



Columbia Chapter, NIGP

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GENERAL MEETING MINUTES

October 09, 2008

THE STOCKPOT RESTAURANT

CALL TO ORDER: President Gretchen Harold called the general meeting of the NIGP Columbia Chapter to order at 11:45 a.m. Twenty-three members were in attendance.

SECRETARY'S REPORT: Secretary presented meeting minutes from September; a motion was made and seconded to accept the minutes as presented, the motion passed unanimously.

TREASURER'S REPORT: Dave Laney reported that the Chapter currently has \$24,868.12.

VOLUNTEER OPPORTUNITY: Gretchen announced the need for 15 volunteers to work at the Oregon Food Bank from 6 to 8:30 p.m. on December 09, 2008. Interested parties are to email her by Friday October 17, 2008. If there is enough interest Gretchen will see about scheduling another session. Volunteers need to be at least 15 years of age.

FORUM HIGHLIGHTS: Scholarship winner Cinna'Mon Williams spoke of her experience at Forum.

MARKETING COMMITTEE: Suzi Fulcher reported that the Marketing Committee would have a membership survey out by Monday October 14, 2008 and asked that all members take the time to complete the survey.

PRO D REPORT: Don Hicks gave an update on educational offerings.

OTHER BUSINESS: Kathleen handed out the Chapter shirts.
Cindy circulated Miss Piggy.
Jeff Baer reminded the group to be aware of the new ethics legislation and how it will or does affect us.

PROGRAM: Darin Matthews presented e-learning options and new programs for procurement professionals. (Power Point attached to official record)

ANNOUNCEMENTS: Gretchen Harold reminded everyone of the change in date for the November meeting from November 6th to November 13th.

ADJOURNMENT: The meeting was adjourned at 1:13 p.m.

Respectfully submitted by: Suzi Fulcher, Secretary

A CHAPTER OF THE
NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING



WWW.NIGP.ORG

Professional Development Opportunities
**Executive Certificate in
Public Procurement**



FLORIDA ATLANTIC UNIVERSITY
PUBLIC PROCUREMENT RESEARCH CENTER

Columbia Chapter of NIGP

October 2008

Beaverton, Oregon

Darin Matthews, CPPO, C.P.M.

Columbia Chapter of NIGP Professional Development Opportunities Executive Certificate in Public Procurement

About the session

Procurement professionals are beginning to play a key strategic role for their organizations. Within the public sector, they are focusing on more value-added activities and hold a higher place in the organizational structure than in years past.

As the profession continues to evolve, it is more important than ever to develop professionally. There are many opportunities for the procurement field, including professional certification, training seminars, and college degree programs.

Areas that will be covered in the presentation include:

- The state of the procurement profession
- About professional development
- Florida Atlantic University's certificate program
- Professional certification opportunities
- Other educational programs

There is no single program that is best for all procurement professionals. By conducting a self-assessment, each person can decide which path is best for them and their career. Through online learning and adult degree completion programs, today's practitioners have countless opportunities to pursue education.

About the speaker

Darin Matthews is the Past President of the National Institute of Governmental Purchasing and also the chief procurement officer for Metro, the regional government of Portland. He speaks throughout the world on various purchasing topics. Darin is a Certified Public Purchasing Officer (CPPO) and a Certified Purchasing Manager (C.P.M.), and holds a Bachelor's in Business and a Master's in Acquisition Management. He is a past president of the OPPA and a former Board member of NAPM-Willamette Valley.

Darin's writings have been featured in *Government Procurement*, *Contract Management* and the *Journal of Public Procurement*. A contributing author for the Australian Institute of Purchasing and Supply, he has also written texts for Florida Atlantic University and the Institute for Supply Management. His books include Logistics and Transportation, Warehousing and Inventory Control, and Effective Supply Management Performance. He has lectured at Rose State College and the University of Victoria, and is an adjunct instructor for FAU.

Session Overview

- State of Public Procurement
- Thoughts on Professional Development
- About Florida Atlantic University
- FAU Courses Available
- Enrollment Requirements, Class Format
- Certification Programs
- Other Educational Programs

Trends in Procurement

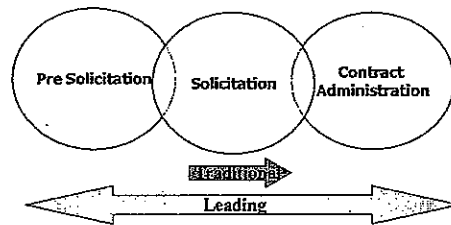
- Focus on strategic aspects of procurement and less on tactical functions
- Majority of senior management is committed to maximizing strategic procurement (84%)
- Strategic sourcing initiatives
- Procurement leading policy changes

