Table of Contents

February 2017 - Issue: 157

Purchasing Link Live NAEP E&I Cooperative Services
Your monthly source for procurement news

- Commentary: Businesslike Redefined?
- From the President: The Value of Face-to-Face Events
- VOTE by Tuesday, March 7 for NAEP Board of Directors Candidates
- RFP Contest: February 24 Deadline to Win
- 96th NAEP ANNUAL MEETING NEWS
- Our Headquarters Hotel
- How to Donate Prizes for Scholarship Committee Raffle
- Arrive at Hotel by 6:00 p.m. Sunday for Host Event
- Tuesday, March 28 is Wear Your School Colors Day!
- Community Service Project
- Tours of Lake Tahoe & the Surrounding Area
- KEYNOTE SPEAKERS
  - Vernice "FlyGirl" Armour
  - Steve Gilliland
  - Jeff Johnson
- Calendar of Events
- Regional Meetings Calendar
- E&I Report
- Quote of the Month
This month our posting is about uncertainty in the transition from President Obama to President Trump. At this point, most predictions are pure speculation but that does leave a little wiggle room for commentary—and that's what we do in this space. More than likely, we will see change in the management of higher education institutions. Some of it will be painful for those who have become comfortable with the status quo. Not all change is beneficial and I think it's safe to say that will be the case here. But taking a fresh look will probably be a good thing, if that is what we do. Change in this case may be more universal than in national leadership transfers in the past, as the incoming administration is thought to be less predictable that is the norm. We may be able to influence what occurs if we are prepared to make recommendations likely to be seen as viable and positive. Unless you are convinced that things are just fine as is, there is room for improvement, likely to be recognized by this administration. Maybe we should be prepared to initiate the conversation. What would you like to see changed?

— Neil Markee, Editor in Chief Purchasing Link

Businesslike Redefined?

Posted By NAEP, Thursday, February 16, 2017

By Neil Markee
Editor in Chief-Purchasing Link

We have just elected and installed a corporate CEO as Chief Executive Officer of the USA despite the pre- and post-election polls showing roughly half of U.S. voters would rather have someone else. An unnamed “other,” I guess, but apparently not the other major candidate in the race. Donald Trump won the contest laid out by the U.S. Constitution, despite the many polls and predictions of TV talking heads and print reporters covering the political scene. Presumably, these people are the best educated, best qualified, they know how to count electoral votes in this specialized area—but they got it wrong. Political analyses took a hit this year. Clearly, many people were disappointed with the national election process, which they apparently saw as producing something of a Hobson’s Choice. Since the election, the most common national media headlines and topics have asked what happened and where do we go from here?

What has this to do with the business side of higher education? Potentially a great deal, I think. A Wall Street Journal (1/17/17) titled “The New Landscape” included an image of President Trump standing on a stone jetty, leaning on a cane, and with a (presumably embroidered) red cap in his other hand, looking out over a fog-shrouded tumultuous sea. Higher education navigates on that sea. The subhead was “In the wake of a tumultuous year, globalists survey a world of uncertainty.” That certainty applies to us. The leadership of every government agency we deal with will change and, likely, many policies will. Detectives follow the money and much of how that is allocated and spent on campus is influenced by business affairs and procurement.

Many inches of column space have been devoted to explaining Trump's rhetoric without adding much understanding. Not all the headlines were critical or pessimistic at first glance, but none I read were supportive. For example, in a lengthy article in the Chronicle of Higher Education by Peter Schmidt, headed,” For Some Advocates, Trump Presidency Raises Hopes,” not many of the hopes mentioned are likely to be seen as positives by many on campus. If Chronicle articles accurately reflect the views of the academic community, it's clear the election outcome was not anticipated or welcomed by that community. There wasn't much published reaction from the
business side of the house, although many of the mentioned changes could have substantial impact on budgets, sources of funding and spending.

What is likely to change? Very few days into the new administration, in truth, nobody knows. Some of the same people who were confident in predicting the outcome are now sharing their views on the likely direction of the new administration. Several have referred to Trump's lack of experience with higher education beyond his student days at Princeton and Penn. With some pointing out the same could be said for all presidents since Wilson, with the exception of Eisenhower, who spent some time as Columbia University's President. None of the observation published to date have added much light. It's wait and see, I guess.

