The Road to Victory: Building a Championship Procurement Organization

Marcheta E. Gillespie, CPPO, CPPB, C.P.M., CPM
NIGP Past President (2013/2014)
Director of Procurement – City of Tucson

Are You a Chump or a Champ?

“Pumping Up” the Profession

- Elevating the status of the profession
- Value & Guiding Principles
- Standard Body of Knowledge/Standards of Practice
- Certification/Accreditation
- Partnerships
- Mentoring & Marketing
“Strengthening” Your Role
- Chief Procurement Officer
- Authority and Reporting
- Location and Organizational Structure
- Diverse, Value Added Services
- Engaged in Strategic Planning with leadership of the organization

Developing Your “Training Plan”
- Strategic Planning
- Vision, mission, goals, objectives
- Staff Development & Mentorship
- Metrics/Performance Measures
- Standards (Documents, terms)
- Legislative Monitoring & Advocacy
- Benchmarking & Analysis

“Exercising” For Sustainable “Health”
- Return on Investment; Profit and Loss Statement
- Procurement Budget vs % of Total Spend
- Revenue Generation (Proc & customer)
- Negotiation (contract and renewal)
- Savings Opportunities/Expenditure Oversight
- Cooperatives (local, regional, national)
- Alternative Strategies (outsourcing)
“Toning Up” Your Services
- Planning
- Contract Administration
- Compliance
- Business Development
- Project Management
- Training
- Surplus, Auction, Materials Mgmt
- pCard (expansion)

“Enhancing” Your Partnerships
- Community Outreach
- Contractor/Vendor Outreach
- Business Development (DBE, SBE)
- Regional Procurement Partnerships
- Increased Use Social Media & Technology
- Input and feedback
- Next Generation of Professionals

“Strengthening” Your Core
- Procurement Open House
- Customer Training
- Process Improvements w/in customer depts
- Documentation – cheat sheets, templates
- Focus Groups, Liaisons
“Building” Staff Champions
- Job descriptions and compensation
- Recruiting and Hiring
- Certification, Professional Development
- Succession planning
- Performance expectations
- Creating Opportunities

“Champions” of Technology
- Systems and Web
- Solutions and Services
- Database
- Document management
- Reporting Tools
- Spend Management

“CrossFit” Training Your Dept
- Change Things Up!
- Engage & Energize Your Team
- Find Your Passion
- Maximizing Your Resources
- Cross train
- Re-Engineer
Marketing Like A “Champ”

- Certification & Accreditation
- Social Media, PSAs, events
- Get Involved with Your Profession
- Focus On All Your Stakeholders
- Spread the Word & Sell Your Message

Marcheta E. Gillespie, CPPO, CPPB, C.P.M., CPM
Director of Procurement - City of Tucson
NIGP Past President (2013/2014)
marcheta.gillespie@tucsonaz.gov
(520)940-7194

Build Your Road to Victory!