Source: Global Supply Chain

Trends in Procurement

- Advanced standing in organization
- Increased salaries
- Shorter tenures for purchasers
- Key player in agency politics
- Movement in field creates advancement opportunities

Increased Role of Procurement Professional in Contracting Cycle



Evolution of Procurement Tactical to Strategic

TACTICAL

- PO issuance
- Vendor file maintenance
- Excess inventory
- Order tracking
- Unit cost focus
- Local sourcing

STRATEGIC

- Supplier alliances
- Diversity programs
- Global sourcing
- Social responsibility
- Procurement planning
- Spend management

Professional Development

- Helps us become more skilled in our jobs
- Can be a response to an immediate need for training
- Consideration of where we want to go in the future
- Includes seminar training, workshops, college courses, and professional certification
- Requires ongoing self-assessment


Thoughts on Professional Development

"An educated person is transformed by what she knows; it changes her outlook, her horizons, and her habits of mind."

Linda Farr Darling, Killam Teaching Award Winner

About FAU

- Established in 1964 with dedication ceremony led by President Johnson
- Over 26,000 students
- 170 degree programs, 7 campuses
- 40 research centers, including PPRC
- 18 NCAA sports programs, including New Orleans Bowl champions in 2007
- Became a strategic academic partner of NIGP in 1999

 FLORIDA ATLANTIC UNIVERSITY

Undergraduate Courses

- Introduction to Public Sector Procurement, PAD 4852
- Administrative Process and Ethics in Public Sector Procurement, PAD 4880
- Public Sector Project Management Techniques, PAD 4881
- Public Sector Contract Planning and Analysis, PAD 4853
- Public Sector Contract Management, PAD 4854

Students completing all five course receive a Certificate in Public Procurement

Graduate Courses

- Public Procurement Concepts and Practices, PAD 6855
- Public Sector Procurement Law and Ethics, PAD 6857
- Public Procurement and Project Management, PAD 6856
- Public Sector Contract Formation, PAD 6858
- Public Sector Contract Administration, PAD 6859

Students completing all five courses receive an Executive Certificate in Public Procurement

Enrollment

- Anyone can enroll
- Do not need to be admitted to FAU
- Earn up to 15 hours of college credit
- High school degree or equivalent required
- Current students can use as electives
- FAU credits can be transferred
- Non-degree seeking students can use as CEU's

Class Format

- All work done online
- Courses include research, assignments, online discussion, and testing
- Interact with other students and practitioners across the country
- Course are 9 weeks long
- Participation is key

Professional Certification

- Standard of knowledge
- Establishes a level of competency
- Possessors viewed as qualified in field
- Not unique to procurement
 - CRS – Real Estate
 - RN – Nursing
 - PE – Engineering
 - ARM – Risk Management

Certification Trends

- Increased importance placed on professional certification
- Linking of purchasing authority to certification
- Professional certification required or preferred for job candidates
 - CPPB listed by 82% of US agencies

Benefits of Certification

- Increases knowledge
- Boosts self confidence
- Gains credibility
- Increases earning capacity
 - 20% higher for males
 - 33% higher for females
- Over 70% of public agencies offer some sort of financial assistance

Sources: Purchasing, www.purchasing.com, NIGP, www.nigp.org

Certification, Education Trends

- State specific certification programs are increasing
- In some cases certification is tied to compensation
- More purchasing practitioners possess college degrees
- Increased opportunities for purchasing related degrees

American Contract Compliance Association

- **Certified Compliance Administrator (CCA)**
 - 42 hours of continuing education
 - Typically takes 2 years of ACCA Training Institute
- **Master Compliance Administrator (MCA)**
 - 84 hours of continuing education
 - Typically takes 4 years of ACCA Training Institute
- Premier designations for professionals in contract compliance and small business program management

Universal Public Purchasing Certification Council

- **Certified Professional Public Buyer (CPPB)**
 - Buyers and procurement specialists
- **Certified Public Purchasing Officer (CPPO)**
 - Managers, supervisors of purchasing function
- Experience, Education and Examination

Institute for Supply Management

- Accredited Purchasing Practitioner (A.P.P.)
 - Applications no longer accepted
- Certified Purchasing Manager (C.P.M.)
 - Approximately 45,000 worldwide
 - 4 module examination
 - C.P.M. exam offered through 2009
- Certified Professional in Supply Management (CPSM)
 - New qualification in 2008
 - Requires a college degree

