



2025 NASPO REPORT TO MEMBERS



NASPO

National Association of
State Procurement Officials

2025 Report to Members



National Association of
State Procurement Officials

CONTENTS

- 3** A Message from the President
- 4** A Message from the CEO
- 5** 2025 Strategic Projects with Presidential Initiatives Alignment
- 6** Historic Gift from NASPO Creates NASPO Department of Supply Chain Management at W.P. Carey School of Business
- 7** NASPO Cares and NASPO Gives Back
- 8** 2025 New NASPO Vision, Mission, Values, and Goals
- 10** Membership by the Numbers
- 11** 2025 Membership Team Accomplishments
- 12** 2025 Strategic Partnership Accomplishments
- 16** 2025 Talent Development Accomplishments
- 18** 2025 Conference and Events
- 19** 2025 Events Accomplishments
- 21** 2025 Professional Development Accomplishments
- 22** 2025 Procurement U Accomplishments
- 26** 2025 Research and Innovation Accomplishments
- 28** 2025 Legal Education Accomplishments
- 30** 2025 UPPCC Accomplishments
- 31** 2025 NASPO ValuePoint Accomplishments
- 35** 2025 NASPO Awards
- 39** 2025 NASPO Finances
- 40** 2025 PPA Accomplishments
- 42** 2025 RFxPremier Accomplishments
- 44** 2025 NASPO Board of Directors
- 45** 2025 Committee Leadership
- 45** Chief Executive Leadership Team
- 46** NASPO Staff
- 47** PPA Staff



A Message from the President

As I reflect on my year as Board President, I am deeply proud of what we have accomplished together and energized by the bold steps we have taken to secure the future of our profession.

In 2025, we didn't just talk about transformation—we made it happen. We started the year off strong with our NASPO Exchange in Las Vegas, which brought together over 1,200 professionals in our most dynamic conference yet, proving that our community is stronger and more engaged than ever. The Procurement Professionals Alliance (PPA) has evolved from concept to reality, uniting diverse voices across our profession, and now has more than 4,000 members.

Procurement U's educational offerings were expanded with nine new courses and microlearning sessions addressing critical challenges, from generative AI to tariffs. We updated our Mission, Vision, Values, and Goals—something commonly done within organizations every three to five years—reflecting NASPO's current direction. But our most transformative achievement came in November with our historic \$35 million partnership with Arizona State University—the single largest investment in procurement education in our profession's history.

The NASPO Department of Supply Chain Management at the W. P. Carey School of Business now stands as a permanent testament to our commitment to excellence. This partnership creates endowed faculty positions, establishes the NASPO Scholars Program to remove financial barriers for students, and funds cutting-edge initiatives like the Supply Chain Innovation, Technology, and Infrastructure Initiative and the Procurement and Behavioral Lab. We're not just filling seats in classrooms—we're building the pipeline of ethical, innovative leaders our profession needs.

As I pass the presidential torch, I'm confident NASPO's momentum will only accelerate. We are not merely participating in the evolution of our profession—we are leading it. Thank you for the honor of serving as your Board President. Together, we have made history, and the best is yet to come.

A handwritten signature in black ink that reads "Deborah Damore".

Deb Damore
2025 NASPO Board President



A Message from the CEO

Reflecting on 2025, I am proud to share that it has been an immensely productive year for our association. Together, we have continued our shared goal of uniting and elevating the procurement profession through innovation, professional development, and meaningful collaboration.

The year began with our NASPO Exchange conference in Las Vegas—bringing together more than 1,200 procurement professionals and suppliers—our most significant event to date, demonstrating the growing strength and unity of our community.

We expanded NASPO's Procurement U offerings, adding nine new courses and microlearning sessions on topics ranging from tariffs to generative AI. These courses remain a cornerstone of our commitment to supporting procurement professionals at every stage of their careers.

The NASPO Board and C-Suite refreshed the organization's Vision, Mission, Values, and Goals (VMVG), reflecting on who NASPO is now as an organization, what it stands for, and where the organization is headed. The outcome was more than just updated language; the new VMVG is a commitment to our membership and to the vital work of public procurement. It will inform our decisions, shape our programs, and strengthen our partnerships as we move forward.

