



NIGP FORUM
Connecting Procurement Communities
PHILADELPHIA, PA • AUGUST 23-25, 2014





PEER Partners

Capital Area Purchasing Association
Richmond, Virginia



PEER Meaning



Procurement Excellence : Encouraging Resource



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PEER Partners Objectives


- Outreach
- Invitation
- Partnering
- Encouragement
- Succession



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PEER Outreach



- Reach out to recently certified new buyers
- Market the benefits of CAPA
- Promote membership in CAPA



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PEER Invitation


- Congratulate on certification
- Emphasize Public Procurement as career
- CAPA opportunities and benefits
- Be my guest – free lunch
- Acquaint with PEER Partners program
- RSVP or follow up call



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PEER Partnering

- Identify key CAPA members to become partners and approach
- After membership commitment, partner with member
 - Outside their entity
 - Consider: area of expertise, personalities, dedication to CAPA, etc.



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PEER Encouragement

- Partners contact new buyer on regular basis
- Promote attendance at CAPA functions/events
- Build lasting professional friendships





PEER Encouragement, cont.

- Safe Environment to:
 - Share procurement frustrations
 - Question procurement practices and policies
 - Get public procurement advice/strategies
 - Confirm approach





PEER Succession

- Replacements for retiring members
- Transfer of knowledge
 - Professional
 - Association
- Potential leadership in CAPA
- Maintainable, minimal investment



Questions?



Challenge

- Reach out to new buyers
- Invite to meetings/events
- Partner in excellence
- Encourage involvement and education
- Plan for Succession