National Contract Management Association

- Certified Professional Contracts Manager (CPCM)
- Certified Federal Contracts Manager (CFCM)
- Certified Commercial Contracts Manager (CCCM)
- Public and private sector professionals
- Focused on Federal government procurement

Construction Specifications Institute

- Construction Documents Technologist (CDT)
- Certified Construction Specified (CCS)
- Certified Construction Contract Administrator (CCCA)
- Focused on construction contracting field
- Appropriate for procurement professionals who handle public improvements

Educational Programs

- Portland State University
 - BS, Supply & Logistics Management
- University of Phoenix
 - BS, Supply & Operations Management
- University of Washington
 - Certificate in Purchasing Management
- Shoreline Community College
 - AA, Purchasing & Supply Management

Educational Programs

- Miami
 - BS, Procurement Management
- Indiana
 - BS, Purchasing Management
- Alabama
 - BS, Supply Chain Management
- UCLA
 - Certificate in Purchasing Management

Degree Completion Programs

- Linfield College
- Marylurst University
- George Fox College
- Eastern Oregon University
- Oregon State University



Adults Pursuing Degree Completion

- Traditional students (18-22 years) represent only 16% of today's college students
- Adults over 25 pursuing degrees total 6.7 million in the US
- Top barriers for adults completing degrees are finding the time and money
- Rewards are worth it and 57% wish they had gone back sooner

Parting Tips

- Realize that the profession is changing and you may need to enhance your skills
- Actively participate in professional development; invest in yourself!
- Remember that learning is a life-long adventure

Parting Tips

- Consider educational opportunities, including degree completion
- Pursue a professional certification program that makes sense for you
- Pursue training programs beyond your certification

Wrap Up

- Questions, Comments
- **THANK YOU**

The times are a changin'

Computer-based exams are among the exciting changes on the horizon for those seeking professional certification.

By **Darin Matthews, CPPO, CPM**

Both the Universal Public Purchasing Certification Council (UPPCC) and the Institute for Supply Management (ISM) are rolling out program changes in 2008 that will have a positive impact on the profession.

CPPO and CPPB changes

The UPPCC offers two certification programs that are tailored specifically for the government sector. The **certified public purchasing officer (CPPO)** is a high-level designation for management staff, while the **certified professional public buyer (CPPB)** is the premier certification for those within the buyer ranks.

Beginning next year, the CPPO and CPPB examinations will be computer-based. The traditionally paper-based exams will be offered through Thomson Prometric's national network of computerized testing centers. Exams will be offered in May and October.

No longer will candidates need to locate a local proctor for their exam. Instead, they will be able to sit for the exam at one of more than 300 locations through the United States and Canada. Computerized exams can be scheduled by the candidate via telephone or Web site.

The current paper-based exams will be offered through July 2008. After that, applicants will be able to take only the computerized tests.

Another noteworthy change: Beginning in 2008, CPPO applicants will not be required to take an oral exam.

Key program dates

- Application deadline for current CPPO and CPPB exams—March 31, 2008

- Application deadline for October 2008 new exam—July 21, 2008

- Last day to take current CPPO and CPPB exams—July 31, 2008

- Registration deadline for October 2008 new exam—Sept. 15, 2008

CPSM: A new qualification

Since 1974, the **certified purchasing manager (CPM)** has been offered through the ISM (formerly the National Association of Purchasing Management). While the ISM will continue to support and re-certify holders of the CPM, beginning next year a new qualification will be offered: the **certified professional in supply management (CPSM)**. The program will focus on a broader spectrum of knowledge that better addresses the many aspects of supply management.

Key program dates

- Deadline to register for CPM exam—Dec. 31, 2008

- Deadline to apply for CPM designation—Dec. 31, 2013

- CPSM pilot exam available—February 2008

Bridge exams

Both the UPPCC and the ISM programs offer an abbreviated bridge exam for holders of the CPM. In recognizing the value of the CPM designation, the following options are offered:

- Candidates holding a CPM are not required to take the CPPO written exam, and are allowed to sit only for the 33-question oral assessment.

- Candidates holding a CPM can earn their CPPB by passing a 50-question written examination.

- Candidates holding a CPM can earn the CPSM by passing one written exam consisting of 180 questions.