Trump's background is in private business and I think it's more than likely he and his administration will evaluate the management of colleges and universities from a business perspective. "Businesslike" is not seen as an appropriate model on many campuses but, in recent years, since the computerization of business processes and the use of data analytics in the routine course of institutional management, businesslike thinking has become an established trend. Even some academic matters are among higher education activities commonly discussed in terms likely to be familiar to business leaders in the commercial sector. Although the precise definition of "businesslike" in the new regime is not yet clear, we will probably see the established rate of change pick up a bit as federal appointees with significant experience in the business world become more involved in the national administration and seek to interact with the leadership of higher education.

Performance audits and cost/benefit evaluations are likely to become more visible and important aspects of decision making in every area, as government strives to rein in the growing cost of higher education. What is our degree worth in comparison to those offered by other institutions within our system or regionally or nationally? What can we do on the cost side to make attending our institution more attractive? Has anyone ever sat down and rationally examined what we offer? Tough questions of this sort are not rare among commercial business.

The new administration may see students as customers and, as in the commercial sector, entitled to a stronger voice in the content of the service offered for sale. Maybe taxpayers should be treated as stock holders, as they do provide much of the money invested in the program. A businesslike administration on campus, supported by Washington, may well grant them a role in shaping policy, including curriculum on campus. A fundamental change in governance philosophy is likely to alter just about every aspect of higher education as we know it, including procurement.

What about within procurement? Maybe procurement will become a more interesting, challenging and rewarding pursuit, delivering a more valuable level of service in a businesslike environment. More transparency and public accountable is likely to follow. Increased oversight is probably inevitable if Buy American becomes a government policy. As personnel officers pay more attention to the legal status of staff, procurement officers may have to pay more attention to the emigration status of the employees of suppliers. Businesslike management will probably result in shifting spending authority to the business side of the house and, although not popular everywhere on campus, may be inevitable if it's thought to facilitate the achievement of the institution's basic goals. If that's the case, procurement officers may be seen as key advisors to the chief business officer in areas other than the technical aspects of procurement, as they participate in cost/benefit considerations.

Overall, at this point, there have been more questions than answers. But some writers have been willing to express an opinion. One article in the Chronicle of Higher Education (1/13/17) asked, "What's in, What's Out for College as Trump Takes Office?" Another in the 1/20/17 issue saw, "Uncharted Waters for Higher Education in Trump Era." Most of the articles I have seen to date in the national media and in the Chronicle have been negative, maybe even hostile. For example, "What's in, What's Out" lists seventeen changes, nine "outs" and eight "ins." I think it's fair to say that none were likely to be welcomed with open arms by higher education. One of the "outs" in the article mentioned caught my attention because the picture is painted with a very broad brush and I thought its message a bit over the top. (See below.)

Title IX enforcement on sexual assault. It won't go away completely, of course. But it's hard to predict what direction new administration will take in this regard.
imagine the next administration adopting the same aggressive posture taken by the current one, considering how Republicans, would-be Trump insiders, and even some colleges feel about the approach over the past several years. Ditto for protecting the rights of gay and transgender people.

A variety of approaches have been adopted by individual colleges and universities and I doubt anyone knows how Republicans or Trump supporters coast to coast feel about any one of them. If there is one opinion held by a significant fraction of Americans paying attention to the issue, it may be that we have not yet found an approach that works. Some people believe colleges and universities are trying to keep the process in house to minimize adverse publicity. Sexual assault is a very serious crime, and how we handle misconduct in this area involving faculty, students and staff has become a major issue in the national media. It’s not going away. I suspect most Americans, including Republicans, would support a law and order approach, reporting the suspected crime to the authorities, and then providing legal and other support to all students involved—while cooperating with the authorities and observing normal constitutional guarantees. Haven’t seen any indications that the new administration or Republicans would support withholding justice in this area. Although this is probably a too-hot-to-handle topic within the private legal community, what little I have seen seems to show a concern over the lack of appropriate legal process.

Almost certainly, what’s next will be a topic of discussion on campus with senior decision-makers trying to understand the options available and seeking useful input from their staff. To productively participate in the ongoing discussion, procurement officers and other business leaders will need to understand all aspects of the situation as it applies to higher education and to the environment on their campus. Where can you get the information you need to stay current? Your NAEP peers at other institutions are an outstanding source. The Chronicle of Higher Education can help us better understand faculty views, and the national media is probably the best source of information concerning thinking in the nation’s capitol and within the business community.

That’s what I think. What’s happening on your campus?

