

2024 Report to Members



OUR MISSION

Promote government excellence by delivering superior procurement solutions for the benefit of the public.

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A Message from the President

Dear NASPO Members and friends,

As my term as NASPO Board President concludes, I am incredibly grateful to have had the opportunity to serve this community.

The transformation of the public procurement profession continues to evolve, and 2024 has been pivotal in positioning NASPO at the forefront. Significant milestones were achieved this year including the establishment of the Procurement Professionals Alliance (PPA), an initiative that exemplifies our commitment to serving the broader procurement community. We also launched RFXPremier, a cooperative purchasing program that addresses an unmet need in our community, serving non-central procurement teams with solutions tailored to their unique challenges. By operating independently while maintaining strong collaborative ties with NASPO ValuePoint, RFXPremier reinforces our commitment to serving all procurement professionals.

We also added to our recognition of procurement excellence with the announcement of two new awards in 2024. At our Annual conference in September, we awarded the inaugural Procurement Impact Award to the State of California. We partnered with our good friends at the National Governor's Association (NGA) and National Association of State Chief Administrators (NASCA) to recognize the real-life impacts of the hard work procurement professionals do to serve their communities. Additionally, we announced a new Academic Collaboration Award and recognized the incredible work being done by Michigan State University and the State of Michigan's central procurement office. These, and all our NASPO awards, seek to recognize and celebrate excellence in our great profession.

Additionally, we added four new strategic partners by welcoming the Florida Association of Public Procurement Officials (FAPPO), the National Association of State Personnel Executives (NASPE), the American Bar Association (ABA), and the National Association of State Workforce Agencies (NASWA). We also welcomed Rutgers Business School into the Academic Agreement Expansion Program through an innovative three-way agreement between NASPO, Rutgers, and the State of New Jersey. The collaboration between Rutgers and the State of New Jersey is another great example of how academic institutions and state procurement offices can work together to advance the procurement profession. We also formalized our relationship with the four nations of the UK and continue to work on collaborative projects that support our global profession.

I am so proud of how far we've come in 2024 and the boundless potential that lies ahead. The enthusiasm for advancing procurement excellence runs deep in our community. As I pass the torch, I'm confident that NASPO will continue to evolve, embracing diverse perspectives and driving meaningful innovation.

As my presidential journey concludes, my commitment to NASPO's mission remains unwavering. I'm deeply grateful for the trust you placed in me and the genuine welcome I've received from this remarkable community.

Valerie Bollinger,
2024 NASPO Board President

A handwritten signature in blue ink that reads "Valerie Bollinger".



A Message from the CEO

NASPO Members,

As I reflect on 2024, I am filled with pride at what we accomplished together. This year marked a significant evolution in NASPO's mission to elevate the public procurement profession through innovation, collaboration, and excellence.

The launch of the Procurement Professionals Alliance (PPA) represents a landmark initiative in our organization's history. This strategic alliance strengthens our ability to serve the procurement community by creating meaningful partnerships and expanding our collective impact. Through PPA, our goal is to break down silos and foster unprecedented collaboration across the procurement landscape.

Another milestone achievement was the introduction of RFxPremier, PPA's new cooperative purchasing program designed to meet the evolving needs of procurement offices at the state, city and county level, and educational institutions.

Our conferences and events continued to serve as vital forums for knowledge exchange and professional development. The success of our Annual conference in Indianapolis, the Exchange in Nashville, and our REACH conference in Philadelphia reflects the vibrant engagement of our membership. These gatherings provided invaluable opportunities for networking, sharing best practices, and exploring innovative solutions to common challenges.

As we look ahead, NASPO remains focused on delivering value to our members through strategic initiatives, educational resources, and collaborative opportunities. Your engagement and support are crucial to our continued success, and I am grateful for your partnership in advancing public procurement.

Thank you for your continued dedication to NASPO and the procurement profession.

Lindle Hatton,
NASPO Chief Executive Officer

A stylized, handwritten signature in black ink that reads "L Hatton". The signature is fluid and cursive, with the first letter "L" being particularly large and prominent.

2024 Presidential Initiatives

1

UNIFYING THE PUBLIC PROCUREMENT PROFESSION

NASPO will champion the Procurement Professionals Alliance (PPA) and its initiatives, positioning itself as the catalyst for unifying the procurement profession. Current membership tiers will be assessed for potential expansion, and we will seek to extend our academic partnerships internationally, with an initial focus on institutions in Canada and the UK. This aligns with NASPO's broader vision to formalize a framework for international engagement, which will be incorporated into the organization's 5-year plan.

FOSTERING INTERNAL AND EXTERNAL PROCUREMENT INNOVATION

NASPO will enhance and differentiate NASPO ValuePoint from other cooperatives by focusing on process improvements to decrease time to market, foster innovation, and explore emerging markets. A focus will be made on further developing cooperative contracting and leadership training to equip central procurement offices for efficient and effective management of complex solicitations. NASPO aims to analyze key learnings from the NASPO ValuePoint 105-day solicitation pilot program focusing on reducing procurement timelines, enhancing supplier participation, and improving the overall efficiency of public sector acquisitions across multiple states.