Through the Procurement Professionals Alliance (PPA), we are continuing to work to elevate professional standards through unification and excellence. The new Procurement U Partner Program has already reached over 5,000 procurement professionals across four states, with more implementations underway. This initiative strengthens the talent pipeline by establishing academic partnerships, integrating standardized courses into state training programs, and developing degree pathways with procurement emphasis.

The defining moment of 2025 came in November when we announced a historic \$35 million gift to Arizona State University—the largest investment in procurement education our profession has ever seen. The Department of Supply Chain Management at the W. P. Carey School of Business has been renamed the NASPO Department of Supply Chain Management, permanently connecting our association with one of the nation's top three-ranked supply chain programs. This partnership establishes a comprehensive ecosystem for developing procurement talent through programs such as the NASPO Scholars Program, multiple endowed faculty positions, a NASPO Endowed Chair, and the Procurement and Behavioral Lab at ASU, which provides hands-on learning opportunities with real-world procurement challenges.

This investment represents our commitment to advancing the procurement profession in partnership with a highly respected academic institution, enhancing career paths for current professionals while attracting future talent to fill the pipeline.

Every milestone we achieve reflects our dedication to elevating the vital role procurement plays in delivering value to our communities. Thank you for your continued dedication to NASPO and the procurement profession. I am honored to support you on this journey.

Lindle Hatton
NASPO Chief Executive Officer

2025 Strategic Projects with Presidential Initiatives Alignment

1 Arizona State University—Supply Chain Degree Program with Procurement Emphasis

2 NASPO ValuePoint eMarketPlace System Launch

3 NASPO ValuePoint Summary and Detail Sales Collection Process Improvement

4 Talent Development Program—Focus on Talent Pipeline Development

5 Academic Partner Case Study Competition

6 Attendance at United Kingdom's Conference on Procurement

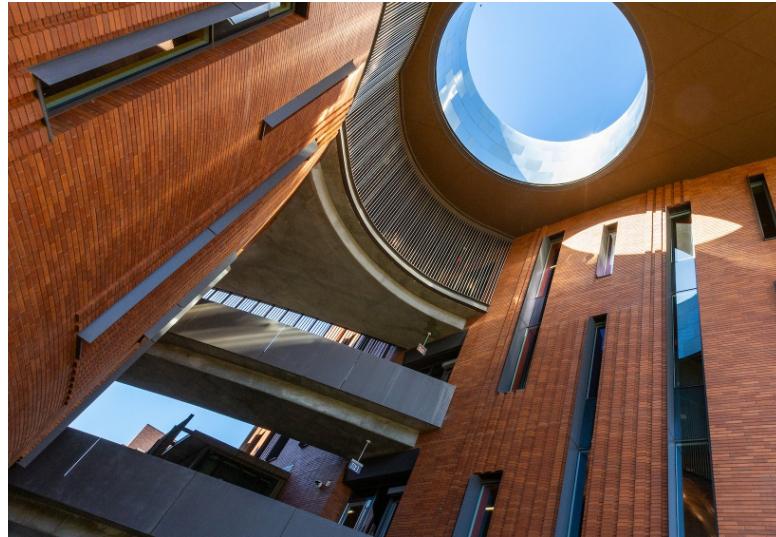
7 State Curriculum Partner Pilot Program

8 State Procurement Job Description Repository

9 State Legislation Tracking and Support When Procurement is Impacted

10 ABA Model Procurement Code Revision Project

Historic Gift from NASPO Creates NASPO Department of Supply Chain Management at W. P. Carey School of Business



NASPO and Arizona State University (ASU) have a long-standing relationship, characterized by a shared belief that procurement is a critical and strategic function, deserving of recognition, advancement, and elevation in both the public and private sectors. Consistently ranked among the nation's top three programs by U.S. News & World Report, ASU has been a key academic partner of NASPO since 2016. This year, we had the opportunity to advance the partnership and the profession to a historic level.

At the discretion and approval of NASPO's Board of Directors, NASPO is providing a \$35-million-dollar gift to ASU that is designated to be honored in perpetuity and will serve to elevate the role of procurement and strengthen the Department of Supply Chain Management at the W. P. Carey School of Business, which will be renamed the NASPO Department of Supply Chain Management. The gift will support new initiatives like a BA in Supply Chain with a procurement concentration and other procurement education programs, such as certificates and degree tracks, endowed faculty positions, scholarships, academic innovation, research, experiential learning, facility enhancements, and strategic partnerships—solidifying ASU and NASPO as the global leaders in public procurement and supply chain.