This post has not been tagged. (add +)
Permalink | Comment on this Post

From the President: The Value of Face-to-Face Events
Posted By NAEP Thursday, February 16, 2017

Kelly Kozisek - NAEP President
Chief Procurement Officer
Oregon State University

It seems like just a few months ago many of us were learning and networking at the NAEP Annual Meeting in San Antonio. Here it is February and the 2017 Annual Meeting in Reno, Nevada is right around the corner—March 26-29. The theme this year is Great Expectations. Great Ideas. Great Rewards.

The Program Committee has done a wonderful job putting together a variety of presentation topics that are relevant for higher education supply chain and procurement professionals. Each session aligns with one of the following topic tracks:

- Analytics
- Best Practices
- Contract Management
- Leadership and Strategic Planning
There will be numerous opportunities for networking at the host event, networking breaks, lunches, Fun Run/Walk and at the Exhibit Hall. Attendees will have plenty of ways to reconnect with colleagues and make new connections as well.

I’m very excited to participate in this year’s Annual Meeting. It should be a great event and I look forward to seeing many of you there!

This post has not been tagged. (add +)

Permalink | Comment on this Post

VOTE by Tuesday, March 7 for NAEP Board of Directors Candidates

Posted By NAEP, Thursday, February 16, 2017

Let your voice be heard! NAEP Board elections are open for 2nd Vice President and for two District Board Members. Electronic ballots must be cast not later than Tuesday, March 7, 2017 at 10 a.m. EST. Only the designated Member of Record of a Voting Member institution is eligible to cast a ballot in this election, although all employees of a Member institution are entitled to Member privileges. How to Vote if you are the main point of contact for your institution, click here to read about the candidates and for voting instructions.

This post has not been tagged. (add +)

Permalink | Comment on this Post

RFP Contest: February 24 Deadline to Win Registration for 2018 Annual Meeting

Posted By NAEP, Thursday, February 16, 2017

There is still time to submit an entry in our two RFP Library challenges. You may participate in two separate contests - one for new RFPs and one for new Job Descriptions. For each unique entry, a ticket will be placed in a drawing held during the 2017 Annual Meeting in Reno (March 26-29). For both the Job Description Challenge and the RFP Challenge, a winner will receive a complimentary registration to the 2018 NAEP Annual Meeting in Orlando, Florida.

Benchmark your procurement staff jobs and roles against other institutions by comparing and contrasting other job descriptions.

RFP Contest:
Submit your RFPs to the library.
Helpful Hints

- Review the document libraries to see how you can supplement our knowledge base.
- Duplicate entries will not count; we want to expand the body of knowledge to help all of our members.
- Feel free to add a new category or job title if you have a unique RFP or job description.

To submit your entries visit our RFP Challenge page.

This post has not been tagged. (add +)

Permalink | Comment on this Post

96th NAEP ANNUAL MEETING NEWS
Posted By NAEP, Wednesday, February 15, 2017

Our Headquarters Hotel:
Peppermill Resort Spa Casino
90 West Grove St.
Reno, Nevada 89509

You must make hotel reservations directly with the hotel. Click here to reserve your room online.

Please be aware of scammers who may call and say they are representing NAEP. We are not working with any hotel reservation company. Hang up immediately and do not give out any personal information or credit card information.

How to Donate Prizes for Scholarship Committee Raffle

The NAEP Scholarship Committee will once again host a prize raffle to benefit NAEP scholarships, including the Nancy Tregoe Scholarship, the Sons & Daughters Scholarships, and the Haas Memorial Scholarship. We are soliciting items including FitBits, e-readers, signed sports memorabilia from your athletic department, and other fun items. Let NAEP know what you will bring. You can drop off your items at the registration desk in Reno. The raffle will be located in the exhibit hall and raffle tickets will be available for purchase.

Arrive at Hotel by 6:00 p.m. Sunday for Host Event

Our Host Committee Event will take place on Sunday, March 26 at “Edge,” the fashionable nightclub in the Peppermill Resort. Greet old friends and meet new ones as you enjoy hors d’oeuvres, beverages and live music from 6:30 - 8:30 pm in this unique indoor/outdoor location.

Tuesday, March 28 is Wear Your School Colors Day!