2

3

PROMOTING CAREERS IN THE PROCUREMENT PROFESSION

NASPO will develop a set of standards for job classifications and expand its salary study, while building relationships with HR partners. To cultivate future talent, the organization will grow academic partnerships, actively endorse an internship program, and facilitate new opportunities to include public procurement in academic curriculum. NASPO plans to explore additional opportunities to market careers in public procurement, ensuring a pipeline of skilled professionals entering the field and promoting careers to a wider audience.

2024 Executive Leadership Priority Projects

1

**Big Tent Initiative:
Procurement Professionals Alliance**

**105-Day Solicitation
Process Improvement**

2

3

**eMarketPlace Solution
Implementation for NASPO
ValuePoint Portfolios**

**Detail Spend Reporting and
Compliance Improvement**

4

5

Talent Development Program

2024 NASPO Accomplishments

1. **2024 Procurement Vision Summit:** Participants from cities, counties, state departments, and national and international procurement organizations gathered to focus on unifying and elevating the profession.
2. **2024 International Summit:** Participants from public procurement organizations in Canada and Europe met and focused on fostering global collaboration.
3. **International Initiatives:**
 - Executed Canadian General Standards Board (CGSB) Project Agreement with Canadian government.
 - Attended and supported the Canadian Public Procurement Council (CPPC) Annual Forum.
 - Executed the Terms of Reference (TOR) agreement with four UK countries.
 - Attended collaboration meeting in London with UK Cabinet Office.
4. **Innovation-Focused Sessions:**
 - Held the IT Procurement Virtual Symposium.
 - Focused on innovative processes and emerging topics.
 - Hosted the State and Supplier Attorney Roundtable where state and supplier attorneys gathered to discuss opportunities for process improvement, engagement, and innovation within state procurement, as well as NASPO ValuePoint.
 - Launched microlearning session "Understanding Artificial Intelligence in Public Procurement."
5. **Detailed Spend Report:** New sales reporting portal fully integrated with the NASPO finance system, improving Vendor Summary and Detailed Report submission processes and eliminating several manual processes and multiple submission practices.
6. **eMarketPlace:** Launch of NASPO's eMarketPlace technology to provide access to all NASPO ValuePoint portfolios for obtaining quotes and shopping catalogs.
7. **Accelerator Hub Program:** Designed to help guide the development, oversight, and long-term strategy to modernize the procurement process.
8. **Procurement Talent Development Program:** Launched in April, this program is designed to support NASPO members and the broader public procurement profession by developing future leaders and practitioners through dedicated degree programs.
9. **Sponsored Student Engagement:** Ten college students participated in the 2024 REACH conference to help students gain exposure and explore opportunities in the public procurement profession.
10. **Academic Partnership Highlights:**
 - **2024 Academic Agreement Expansion Program:** A graduating senior from Rutgers Business School was hired by the State of New Jersey after a class presentation.
 - **2024 Internship Program:** Total Interns: 17 students placed in procurement offices; California: Extended its selected intern for 2024 into 2025; Multi-State Intern: One intern worked for both the US Virgin Islands and the State of Maryland.
 - **2024-2025 Academic and Loan Repayment Scholarship Program:** NASPO awarded ten scholarships, and for the first time six of the recipients were also participants in the NASPO Internship Program, who exemplify the integration of academic achievement and hands-on experience.
 - **Class Presentations and Collaborations:** A total of five speaker engagements were successfully delivered, and four collaborative programs were conducted.
 - One new partnership, 17 students placed in internships, one extended intern, one multi-state intern and 10 scholarships awarded.

MEMBERSHIP BY THE NUMBERS

2,300
**STATE
MEMBERS**



50
**STUDENT
MEMBERS**



42
**LIFE
MEMBERS**



52
**ASSOCIATE
MEMBERS**



19
**HONORARY
MEMBERS**



2024 Membership Team Accomplishments

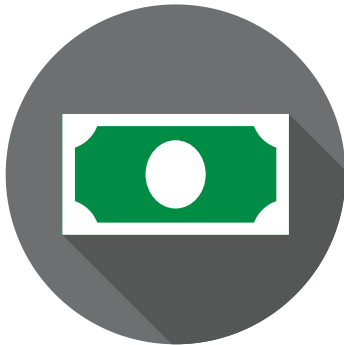


Achieved 100% primary membership outreach and engagement.

Member Satisfaction and
Engagement Survey:
94% SATISFIED

MEMBERS PROVIDED FEEDBACK ON:

- Overall Experience
- Education/Training
- Conferences & Events
- Research Technology
- NASPO Staff Support
- ValuePoint Contracts



Updated and released procurement salary study through Hanna Resource Group.

Established Member Support Desk in collaboration with the NASPO Finance Team to assist with travel reimbursement at NASPO conferences.



2024 Strategic Partnerships Accomplishments



Addition of New Strategic Partners:

National Association of State
Workforce Agencies (NASWA)
American Bar Association (ABA)
National Association of State
Personnel Executives (NASPE)
Florida Association of Public
Procurement Officials (FAPPO)

New Strategic Partnership Restructure

- Biennial Partnership Forum held at NC State University
- Annual Case Study Competition held at NC State University



FAPPO Fall Training Collaboration with Florida Department of Management Services

MSU Executive Development Leadership Program – Revised Framework





2024 Conferences and Events

Produced multiple highly-rated conferences and events addressing the professional development needs of more than 2,000 state procurement professionals.