Read more about this exciting news [here!](#)

Lindle Hatton
NASPO Chief Executive Officer

NASPO Cares and NASPO Gives Back

Our commitment to service goes beyond procurement, it's about making a real difference in the communities we serve. From the meaningful local connections fostered through NASPO Cares, to the broader impact of NASPO Gives Back, every effort reflects our dedication to supporting people where it matters most.

Launched in 2017, NASPO Cares began as a way to show appreciation for the cities that host our conferences and events. Over the years, it's become a meaningful tradition that allows us to connect directly with local organizations and support causes that matter to the communities we visit.

Every city has its unique needs. When NASPO visits for a conference, we collaborate with local leaders to find organizations and causes that align with our mission, ensuring our support makes a meaningful and lasting impact.

Whether it's a food bank serving families in need, an educational program helping students succeed, or a community center providing vital services, we focus on causes where our contributions will make a difference.

In 2024, NASPO launched NASPO Gives Back—an organization-wide effort designed to extend our commitment to community support far beyond our conference host cities. This initiative empowers NASPO employees to come together and respond to urgent needs across the country.

NASPO Gives Back is run by a dedicated committee of NASPO employees who volunteer their time to help facilitate and support the selection of causes and charities, ensuring our efforts align with real, immediate needs, and reflect the values of our organization.

NASPO Gives Back focuses on a wide range of support, from disaster relief efforts that help communities recover after storms, floods, or wildfires, to backing local nonprofits that provide vital services for residents in their communities.

We invite our members and partners to learn more about how you can get involved, suggest local charities, or benefit from NASPO's cooperative contracts by visiting [our website](#).



\$318K+
Total Donations



\$75K+
NASPO Cares



\$6K+
NASPO Cares Committee

NASPO
GIVES BACK

\$170K+
NASPO Gives Back

2025 New NASPO Vision, Mission, Values, and Goals

In 2025, NASPO released newly refreshed Vision, Mission, Values, and Goals (VMVG) that will guide NASPO forward into its newest chapter. In May 2025, the NASPO Board and C-Suite met and reflected on who NASPO is, what the organization stands for, and where it's headed. The new VMVG is more than just updated language, it is a commitment to our membership and to the vital work of public procurement. It will inform our decisions, shape our programs, and strengthen our partnerships as we move forward.



VISION

Empowering leaders to shape the future of public procurement.



MISSION

NASPO unites state procurement leaders and delivers collaborative and innovative solutions that generate value and strengthen public procurement nationwide.



VALUES



Service: Everything we do serves our members, states, and the public they represent.

Ethics: We adhere to the highest standards of integrity and professionalism.

Transparency: We operate in an environment that promotes accountability to the members and encourages fair and open competition in public procurement.

Knowledge: We advance the profession by sharing expertise, fostering learning, and promoting innovative best practices in public procurement.

Collaboration: We unite procurement professionals and build strategic partnerships that strengthen public procurement nationwide.



GOALS

Customer Engagement: Provide timely and relevant communications, programs, and solutions to members, stakeholders, and strategic partners.

