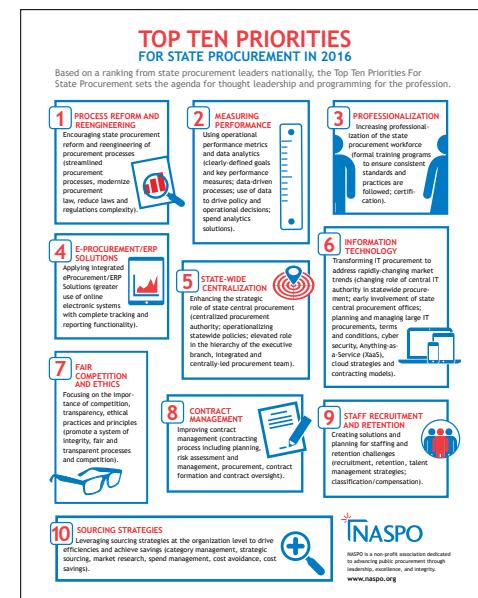
### 2015-2016 Branding Audit Completed

**B**ecause of NASPO's growth and the launch of Procurement U, the NASPO Board of Directors voted in October 2015 to undergo a branding audit. The brand audit took place between November - February. The audit reviewed and evaluated the overall NASPO brand and helped to develop a clear strategy on how we communicate NASPO's Top 10 Focus Areas. The audit evaluated all public-facing brand materials, including print materials and digital presence and provided recommendations and feedback on how we brand NASPO's Procurement U. The audit was completed in late February and staff has been working to begin implementing the recommendations in new publications, NASPO.org and also in the rebranding of NASPO Exchange, which was formerly known as the How to Market to State Governments Meeting.

# Be a trusted resource for states by providing guidance, support and research on best practices, emerging issues, and innovation in state procurement.

## 2015-2016 Publications

Review all of our publications at [naspo.org/publications](http://naspo.org/publications).



## George Cronin Award for Procurement Excellence

The George Cronin for Procurement Excellence award seeks to recognize outstanding procurement initiatives—providing some well-deserved appreciation to a state and its procurement personnel that have undertaken and accomplished projects that result in distinct benefits to the state in economy, efficiency, delivery of services, or some combination of each.

By calling attention to these efforts, the Cronin Award also serves as a means to disseminate and to encourage adoption of these initiatives by other States. In this way, Cronin awardees and finalists create opportunities for improving the procurement function nationwide, which can multiply those initial benefits many times over.

In 2016, states submitted a record 26 applications! The winners will be announced at the 2016 NASPO Annual Conference. You can learn more about each finalist in webinars held throughout the next year.

### CRONIN SUBMISSIONS BY YEAR



## Webinars

Recordings are available at [NASPO.org](http://NASPO.org).

### Procurement Reform Webinar Series:

- Procurement Reform Roundtable
- Data Analytics: What's in the Numbers

### Workforce Webinar Series:

- CPOs and the Future Workforce
- Millennials in State Procurement

### Public-Private Partnerships: A Tale of Two States

### George Cronin Award for Procurement Excellence Webinar Series

- Gold Award Winner, State of Tennessee: Tourist Development - Marketing and Advertising
- Silver Award Winner, State of Minnesota: Minnesota's MMCAP Focus Data Analytics System
- Bronze Award Winner, State of New York: New York State Vehicle Marketplace
- Finalist, State of Ohio: Ohio Waste Management Program
- Finalist, State of Delaware: Maximizing Fleet Resources and Streamlining Operations

# Ensure Board members, committee chairs and regional leaders have a shared vision for strategies and actions.

## Board Of Directors



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*Listing accurate as of  
September 2016.*



*With special thanks to Paul Mash for your many  
years of dedication and service to NASPO.*

## NASPO Committees

### Annual Conference Committee

Committee Leaders: Michael Jones, Chair

### Best Practices Committee

Committee Leaders: Bill McAvoy, Chair

### Cronin Awards Committee

Committee Leaders: Sam Byassee, Chair; Kelly Sanders, Vice Chair

### Emerging Issues Committee

Committee Leaders: Jason Soza, Chair; Jennifer Salts, Vice Chair

### Executive Committee

Committee Leader: Larry Maxwell, Chair

### Investment Committee

Committee Leader: Carol Wilson, Chair

### NASPO Exchange Committee (formerly Marketing Meeting Committee)

Committee Leaders: Tom Mayer, Chair; Steven Kobayashi, Vice Chair

### Mazzone Award Task Force

Task Force Leaders: Voight Shealy, Chair; Doug Richins, Vice Chair

### Nominations Committee

Committee Leader: Ron Bell, Chair

### Professional Development Committee

Committee Leaders: Dianne Lancaster, Chair; Deb Damore, Vice Chair

*As of August 1, 2016*

## Get Involved

Your experience and expertise is beneficial to fellow NASPO members. NASPO has numerous committees and work groups designed to utilize members' strengths and produce deliverable results. Committee and work group participation is not limited to the primary NASPO State Member; we encourage your staff members to become involved in committees as well. To volunteer, please contact Executive Director DeLaine Bender ([dbender@naspo.org](mailto:dbender@naspo.org)).

# New 2015-2016 Member Benefits from NASPO

Check out the new tools and resources available exclusively for NASPO members.



**N**ASPO is proud to provide state members with hundreds of market research reports on products and services through IBIS World reports. These reports cover:

- Price trends
- Market characteristics
- Negotiation questions
- Key RFP elements
- And much more...

Each state's chief procurement official (CPO) must approve the IBISWorld terms and conditions. Training was provided during each of the regional conferences in 2016, and it can also be scheduled for individual states. Please contact NASPO staff for assistance getting started.

## Green Technical Assistance Funds

**S**tate Central Procurement Offices can apply for up to \$10,000 in calendar year 2016 for technical assistance funds that can be used for professional services to establish, implement or enhance sustainable (green) purchasing. This program, which was developed by the 2015 NASPO Green Purchasing Committee, is designed to leverage the purchasing power of state government to:

- Conserve energy and national resources,
- Limit environmental pollution and waste,
- Improve public health,
- Encourage clean technologies, and
- Create cost savings opportunities.

Use of these funds is at the discretion of the NASPO primary member (state chief procurement official or his/her designee), in accordance with the policy and guidelines. Please contact staff for assistance, or visit the NASPO Network -> Member Central for more information.





[naspo.org](http://naspo.org)