Achieved an “Outstanding” Net Promoter Score (NPS) for all 2024 conferences and events:

- **75 NPS** for Exchange Conference
- **60 NPS** for Leads Conference
- **58 NPS** for REACH Conference
- **88 NPS** for Annual Conference
- **80 NPS** for Partnership Forum
- **57 NPS** for Supplier Summit
- **81 NPS** for Law Institute



NASPO 2024 Board of Directors, L to R: Jared Ambrosier, Bobby Pounds, Sherri Maxwell, Deb Damore, Valerie Bollinger, Steven Berg, Angela Shell, and NASPO CEO Lindle Hatton

2024 Events Accomplishments



Focused invitations to leading public procurement organizations in Canada and Europe to participate in NASPO's 5th Annual International Summit, gathering procurement leaders and visionaries united by the common goal of advancing global collaboration and lifting the public procurement profession.

Extended invitations to cities, counties, state departments, national, and international procurement organizations to participate in the Procurement Vision Summit focused on unifying and elevating the profession.



Partnered with NASPO Legal Education to convene the first-ever State and Supplier Attorney Roundtable discernment exercise between state procurement attorneys and private sector attorneys.

Partnered with NASPO ValuePoint to plan the inaugural Supplier Summit, fostering collaboration and partnership with suppliers and NASPO.





Supported the NASPO Partnerships team with its biennial Partnership Forum and its annual student Case Study Competition with this year's focus on talent management and ways to elevate the future of the public procurement profession.

Redesigned NASPO's Annual conference award celebration as a gala event, featuring new awards, upscale dining, assigned seating, table service, professional emcee, entertainment, program memorabilia, and post-event celebration.



Expanded outreach to state procurement departments, cities, counties, school districts, universities, and colleges to participate in the 2025 Exchange.





When asked to indicate “your level of agreement” with the following statements, no less than 89% of conference participants agreed and/or strongly agreed that NASPO conferences:

- Address issues most important to my occupational role.
- Provide practical strategies I can apply to my work.
- Expand my network of procurement professionals.



2024 Procurement U Accomplishments



User Engagement and Reach:

- 5,249 New LMS Users
- 41,680 Enrollments in Courses
- 557 Learner Questions/Issues Resolved; Avg. Response Time: < 45 mins
- Over 25 speaking engagements at external events
- Since "Procurement U Gives Back" was implemented in March 2021, there have been over 112,000 courses given away resulting in 259,000 contact hours of free education

Cost Savings and Value:

Since "Procurement U Gives Back" was implemented, the cost savings for procurement professionals is over \$5 million.



In-Person Training Events:

- In-Person REACH Training: Innovation Lab-Harness the Power of Procurement
- Additional In-Person Training: Law Institute Bootcamp

Certification Support:

UPPCC Certification Support: Refreshed study prep tools for both exams and maintained UPPCC-Approved Practice Tests.





Trainer Support:

Inaugural State Trainer Virtual Forum held, focusing on instructional methods, learning tools, and trends.

Badges Launch:

Launched Badging Program. First badge offered for Negotiation Competency. More coming in 2025.



2024 Procurement U Courses

**In 2024, Procurement U Launched 20 Brand-New Courses
(Self-Paced, Microlearnings, and Instructor-Led courses)**

New Self-Paced Courses

- Evaluation and Award Strategies
- Introduction to Scopes of Work
- IT Procurement: Planning, Methods, and Early Decisions
- Introduction to Financial Analysis
- Risk Management: Identifying and Analyzing Risk
- Risk Management: Responding to and Monitoring Risk
- Fundamentals of Project Management
- Fundamentals of Business Writing
- Managing Conflict
- The Power of Persuasion

New Instructor-Led Courses

- Introduction to Public Procurement
- IT Procurement Certificate Program
- Supplier Diversity Small Group Sessions x3
- Effective Evaluations
- The 1,2,3's of a Great Scoring Matrix

New Sprints

- Navigating Recruitment Challenges in Public Procurement
- Navigating Post-Award Supplier Debriefs
- Practicing Negotiation Techniques (Awards Badge)

New Microlearnings

- Understanding Artificial Intelligence (AI) in Public Procurement
- Using Price Indexes to Estimate or Compare Prices



2024 Research and Innovation Accomplishments



Survey of State Procurement Practices:

Released the 2024 cycle of this biennial survey that covers statutory and regulatory authority, policies, and practices of central procurement offices in the 50 states and U.S. territories.

Practical Guide Launch:

Released the 4th edition of *State and Local Procurement: A Practical Guide*, comprehensively reorganized, rewritten, and updated to reflect the procurement cycle.



IT Procurement Symposium:

This event focused on future technologies such as artificial intelligence and robotic process automation.

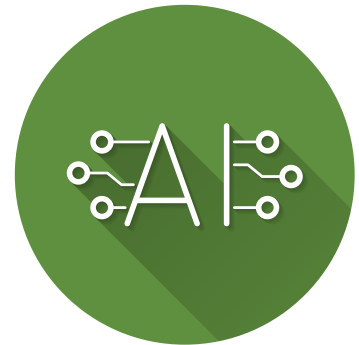
Procurement Pulse Podcast released 10 episodes with an average of 119 downloads.





