

This newsletter is published on a monthly basis to provide relevant information to government purchasing and contracting professionals regarding public procurement and contracting topics. Hope you enjoy!

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**Texas Legislative Watch**

The 85th Texas Legislative Session begins on January 10th. GPS will be tracking procurement and contract related bills throughout the session and will update and post a weekly [Legislative Watch](#) on the GPS website.



**DFW Classes Scheduled for 2017**

The DFW area classes are now confirmed at the LaQuinta Inn and Suites, 4850 West John Carpenter Freeway in Irving. See new schedule in the newsletter or on the [website](#).

**Be a Mentor - Give Back!**



This is the season for giving back. Next month we will all be making New

Year's resolutions. So I thought it was the perfect time to talk to you about becoming a mentor. What exactly is a mentor? According to Wikipedia, "mentorship is a

**Training Schedule**



**2017 Workshop Prices:**  
\$300 (1-day)  
\$515 (2-day)  
Group Discounts Available



**Agile Project Management**

**October 6, 2017**  
*Austin*



**Communications & Stakeholder Management in Projects & Contracting**

**October 5, 2017**  
*Austin*



*relationship in which a more experienced or more knowledgeable person helps to guide a less knowledgeable person. The mentor may be older or younger than the person being mentored, but she or he must have a certain area of expertise. It is a learning and development partnership between someone with vast experience and someone who wants to learn."*

I was very fortunate to have a great mentor early in my career. My mentor, Sil Romero, was my boss when I worked at the Texas Department of Transportation. He taught me many things over the years that I worked with him, but the two lessons which stand out the most are:

**1. How to make a decision.** It seems like a simple task - we do it all of the time. But I can tell you that his guidance in this area served me well over the course of my career. Early in my career, whenever I had a "purchasing crisis" and would go to his office and say, "what should I do"? He told me that I would never learn if he solved all of my problems for me. He said next time you have a "purchasing crisis", think about possible resolutions/recommendation before you come to see me. That way when you come to see me, you lay out the problem and your recommended solution.

**2. Go back to school.** I had no desire to attend college as I thought that as long as I worked hard and did a good job, I could go far in a purchasing career. I remember being passed over for a promotion because I didn't have a college degree and thinking how unfair it was. Sil told me that I needed to consider going back to school to get a degree. He said it may take a while, but I could look ten years down the road and at the end of those ten years, I would either have a degree or not. I decided to "bite the bullet" and go back to school and have never regretted that decision. Not only did I obtain a Bachelor's degree from St. Edwards University, I received a Master's Degree from the LBJ School of Public Affairs!

So I challenge you to make a New Year's Resolution to become either a mentor or a mentee in 2017. I promise it will be a rewarding experience. And many thanks to my mentor, Sil Romero - you have no idea how much you influenced my life and career!



## Contracting in an Agile Project Environment

March 3, 2017

Austin

April 21, 2017

Houston

July 19, 2017

DFW

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## Essentials of Contract Management

April 12-13, 2017

DFW

June 28-29, 2017

Austin

Sept. 27-28, 2017

Houston



## Effectively Managing Multiple Projects/Contracts & Time Management

March 2, 2017

Austin

April 20, 2017

Houston

July 18, 2017

DFW

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## Ethics in Contracting

February 9, 2017

Austin

June 6, 2017

Houston

## Question of the Month

### QUESTION:

"Our college is beginning to do a lot of training of employees of locally owned businesses, e.g. Safety Training. Needs cannot always be anticipated ahead of time. How can one campus piggyback off of another campus's needs?"



### ANSWER:

I suggest that all of your campuses add a "Piggyback Clause" in future solicitations that allow another campus to use the contract. Below is a simple example of a piggyback clause:

***The open market purchase resulting from this solicitation will be available for use by all XXX campuses.***

You could also make it available to all governmental entities by using the following language:

***The open market purchase resulting from this solicitation will be available for use by all Texas governmental entities providing there is no conflict with any applicable statutes, rules, policies or procedures.***



July 13, 2017

*DFW*

Sept. 12, 2017

*Austin*

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Fundamentals of  
Public Purchasing

May 30-31, 2017

*Houston*

Sept. 14-15, 2017

*DFW*

Dec. 12-13, 2017

*Austin*

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Negotiation Skills

February 10, 2017

*Austin*

June 7, 2017

*Houston*

November 14, 2017

*DFW*

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Procurement  
Management  
Academy

March 28-29, 2017

*Austin*

May 2-3, 2017

*DFW*

Sept. 21-22, 2017

*Austin*

October 4-5, 2017

*Houston*

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Purchasing 101 for  
Everyone

March 7, 2017

*DFW*

April 6, 2017

*Austin*

November 9, 2017



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Government Procurement Services is a Historically Underutilized Business (HUB) and a Woman-Owned Business Enterprise (WBE).

*Houston*

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Schedule Management in Projects & Contracts

*June 28, 2017*  
*Austin*  
*November 17, 2017*  
*DFW*

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Scope Management in Projects & Contracts

*June 27, 2017*  
*Austin*  
*November 16, 2017*  
*DFW*

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Specification Writing

*March 8, 2017*  
*DFW*  
*September 13, 2017*  
*Austin*  
*November 8, 2017*  
*Houston*

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Using Request for Proposals

*Feb. 28-Mar 1, 2017*  
*Houston*  
*Oct. 10-11, 2017*  
*DFW*  
*Nov. 14-15, 2017*