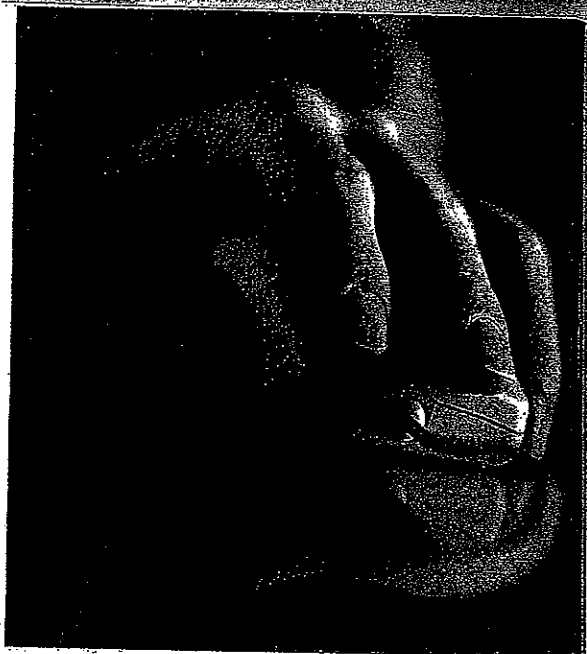
College degree

The issue of requiring a college degree is a long-standing debate. Proponents feel that in order to be comparable to other professions (such as accounting and legal), purchasing-certification programs should require a bachelor's degree. Others feel that the requirement is restrictive, as many qualified professionals in the field do not hold degrees.

Currently, the UPPCC requires either an accredited bachelor's degree or a current CPPB certification of all CPPO candidates. The ISM has determined that in addition to professional experience, a degree is mandatory for all CPSM candidates. The CPM program currently allows for additional work experience in lieu of a degree. □

About the author

Darin Matthews is the immediate past president of the NIGP and serves as the chief procurement officer for Metro, the regional government of Portland, Ore. He speaks throughout North America on a variety of procurement topics and has been published in numerous books, magazines and technical journals. Reach him at matthewsd@metro.dst.or.us.





FLORIDA ATLANTIC UNIVERSITY
PUBLIC PROCUREMENT RESEARCH CENTER

As a result of a 1999 partnership agreement between the National Institute of Governmental Purchasing, Inc. (NIGP), and Florida Atlantic University's College of Architecture, Urban and Public Affairs, the Public Procurement Research Center was created to assist the public procurement profession by providing applied research, training, education and scholarly publication. Moreover, the PPRC's purpose is to build a professional community of scholars and practitioners devoted to improved efficiency, equality and transparency in public procurement.



Program Information

Chart a course to advance your career and add value to your organization while earning an Executive Certificate in Public Procurement Completely On-Line

Stay ahead of current trends in public procurement

Take the time to explore the most current business concepts and emerging "next practices" with the PPRC's world-class faculty. Bring a specific challenge or new opportunity; you and your colleagues will return to work re-energized, with a portfolio of new tools to put new ideas into action in your organization

Develop your internal management team

Our Executive Certificate in Public Procurement curricula allows you to focus your learning on a specific area and receive recognition of your achievement. And our fully on-line program provides comprehensive, tailored management development solution that meets your organization's unique needs.

Maximize your executive education ROI

Nobody does executive education better than the top-rated faculty at the PPRC. All our courses are designed to blend interactive learning with highly relevant, leading-edge content. Concepts and tools gained through the Executive Certificate in Public Procurement can easily pay back many times the program's cost as new solutions are implemented in your organization.

Certificates in Public Procurement

Under our partnership agreement with the National Institute of Governmental Purchasing, the PPRC is proud to offer the Certificate in Public Procurement (Undergraduate students) and Executive Certificate in Public Procurement (Graduate Students). The program is geared toward practicing professionals who are interested in advancing their knowledge, skills, and abilities in public procurement, while earning 15 hours of University-level credit. The Public Procurement certification program is part of the School of Public Administration's fully accredited undergraduate and graduate curriculum. Therefore, students who successfully complete these courses can transfer all the credits to any academic institution worldwide, or they can be applied towards a degree at Florida Atlantic University.

The Public Procurement certification program consists of five courses/modules. Each course is uniquely designed to meet the demands of current professionals in terms of declarative knowledge, critical thinking, and advanced practical skill building. Both the Undergraduate and Graduate Certificate Programs are offered completely on-line, and are designed to facilitate full-time working professionals.

WHO CAN ENROLL?

- Current students (at any academic institution) can take the program as part of their elective classes (Please discuss this option with your institutions academic advisor).
- Students who are not currently admitted to any academic institution (Non-Degree seeking) who wish to pursue the Public Procurement Certificate while earning 15 college credits, where these **credits can be transferred to any academic institution world-wide** (You do not have to be admitted to FAU, and there are no Prerequisite Required).
- Non-Degree seeking students who wish to pursue a Public Procurement Certificate and earn Continuing Education Units.

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