Procurement Pulse Blog published 14 articles.

In cooperation with National Association of State Chief Information Officers (NASCIO), published *AI-Powered Procurement: Harnessing AI's Potential for More Efficient State Procurement Practices*. The goal of this study is to emphasize the potential of AI to increase efficiency, reduce costs, and improve overall effectiveness of procurement activities.



In cooperation with the Simplar Foundation, sponsored *Supplier Diversity in State and Local Agencies: Review of Current Perspectives, Policies, and Practices*. The goal of this report is to provide insight on current supplier diversity practices with state and local government.

2024 Legal Education Accomplishments



Inaugural State and Supplier Attorney Roundtable:

Five state attorneys and five supplier attorneys engaged in facilitated discussion around opportunities for improvement. Additionally, a paper was published from the Roundtable, entitled: "Streamlining State Procurement: Insights from the Attorney Roundtable".

11th Annual State Procurement Law Institute:

Our largest audience ever gathered in Boston, MA to network, learn, and enjoy the hospitality of New England! 194 attendees from 50 states and territories heard from expert and peer instructors on topics ranging from artificial intelligence to rethinking RFP development.



3rd Annual Attorney Bootcamp:

Built upon a curriculum written by attorneys for attorneys that provides a 5-hour overview of the basics in state contracting law.

2024 NASPO ValuePoint Accomplishments



Limiting Contract Extensions:

The Co-op team partnered with the NASPO ValuePoint Executive Council (NVP EC) to implement measures to limit portfolio extensions. The team refined portfolio management by introducing Project Charters for each solicitation. These Charters, established between NASPO and Lead States™, outline needs, deliverables, and timelines for key stakeholders. All portfolios now follow set re-solicitation timelines, typically starting two years before expiration. This structured approach has reduced solicitation timelines, eliminated redundancies, and improved efficiency across NASPO, Lead States, suppliers, and buyers.

Streamlining the Procurement Process:

Through the implementation of an electronic voting (eVoting) tool with our NVP Executive Council we: 1) increased the transparency of voting results amongst the EC, 2) reduced the time needed for the EC to vote on a portfolio, and 3) created a repository of complete portfolio information for the EC to most effectively make informed decisions on our NVP portfolios. This, in turn, has streamlined efficiency and reduction of our procurement timelines.



New Portfolios:

A new portfolio for Electric Vehicle (EV) Charging Stations led by the State of Maryland is now available to members. The Co-op team is also in the midst of establishing new portfolios for:

- Debris Removal and Monitoring Services
- Products and Supplies for Correctional Facilities and Incarcerated Individuals
- Transit Vehicles and Related Options, Equipment and Accessories
- Unarmed Security Guard Services
- And more

Elevating Engagement with our Current and Potential Lead States:

Rolled out the new Lead State™ selection process for NVP procurements. This effort provides greater visibility for Leads in understanding the anticipated timeline and resources to be extended. Utilizing the Lead State Questionnaire, kick-off interview, and Project Charter, this puts NVP in a better position to align resources to best support our State Leads.





Professional Development Opportunities for Current and Future State Leads:

Elevated the learning, training, and development opportunities for our current and future Lead States through our annual Leads Conference and Leads Webinars.

Professional Development Amongst our Cooperative Team:

Our project management team earned certifications for a Project Management Professional (PMP) and Change Management Specialist. Our Cooperative Portfolio Managers achieved CPPB and CPPO certifications.

These achievements further put the Co-op Team in the optimal position to continue supporting our:

- Lead States and Sourcing Teams throughout the procurement process
- Members and buyers utilizing the NVP cooperative
- Suppliers as we each collectively work to streamline the buying experience



Enhancing Member Dialogue Through Supplier Engagement:

Our Supplier Engagement team established the Supplier Advisory Group (SAG). The SAG is made up of NASPO ValuePoint suppliers. It is predicated on enabling supplier dialogue to ensure stronger portfolio alignment with membership needs. Additionally, the inaugural Supplier Summit was held in San Antonio, Texas. Attendance was open to suppliers, whether or not they held an NVP cooperative contract. This Summit played a key role in understanding at a deeper level the intricacies of suppliers working with the public sector, cooperative contracts, and legal compliance in public procurement.



2024 Technology Team Accomplishments



eMarketPlace:

Designed, developed, and implemented an online system for all NASPO ValuePoint contracts to obtain quotes and place orders. Leveraging innovative technologies that allow real-time integration with state procurement and finance systems.

The eMarketplace is provided by NASPO at no cost to our members, buyers, or suppliers. Some key features include:

- Centralized Access: Purchase from all NVP portfolios in one convenient location.
- Flexible Access: Use by logging in directly or as a punchout from existing purchasing systems (eProcurement, ERP).
- Versatile Purchasing Options: Pay with PCard, issue a PO, or return a shopping cart to your state-specific system.
- User Compliance: Modeled after the PA process, ensuring access only to authorized contracts.
- Growing Features: Obtain quotes now, and soon shop from onboarded supplier catalogs.



