

Guiding Elected Officials and Managers through Public Procurement

August 20 Webinar

What We'll Cover:

- Introduction of whitepaper guide
- Importance to agency leadership and elected decision makers
- Features of the guide
- How to use this guide
- High level review of sections
- What it is. What it is not.

It depends!

Don't assume
they do...

Know your
audience

Does the “outside world” know the rules ?



Build a cooperative culture



First impressions



They are almost always approvers or requestors



Understanding the basics



Pre-emptive strike



This is our sandbox

Why should we educate them?

The Guide

- Started with a conversation
- The hunt
- What we found



Objective



Presented
idea to
FAPPO Board



Gathered
SMEs
City, County, School
and Transportation



Drafted the
whitepaper



Reviewed,
reviewed
again, and
again.....

The Development

The Features



Lends itself to a brief intro meeting



Requires little preparation time



A great ice-breaker



Understand their style, influences, background, pain-points



Prevents a cold-call introduction



Designed as a QUICK REFERENCE



Living document



NOT
COMPREHENSIVE



NOT A SUBSTITUTE
FOR FACE TO FACE
DISCUSSION



NOT APPROPRIATE
IN ALL CASES

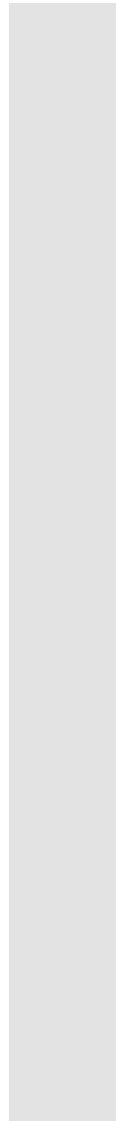


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What the Guide is NOT



What is Included

- Role of procurement
 - Value of certifications
 - Private vs. Public
 - Award Determination
 - Procurement Methods
 - Ethics
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Roll Credits

- Contributed writing and conceptualization for the original draft of this work
 - Barbara Grilli, CPPO, CPPB C.P.M.
- Contributed equally in the editing and review of this work :
 - Linda M. Balcombe, CPPO, CPPB – School Board
 - Edward R. Haines, CPPO, CPPB - Transportation
 - Bobbye Marsala, CPPO, CPPB, C.P.M. - City
 - Theresa Webb, M.A., CPPO, CPPB, C.P.M. - County
 - Rhonda Ulmer, CPPO, C.P.M. - Multi

Thank you, members!!!

Questions?