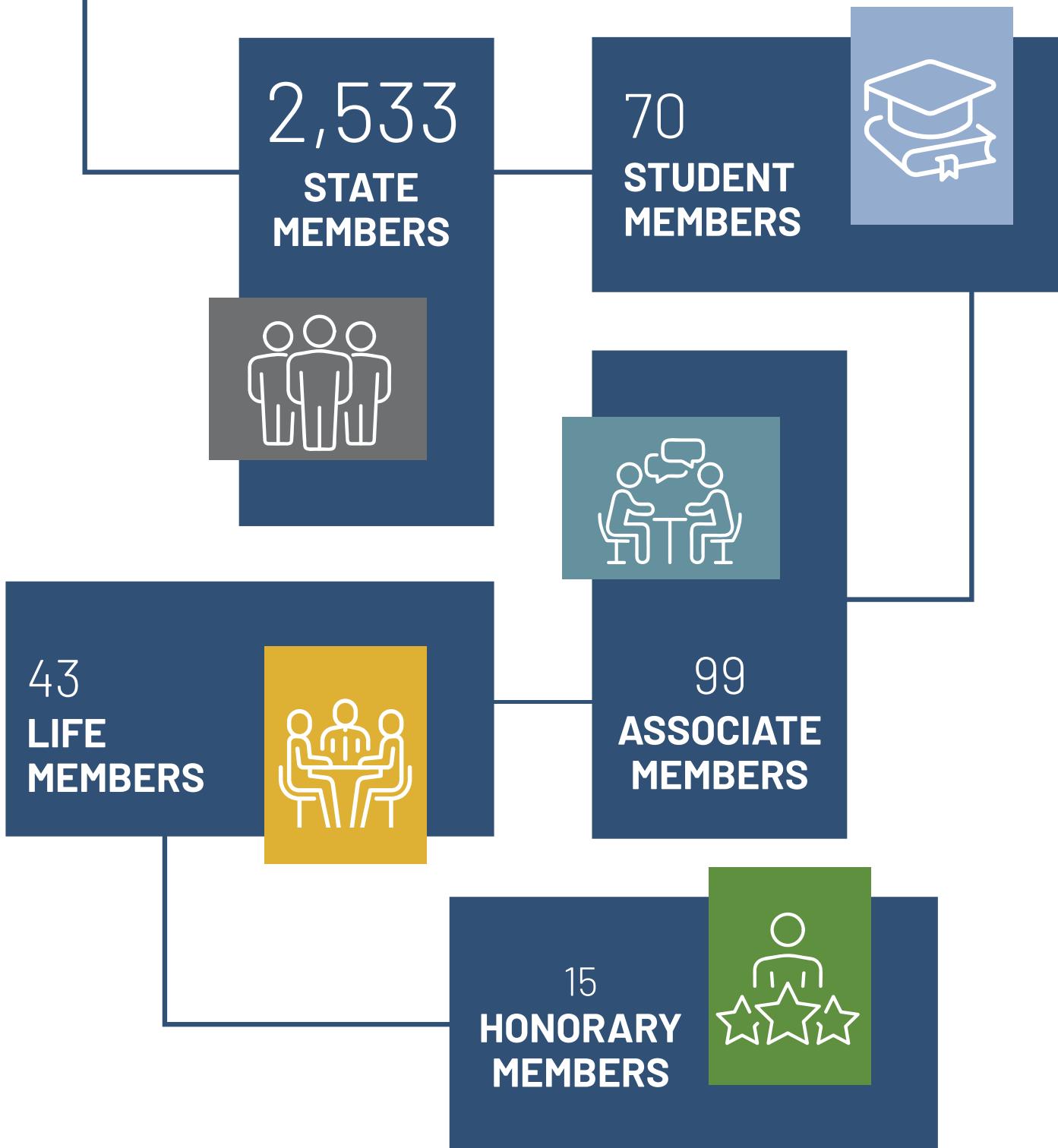
Business Processes: Develop and implement effective tools and practices that ensure a thriving organization.

Professional Development: Create and deliver innovative research, education, and learning opportunities.

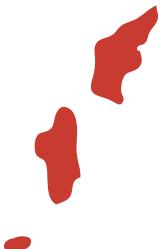
Resources: Effectively manage and maximize resources.

2025 Membership Team Accomplishments

MEMBERSHIP BY THE NUMBERS



American Samoa* Activating Their NASPO State Membership



*SECURING BOTH MEANS NASPO NOW REPRESENTS 100% OF U.S. STATES AND TERRITORIES.



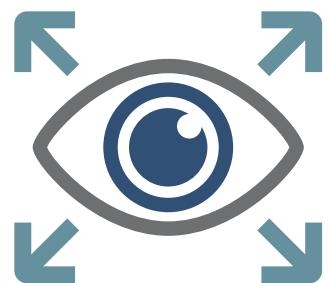
100% Primary Member Engagement

2025 Strategic Partnerships Accomplishments



Attended **35** Academic & Strategic Partner Events

SPEAKING OPPORTUNITIES:
Spoke at **18** Meetings/Conferences Including Webinars



INCREASED VISIBILITY OF THE STRATEGIC PARTNERSHIPS PROGRAM:
Biannual Report
Annual Conference
Partnerships Engagement