Detailed Sales:

- Established and implemented a new, simplified reporting format for contractors.
- Designed, developed and implemented a new consolidated sales reporting tool providing a "one-stop shop" for contractor submission of Summary and Detailed Sales with invoice automation and real-time integration with NASPO's finance system.

UPPCC Website Redesign:

Provided a modern design website for UPPCC.





NASPO staff technology modernization of computer equipment, phone system, and software systems (Fonteva, Salesforce, Office 365, etc.)

Lexington office conference room technology upgrades with live streaming meeting capabilities.



NASPO Intranet site developed to facilitate collaboration and professional socialization across all departments.

Security upgrade with leading edge cybersecurity monitoring/training platform.





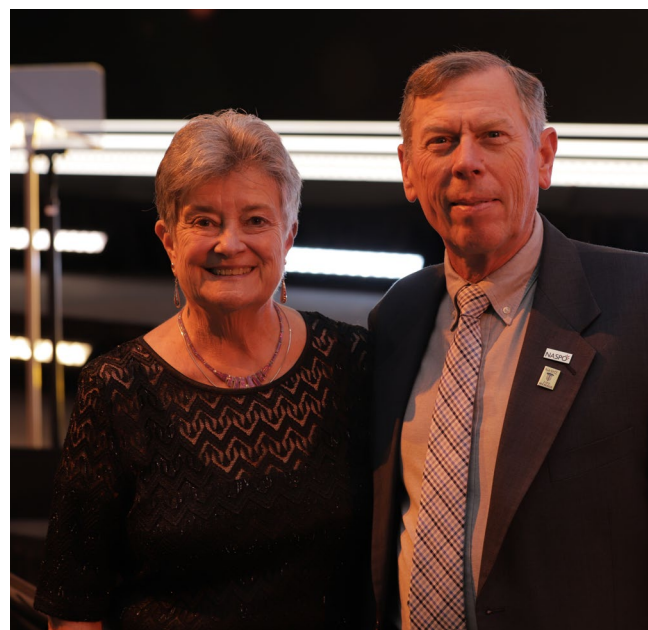
NVP Executive Council Voting App:

Created a live voting application to facilitate Council determination on key issues.

eProcurement Support:

- Provided SME support for active eProcurement projects with 9 States: Georgia, Maryland, Nebraska, New York, North Dakota, Ohio, South Carolina, Vermont, and Virginia.
- Facilitated monthly eProcurement workgroups across 26 states, 7 universities, and 9 local government entities.





2024 NASPO Awards



The George Cronin Awards for Procurement Excellence recognize outstanding procurement projects that demonstrate innovation, professionalism, and measurable benefits.

2024 Cronin Award Winners:

MICHIGAN



Cloudy with a Chance of Savings: Infrastructure as a Service

Presented by: Simon Baldwin,
Category Director for IT



MICHIGAN



Enhancing Vendor Compliance Through RMIS Integration

Presented by: Stephanie Epps-Guzek, Director of
Relationship Management Division



MASSACHUSETTS



Decarbonizing Massachusetts' Vendors: An Integration of Climate Consideration into Public Procurement Supply Chain

Presented by Zazy Atallah,
Director of Climate and Sustainability



2024 Cronin Award Finalists:

COLORADO



Whose Contract Is It Anyway? Improving Outcomes Through Contract Management Training for Program Staff in Colorado

Presented by: Thomas Wilson,
Procurement Instructional Designer

MISSOURI



Operational Improvement Through Turnaround Time Management

Presented by: Michael Stroud,
Research and Data Analyst



The Emerging Leader Award recognizes public procurement leaders and managers with 2-5 years of experience who consistently inspire their teams to excel while improving processes.

WINNER

BARBARA MUSICK, Procurement Program Team Manager, Colorado

Musick is described as someone who has an excellent sense of where inefficiencies can be eliminated, and she does a great job of explaining goals and priorities in straightforward terms, which enables her team to strategize creatively about how to achieve those outcomes.

FINALIST

CATHERINE SANDERS, Purchasing Analyst Supervisor – IT and Special Projects, Florida

Sanders is described as a leader by nature as well as one to lead by example. Though she also handles her own caseload of complex and high-level IT procurements, she is in close contact with her team daily and her working knowledge of the team's procurements has helped shape her into a solutions-oriented leader.



The Rising Star Award honors professionals with 1-5 years of public procurement experience who demonstrate future leadership potential and champion the profession.

WINNER

JULIE AALBERG, IT Management Analyst, Washington

Aalberg is someone who continuously makes a positive impact on public procurement within her state by voluntarily leading professional development and procurement certification workshops to ensure staff are aware of the certification and educational opportunities available to them.

FINALIST

THOMAS WILSON, Procurement Instructional Designer, Colorado

Wilson consistently demonstrates excellence, surpassing the expectations of his job description. He continually makes extraordinary contributions and has a relentless dedication to public procurement.



The Procurement Impact Award recognizes a project or state initiative that demonstrates exceptional collaboration between state procurement offices and state departments/agencies.

WINNER

STATE OF CALIFORNIA, Generative Artificial intelligence in Procurement Operations Project

The project aims to leverage AI to improve efficiency, effectiveness, accessibility, and equity in state government operations.



