



### Welcome!

#### Who Why What ???

- Who are we?
- Why are we here?
- What is the "Legislative and Position Committee"?



#### **NIGP Position Papers?**

- Define NIGP's "position" on procurement topics of interest and importance.
- In-depth research.
- Ethical and professional conclusions.
- May include pros and cons.
- Espouse best practices.



# In our NIGP "Big Picture," Where do the Position Papers "fit in"?

- NIGP Guiding Principles,
- NIGP Position Papers, and
- NIGP Principles and Practices.



#### Purpose of this Workshop

- To learn about position papers already written;
- To understand how they are written;
- To find out how you can use them;
- For you to recommend new topics for future papers; and
- For you to help write a future paper.



## Six Position Papers Completed 2011-2014

- Procurement Authority in Public Entities;
- Best Value in Government Procurement;
- Negotiation: Lost art or core competency?;



(All are posted on the NIGP website; most appeared in NIGP's "GovPro" magazine.)

# Six Position Papers Completed 2011-2014 (cont'd)

- Cooperative Procurement: Great Value (Great Confusion);
- Out Sourcing in the Public Sector; and
- Transparency in Government; Transparency in Government Procurement.



(All are posted on the NIGP website; most appeared in NIGP's "GovPro" magazine.)

#### **Group Break-out Exercise 1:**

- Divide into six groups.
- Briefly read the paper provided to your group (7 minutes).
- Review the paper as a group and answer these questions (8 minutes):
  - ➤ What's the paper about?
  - ➤ What do you like about it?
  - > How could it be better?

PICK A
SPOKESPERSON
AND BE READY
TO REPORT
BACK TO THE
LARGER GROUP



#### **Exercise 1 Group Reports**

- What's the paper about?
- What do you like about it?
- How could it be better?



#### **New Position Papers (2015)**

- 1. The Strategic Value of Procurement in Public Entities
- 2. Local Preference in Public Procurement



#### In Progress for 2016...

An Elected and Senior Officials Guide to Public Procurement ...

A new and updated version, to help elected and senior officials understand public procurement and their roles and responsibilities.



#### **Steps to Create a Position Paper**

- 1. The L&P Committee creates an "Objective Statement."
- 2. Then it is reviewed and approved by the NIGP Member Council.
- 3. The L& P Committee forms a Writing Team consisting of Committee members <u>and</u> others (volunteers/you).



#### **Steps (continued)**

- 4. The Writing Team Leader organizes the writers and a writing process is defined.
- 5. After several drafts, and phone conferences, the paper is approved, in turn, by (a) the L&P Committee, (b) the NIGP Member Council, and then (c) the NIGP Governing Board.



#### **Group Break-out Exercise 2:**

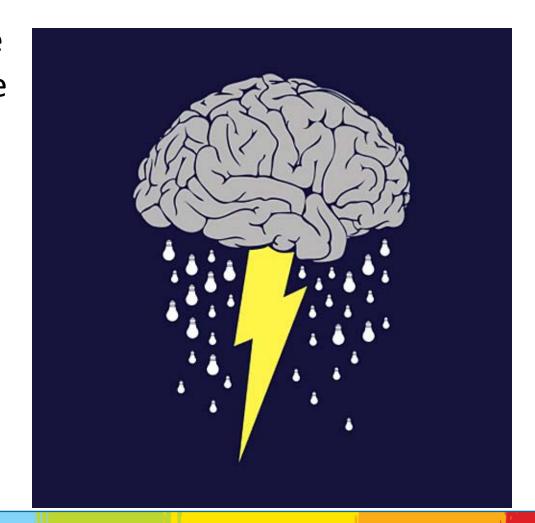
- Return to your six groups.
- Take 5 minutes to brainstorm ideas for new (future) NIGP position paper topics.
- In the opinion of your group, select the top three new topics with the highest value for NIGP members (5 minutes).



❖ Pick a spokesperson and be ready to report back to the larger group

#### **Exercise 2 Group Reports**

 Your top three topics with the highest value for NIGP members.





#### **Discussion (Everyone)**

• How can we make the most of NIGP Position Papers? How can we (you) use them?

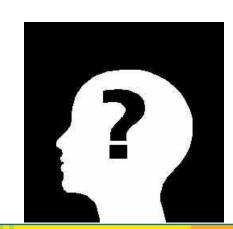




#### **Discussion (Everyone)**

- Other thoughts?
- Suggestions?





#### Want to Know More?

- Find all of the Position Papers on the NIGP
  website under *Resource Center* tab, then click on *Publications* and the *NIGP Position Papers* are
  the fourth entry listed...
- Also new papers appear in NIGP's monthly magazine, GovernmentProcurement (GovPro).



#### We Invite You to...

- Contact us (and the L&P Committee) about:
  - > How to use (and market) the Papers;
  - Your suggestions for new topics (NIGP positions); and
  - ➤ If you want to volunteer to be on a Writing Team and help write one these!



### Thanks!





From Ted & Steve



Have a great time here in KC!