ADDITION OF NEW STRATEGIC PARTNERS:
International City/County Management Association (ICMA)
Distributive Education Clubs of America (DECA)
Sustainable Purchasing Leadership Council (SPLC)
Work for America

RELEASED THE PROCUREMENT GUIDE FOR EXECUTIVE AND LEGISLATIVE LEADERSHIP:

Examines the Strategic Value of Public Procurement in State Government



NGA PROMOTIONAL VIDEO:
Showcases Procurement as a Powerful Tool to Deliver on Governor Polis' Let's Get Ready! initiative

Developed the *Public Procurement Spot* Newsletter for Student Engagement



The Executive Development Leadership Program at Michigan State University Featured a New AI-Focused Workshop Titled "From Insight to Impact: Demystifying AI in Procurement through Real-World Practice"



NASPO's partnership approach dates back to 1947, demonstrating nearly 8 decades of successful collaboration. With more than 20 strategic partners working in alignment to achieve shared goals through engagement, support, and unification, each partnership is created to ensure mutually beneficial engagement across all NASPO divisions.

State members should actively engage with opportunities available through NASPO's partnerships to maximize benefits including research participation, intern program involvement, forum attendance, and collaboration on reform initiatives that strengthen public procurement across all levels of government.

DIRECT MEMBER BENEFITS

Research & Knowledge Sharing

- Partners conduct research on behalf of NASPO and collaborate with the Research and Innovation Team, with deliverables including white papers, educational sessions, webinars, blogs, and podcast episodes that address real challenges voiced by state members while leveraging partners' specialized expertise. Examples of research collaboration include NASPO and NASCIO's publication on how states are using AI in procurement, as well as a student research project with Penn State University.

Educational Opportunities

- Partnership Forum:** Biennial forum (next occurring in September 2026) brings together partners, academics, and state officials for collaborative problem-solving.
- Case Competition:** Annual event connecting students with real procurement challenges, presenting case solutions, and building the future talent pipeline.
- Partnership Session:** Annual event at NASPO Annual Conference where academic and strategic partners work together to address scenarios surrounding NASPO's Top 10 Priorities and include collaborative opportunities tackling current state procurement challenges such as

Talent Development

- Expanded Internship program with up to 10 states participating in the program each summer. States can recruit talented interns from local colleges and universities with NASPO funding support. Partners help strengthen both the internship and apprenticeship programs through promotion and best practices.

Recognition & Visibility

- Procurement Impact Award:** Developed in partnership with NASCA and NGA, this award recognizes collaborative state initiatives between procurement offices and agencies while highlighting significant public value and Governor-identified priority projects. In its inaugural year, the State of California won the award focusing on their Generative Artificial Intelligence in Procurement Operations Project. The State of Idaho won in 2025 for Leveraging the Power of Procurement to Support Behavioral Health in Idaho.



STRATEGIC VALUE AREAS

Thought Leadership

- Partners can provide specialized expertise within their areas of focus, while NASPO maintains its position as industry leader on public procurement topics, thus strengthening the profession's credibility and influence.

Marketing & Brand Strengthening

- Working with our partners allows for enhanced NASPO brand visibility through partner networks, increased promotion of ValuePoint contracts to partner memberships, and cross-promotional benefits that expand reach and impact.

Procurement Reform

- Collaboration helps to identify policy reform opportunities and showcasing that the utilization of procurement can help to drive positive governance changes. Our partners can contribute diverse perspectives on reform initiatives.

Resource Optimization

- Having shared resources reduces individual state costs and effort, allows for access to specialized expertise without direct hiring, and the collaborative approach maximizes the impact of limited resources for all those involved.

For State Leadership

- Partnerships deliver tangible value through research, training, and talent development.
- Collaborative approach solves common challenges more efficiently than individual state efforts.
- Recognition programs highlight successful state initiatives and best practices.

For Procurement Professionals

- Access to cutting-edge research and thought leadership.
- Professional development opportunities through forums and educational sessions.
- Networking with diverse partners across public and private sectors.

For the Future

- Strong talent pipeline development through internships and case competitions.
- Continuous innovation through research and collaboration.
- Enhanced profession visibility and career pathway promotion.

2025 Talent Development Accomplishments

This year marked a transformative leap in public procurement talent development, driven by expanded partnerships, national visibility, and record-setting engagement.