The Academic Collaboration Award honors outstanding partnerships between state agencies and local colleges and universities.

WINNER

STATE OF MICHIGAN AND MICHIGAN STATE UNIVERSITY

Michigan State University's collaboration has been instrumental in developing future procurement talent and inspiring the next generation of public servants. State of Michigan Chief Procurement Officer, and NASPO Board Member, Jared Ambrosier and his office are highly engaged with MSU, as Jared sits on the MSU Supply Chain Management Council, and he has filled several student internship opportunities in his office through this relationship.



The Giulio Mazzone Distinguished Service Award recognizes service on a continuing exemplary basis to the public procurement profession.

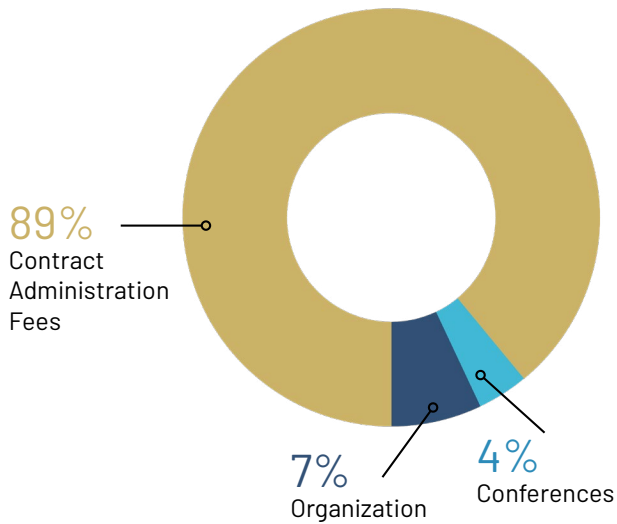
JIM BUTLER, former Chief Procurement Officer of the State of California, former NASPO Board President-Elect, and former chair of the NASPO Life and Honorary Task Force was awarded the 2024 Giulio Mazzone Award for his outstanding contributions to NASPO and public procurement. During his tenure in California, he collaborated closely with the Governor, cabinet members, and legislators on key policies and major spending initiatives while managing a team of 240 full-time employees across procurement, contracting, engineering, financing, training, and more - overseeing an impressive \$10 billion in annual purchases of goods and services.

As Chair of California's Small Business Council, he successfully increased the participation of small businesses and disabled veteran-owned enterprises in state contracts. He implemented sustainable purchasing initiatives, reduced health and environmental impacts, and spearheaded eProcurement technology improvements, significantly boosting productivity.

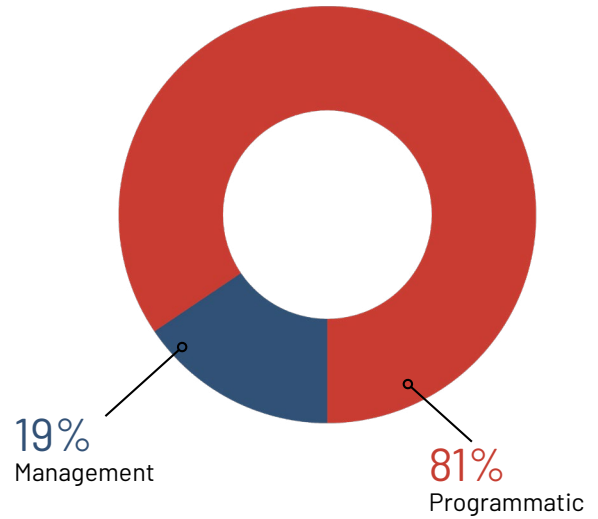


2024 NASPO Finances

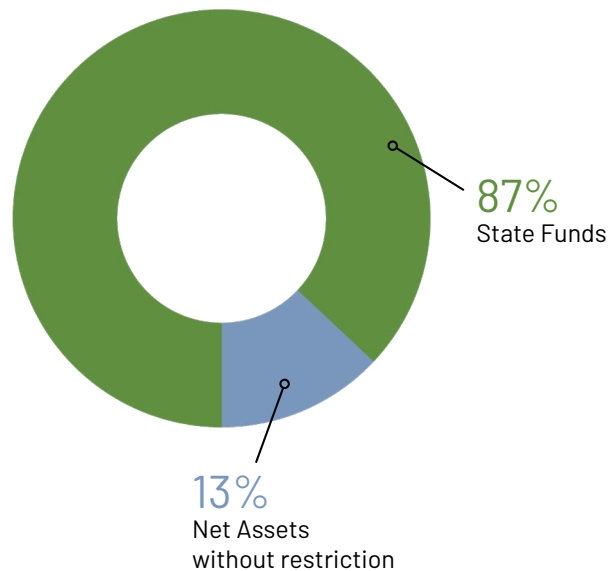
TOTAL REVENUE



TOTAL EXPENSES



BREAKDOWN OF NET ASSETS





2024 PPA Accomplishments



PPA Board:

- Delbert Singleton, Chair
- Lindle Hatton, Vice Chair
- Jennifer Salts, Secretary

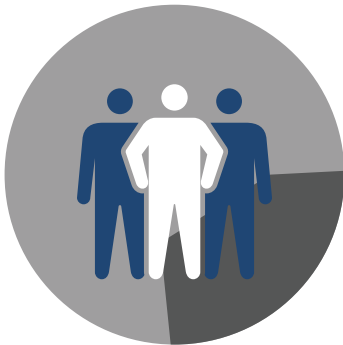
The Vision:

Unifying the procurement voice to elevate the profession.