Lighten up and brighten up the third day of our Annual Meeting by wearing your school colors—tee shirt, cap, earmuffs, whatever works for you. This is a sure way to trigger a few chuckles, compliments and conversations among your colleagues.
Community Service Project

NAEP Annual Meetings always include a community service project. This year, conference attendees will help to prepare 300 personal care kits for children, adults, seniors and veterans in the greater Reno area. We are pleased once again to partner with WESCO on this program. Also, we will collect coats, of all sizes, from attendees to donate to a family shelter run by Volunteers of America -Northern California & Northern Reno chapter in Reno. You may either bring your gently used coats with you to the meeting or ship them to arrive by March 3 to the NAEP National Office.

For shipping information, please email here.

Tours of Lake Tahoe & the Surrounding Area

NAEP has partnered with the local destination management company to provide add-on tours of the area to enhance your experience in Reno. Take time on Wednesday evening or stay the full day on Thursday to enjoy tours to Lake Tahoe (45 minutes away) or historic Virginia City. Click here to see the available tour options and pricing. Please note that registration is with Convention Activities, Reno's oldest destination management company, and not with NAEP. Tours require a minimum participation number and could be cancelled if that number is not met.

Keynote Speakers

Vernice "FlyGirl" Armour went from beat cop to combat pilot in three years. Within months of earning her wings, she was flying over the deserts of Iraq, supporting our country's ground forces. After serving two tours overseas, she had become America's first African-American, female, combat pilot. After returning home, she realized that many other people wanted to create breakthroughs in their own lives, they just didn't know how. From her experiences, she created a 7-step process called the Zero to Breakthrough™ Success Plan. She now travels extensively sharing this message through her keynotes, coaching and seminars.

Just Announced: Our Tuesday Keynote Speaker is Steve Gilliland

A member of the Speaker Hall of Fame, Steve Gilliland is one of the most in-demand and top-rated speakers in the world. Recognized as a master storyteller and brilliant comedian, he can be heard daily on SiriusXM Radio's Laugh USA. With an appeal that transcends barriers of age, culture and occupation—plus an interactive and entertaining style—Steve shows audiences how to open doors to success in their careers, their relationships and their lives. Presenting to over 250,000 people a year, more than two million have now heard him speak, with audiences encompassing nearly three-dozen industries. Steve has the distinction of speaking in all 50 states and in 15 countries. As one newspaper stated, "Steve is what happens when the humor of a stand-up comic collides with the inspiration of motivational speaker.”

Jeff Johnson is an award-winning journalist, communications specialist, and the president of the Jeff Johnson Foundation.
thought leader. As President of the Baltimore-based firm JU Communications, he works with clients to develop strategy, solutions, and content that merge effective tradition with innovative methodology for the purpose of positive change and market impact. He has a gift of creating non-traditional partnerships and progressive eco-systems by utilizing meaningful relationships developed in the entertainment, non-profit, and government sectors.

Events Calendar

Posted By NAEP, Wednesday, February 15, 2017

NAEP University:

**Procurement Academy**
Tier I, Tier II and Tier III
August 7-8, 2017
Hanover, Maryland

**RFP Institute**
August 9-10, 2017
Hanover, Maryland

**Contract Management Institute**
August 9-10, 2017
Hanover, Maryland

**Federal Procurement Institute**
August 17-18, 2017
Hanover, Maryland

**Strategic Procurement Institute II**
August 27-30
Denver, Colorado

**Negotiations Institute**
December 11-12, 2017
Hanover, MARYLAND

**Facilities Institute**
December 11-13, 2017
Hanover, MARYLAND

**Complimentary Webinars**
A full schedule of complimentary webinars is posted at www.jucomm.com
Regional Meeting Calendar

Posted By NAEP, Wednesday, February 15, 2017

TOAL Annual Meeting & Exposition
9/24/2017 - 9/27/2017
Tulsa, Oklahoma

District VI Conference & Expo
9/24/2017 - 9/27/2017
Santa Fe, New Mexico

Kentucky Regional Meeting
9/24/2017 - 9/26/2017
Berea, Kentucky

Great Lakes Regional Meeting
9/27/2017 - 9/29/2017
Champaign, Illinois

District II Conference & Expo
10/15/2017 - 10/18/2017
Atlantic City, New Jersey

New England Fall Regional Conference
10/22/2017 - 10/25/2017
Newport, Rhode Island

Carolinias Regional Meeting
11/12/2017 - 11/15/2017
Asheville, North Carolina

Quote of the Month

Posted By NAEP, Wednesday, February 15, 2017
“Winners embrace hard work. They love the discipline of it, the trade-off they’re making to win. Losers, on the other hand, see it as punishment. And that’s the difference.”

— Lou Holtz