

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 began on January 10th. The deadline for bill filing is March 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.

### March is Procurement Month!

It is that time of year again. Time to celebrate Procurement Month. You still have plenty of time to implement some activities before the month is over.

The month of March is set aside to recognize the important role of procurement professionals. It is also a time to honor those individuals for the work they do for their governmental entities. Public procurement professionals strive to provide efficient and effective use of taxpayer dollars.



We encourage you to recognize your entity's procurement professionals by publicizing Procurement Month within your entity. Invite user departments to come by and meet with the procurement staff. This is a great opportunity to meet with your end



### 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



users and let them know how you make their jobs easier! A great way to entice people to attend your event is to provide refreshments. It does not have to be anything fancy. Whatever it is, you can bet that people will show up. Other ideas include:

- Hold an "Open House" or "Meet and Greet". Invite user departments to attend and learn about a purchasing topic and meet the procurement staff. Include "Purchaser Bio's" for attendees to read.
- Have a contest to see who can come up with the most words made up of the letters in "Procurement and Supply Management",
- Hold a Purchaser of the Year contest. Ask your end user departments to nominate a purchaser and the reason for nomination. Ask executive staff members to select the winner from all of the nominations. Provide prizes such as a day off, lunch with the boss, or whatever is appropriate for your office.
- Hold a Customer of the Year contest - same concept as above - except the purchasers nominate the customers.
- Conduct a "swap shop" event. Employees bring office supplies that they no longer need such as pens, post-it notes, staplers, markers, binders, folders, etc. Everyone "swaps" the excess office supplies for items they can use.
- Solve the [Purchasing Word Search Puzzle](#)

I encourage you to try at least one of these activities before the month is over. Purchasers serve a vital role in government. We appreciate your professionalism and we thank you for your service.

## **Contracting in an Agile Project Environment**

*April 21, 2017*  
*Houston*

*July 19, 2017*  
*DFW*

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## **Essentials of Contract Management**

*April 26-27, 2017*  
*DFW*

*June 28-29, 2017*  
*Austin*

*Sept. 27-28, 2017*  
*Houston*



## **Effectively Managing Multiple Projects /Contracts & Time Management**

*April 20, 2017*  
*Houston*

*July 18, 2017*  
*DFW*

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## **Ethics in Contracting**



## Question of the Month

### QUESTION:

"I have heard and had others reiterate to me that we are under no obligation to provide proposal pricing, evaluation pages, or any submittals by respondents before a Request for Proposal (RFP) is awarded. This makes sense in that it would ruin our competitive advantage and negotiating position."



### ANSWER:

Generally, the practice is that once bids are opened, the bid information (bid tabulation) is considered accessible to the public. RFP's are different because of the reasons you mentioned. Governmental entities typically do not disclose proposal information until after award.

I recently discussed this issue with a state agency purchaser and she stated that her legal department said, "If we receive information requests prior to award, then we assert our right to declare an exception to the public information statute in order to protect the government's interest. At that time, the information request would go to the Office of the Attorney General (OAG) for them to decide whether or not we have to release the documents."

June 6, 2017  
Houston

July 13, 2017  
DFW

Sept. 12, 2017  
Austin

## Fundamentals of Public Purchasing

May 30-31, 2017  
Houston

Sept. 14-15, 2017  
DFW

Dec. 12-13, 2017  
Austin

## Negotiation Skills

June 7, 2017  
Houston

November 14, 2017  
DFW

## Procurement Management Academy

April 4-5, 2017  
Austin

May 2-3, 2017  
DFW

Sept. 21-22, 2017  
Austin

October 4-5, 2017  
Houston

It has been my experience that the OAG usually agrees to withhold proposal pricing until after an award is made. The public has a right to the information - it is just a matter of timing as to when they receive the information.

I believe this to be a standard practice in both state and local government.

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## **Purchasing 101 for Everyone**

*April 6, 2017  
Austin*

*November 9, 2017  
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**

*September 13, 2017*

*Austin*

*November 8, 2017*

*Houston*

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**Using Request for  
Proposals**

*Oct. 10-11, 2017*

*DFW*

*Nov. 14-15, 2017*

*Austin*