The Mission:

To empower procurement professionals to excel in procurement practices through sharing knowledge, increasing skillsets, establishing best-in-class certifications, and universally recognizing the procurement profession as a career path.



The Values:

Integrity, Knowledge, Collaboration,
Professionalism, Inclusiveness, Accountability



The Goals:

- Customer: Make procurement a career of choice.
- Business Processes: Embrace innovative tools and practices that enable the organization to thrive.
- Professional Development: Establish a universally recognized certification standard and education to support continued development.
- Resources: Ensure a strong viable business model with resources that advance the profession.

Go-To-Market Strategy:

- Contracted with Ignite Visibility for the creation of the RFxPremier website and go-to-market plan.
- In-progress and scheduled update to occur at Exchange 2025.



2024 RFXPremier Accomplishments



Advisory Committee:

- Jared Ambrosier, State of Michigan
- Travis Ball, Texas A&M Commerce
- Bob Gleason, Broward County, Florida

Vision, Mission, Values, and Goals
Approved

Available on website at rfxpremier.org



Website:

- Landing page created by NASPO IT staff.
- Full website underway through Ignite Visibility.



Go-To-Market:

- Digital marketing solutions are underway and on time, led by the Director of Marketing and Communications in collaboration with Ignite Visibility.
- An update will be provided at Exchange 2025.
- Social Media: Instagram and LinkedIn.



Portfolios and Contracts:

- Contract: Reverse Auction Managed Services
 - EasiBuy, Supplier
 - City of Mesa, Lead
 - Expires May 31, 2025
- RFP: Background Screening
 - City of Fairfax, Lead
- RFP: Emergency Vehicle Upfitting
 - City of Fairfax, Lead
- RFP: Reverse Auction Managed Services
 - City of Mesa, Lead
- Multiple contracts and RFPs underway

Further Accomplishments:

- Articles of Incorporation filed/ approved in Arizona, public notice on February 7, 2024
- Initial trademark applications filed
- Logo trademark filed
- First Board Meeting held March 4, 2024 (meet 2nd Thursday/month)
- Bylaws adopted
- Communication Plan, Phase 2 of 3 developed
- NASPO/PPA shared services agreement developed and executed
- Finances established (budget, systems, etc.)
- PPA VMVG and RFXPremier VMVG adopted
- 1024 form (501c3) submitted
- Phase 3 Ignite Visibility: Website development for RFXPremier and go-to-market strategy for RFXPremier and PPA

2024 NASPO BOARD OF DIRECTORS



PRESIDENT
Valerie Bollinger
State of Idaho



**PRESIDENT-ELECT AND IMMEDIATE
PAST PRESIDENT**
Deb Damore
State of Vermont



SECRETARY/TREASURER
Mike Perry
State of Tennessee



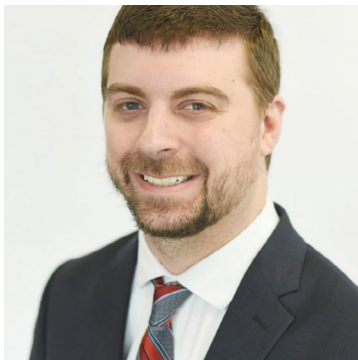
**NASPO VALUEPOINT EXECUTIVE
COUNCIL CHAIR**
Sherri Maxwell
State of Colorado



DIRECTOR-AT-LARGE
Angela Shell
State of California



DIRECTOR-AT-LARGE
Bobby Pounds
State of Texas



DIRECTOR-AT-LARGE
Jared Ambrosier
State of Michigan



DIRECTOR-AT-LARGE
Steven Berg
State of South Dakota



DIRECTOR-AT-LARGE
Windy Aphayrath
State of Utah

2024 COMMITTEE LEADERSHIP

ADMINISTRATION COMMITTEE:

Chair: Deb Damore, Vermont
Vice Chair: Steve Berg, South Dakota

EXECUTIVE COMMITTEE:

Chair: Valerie Bollinger, Idaho

CONFERENCES AND EVENTS COMMITTEE:

Chair: Bobby Pounds, Texas
Vice Chair: Sherri Maxwell, Colorado

FINANCE COMMITTEE:

Chair: Mike Perry, Tennessee

CRONIN AWARD COMMITTEE:

Chair: Jared Ambrosier, Michigan
Vice Chair: Nancy Hapeman

MAZZONE COMMITTEE:

Chair: Doug Richins, Life Member

EMERGING LEADERS COMMITTEE:

Chair: Will Camp, Michigan

PROFESSIONAL DEVELOPMENT:

Chair: Angela Shell, California
Vice Chair: Windy Aphayrath, Utah

NASPO CHIEF EXECUTIVE LEADERSHIP TEAM

Lindle Hatton, Chief Executive Officer

Zachary Christensen, Deputy Chief Cooperative Procurement Officer

Priscilla Gandy, Deputy Chief Conferences and Events Officer

Susan Gonzalez, Chief Conferences and Events Officer

Jordan Henson, Deputy Chief Learning Officer: Procurement U

Courtney Iversen, Deputy Chief Strategy Officer

Justin Kaufman, Chief Legal Officer

Solomon Kingston, Deputy Chief Cooperative Procurement Officer

Daniel Kruger, Chief Strategy Officer

Rebecca Montaña-Smith, Deputy Chief Learning Officer: Research and Innovation

Matthew Oyer, Chief Learning Officer

Jennifer Salts, Chief of Staff

Jaime Schorr, Chief Cooperative Procurement Officer

Bob Sievert, eProcurement SME

Dan Stadnyk, Chief Financial Officer

Fay Tan, Deputy Chief Legal Officer

NASPO STAFF

Alexa Adams-Robertson, Research Coordinator

Joel Atkinson, Cooperative Portfolio Manager

Teddy Ayele, Salesforce Administrator

Shaquasia Barksdale, Partnership Manager

James Bregenzer, Director of Online Services

Lauren Bonkowski, Accountant

Eliza Brian, Junior Designer

Jessica Burton, Cooperative Portfolio Manager

Teressa Caldwell, Contract Compliance Auditor

Tanya Campbell, Supplier Engagement Manager

Felisha Canillas, Conferences and Events Planner

Richard Carlson, Director of Contract Compliance and Reporting

Jared Chaney, eProcurement SME

Anita Chism, Director of Project Management

Abbi Chittenden, Cooperative Portfolio Manager

Sydney Cornett, Conferences and Events Coordinator

Kelsey Craig, Director of Event Education

Carlee Crawford, Conferences and Events Coordinator

Gary Crow, Senior Budget Analyst

Robin Cuevas, Conferences and Events Planner

Kate Davila, Director of Marketing and Communications

Matt Davis, IT Operations Manager

Joshua Descoteaux, Cooperative Portfolio Manager

Kristine DeWitt, Deputy Chief Conferences and Events Officer

Heather Drymon, Cooperative Portfolio Coordinator

Kitty Farias, Administrative Assistant

Lauren Fields, Accountant

Brice Fiske, Legal Counsel

Caitlyn Simmons Flory, Senior Conferences and Events Planner

Rachel Frizzell, Director of Human Resources

Stephanie Gale, Director of Instructor-Led Training

Kinzie Gaunce, Director of Content Management

Samantha Gerard, Director of ELearning

Micah Gibson, Communications Coordinator

Chad Gonzales, Cooperative Portfolio Manager

Becky Gourde, Curriculum Program Manager

Hope Green-Brooks, Communications Coordinator

Maya Griffin, Director of Membership

Beth Harrison, Project Coordinator

Adam Heard, Associate Legal Counsel

Jack Heffernan, Research Coordinator

Eric Hellen, Director of Business and Data Analytics

Adam Herd, Associate Legal Counsel

Katie Hines, Project Manager

Stephanie Hoke, Sr. Accountant

Meghan Holmlund, Director of Supplier Engagement

Alexander Hughes, Video Editor

Nick Hughes, Cooperative Portfolio Manager

Rain Jensen, LMS Coordinator

Michelle Johnson, Cooperative Portfolio Coordinator

Andrew Knight, Controller

Clayton Knight, Event Technology Manager

Tabitha Labrum, Design Coordinator

Esther Lake, UPPCC Certification Manager

Megan Lancaster, Director of Research and Innovation

Christine Lambino, Project Manager

Bart Lemmon, Director of International Initiatives

Ronda Maass, Communications Manager

Brandon Martin, Cooperative Portfolio Manager

Lorna Martin, Education Program Coordinator

Daniel May, Director of Procurement Talent Development

Julia McIlroy, Procurement Content Manager

Kimberly Meacham, Web Content Coordinator

Kevin Minor, Director of Media Solutions

Isabel Moncada, Conferences and Events Planner

Angela Negley, Supplier Engagement Manager

Neha Nehru, Director of Data Analytics

Kaisha O'Neil, Conferences and Events Planner

Amy-Michelle Pfaffenbach, Conferences and Events Planner

Lee Ann Pope, NVP Director of Administrative Services

Yvette Poveda, Payroll Accountant

AJ Price, Event Technology Coordinator

Laxminarayana Ramireddy, Data Architect

Emily Robinson, Procurement Content Manager

Lydia Ruiz, Corporate Paralegal

Nandini Singh, Marketing Coordinator

Megan Smyth, Director of Legal Education

Tia Snyder, Cooperative Portfolio Manager

Kelly Stein, Deputy Director of Marketing and Communications

Chadwick Stephens, Research Project Manager

Reed Stevens, Research Coordinator

Derrick Strand, UPPCC Executive Director

Natalie Tankersley, Office Manager

Amy Tartaglia, Supplier Engagement Manager

Kaitlyn Thomas, Training and Development Specialist

Sky Toland, Instructional Designer

Anna Totzke, Cooperative Portfolio Coordinator

Maggie Wall, HR Recruitment Specialist

Dana Warth, Membership Manager

Bryce White, IT Support Specialist

Brandi Ann Willard, Director of Partnerships