We launched historic opportunities through our collaboration with Arizona State University, including new pathways for students to participate in procurement innovation, applied research, and professional learning labs. These efforts strengthened the talent pipeline and elevated public procurement as a modern, future-ready career field.

Strategic sponsorships—including DECA and the TotalForce+ initiative—significantly broadened our reach. Through DECA, we engaged emerging leaders in business, supply chain, and public service, positioning procurement as a competitive, purpose-driven career option for high-achieving students. TotalForce+ allowed us to support a wider community of professionals seeking upskilling and reskilling opportunities, reinforcing NASPO's commitment to career mobility.

Overall, 2025 strengthened our national talent development infrastructure, broadened awareness of procurement careers, and set the stage for deeper innovation in 2026 and beyond.



Partnered with Work for America's Civic Match Program to Help Address the Changing Federal Workforce

INCREASED HIGH SCHOOL ENGAGEMENT:
Sponsored Two High Schools through Ramsey Education's Financial Literacy Curriculum
Sponsored Eight Competitive Events at DECA Focused on Business and Finance



11 Student Interns Placed Across State Offices and One U.S. Territory



10 Scholarship Recipients Selected for NASPO's Academic & Loan Repayment Scholarship Program



Across the Year, We Delivered Presentations and Learning Sessions to More than **1,000** Students, Procurement Professionals, and Stakeholder Groups

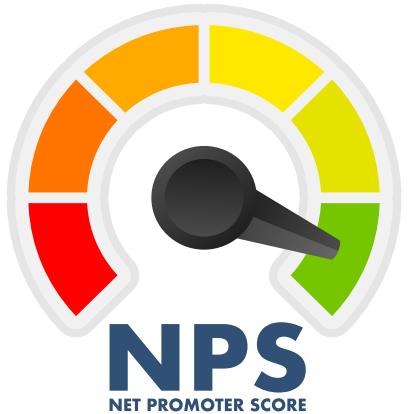
We participated in campus events, guest lectures, advisory consultations, and faculty collaborations. These touchpoints deepened our relationships and ensured that academic programming remains aligned with evolving state procurement needs.

Our Footprint Expanded across **6** Academic Partner Institutions

These ranged from classroom lectures and conference sessions to executive briefings and virtual workshops, each designed to highlight the strategic value of procurement and the importance of innovative workforce development.

2025 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 2025 conferences and events:

- **64 NPS** for Leads Conference
- **71 NPS** for Exchange Conference
- **66 NPS** for REACH Conference
- **80 NPS** for Annual Conference
- **95 NPS** for State Training Coordinators Conference
- **76 NPS** for Law Institute

When asked to indicate "Your Level of Agreement"

with the following statements, nearly 100% 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.



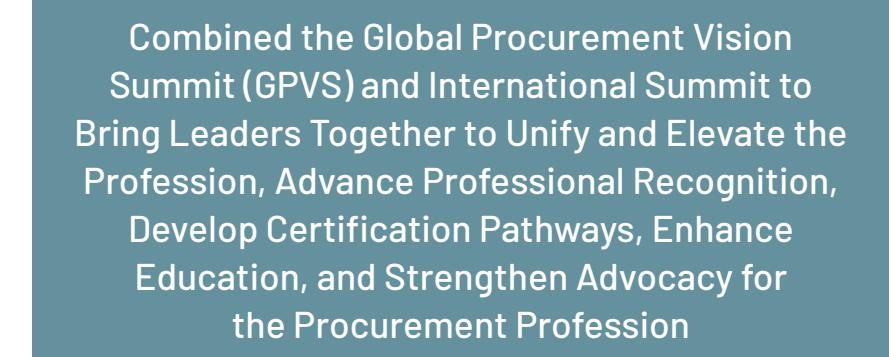
2025 Events Accomplishments



Revamped all Conference Websites to Deliver Visually Engaging, Industry-Standard Designs Incorporating Best Practices and Streamlining the Registration Process for Members and Partners



Expanded the Exchange Conference Audience to include Executive-Level Procurement Professionals from Cities, Counties, Universities, and Colleges to Support Diverse Needs and Identify Cooperative Procurement Solutions



2025 Professional Development Achievements



94,657
Contact Hours Given Away
through Procurement U

Launched New
Procurement U
Partner Program

114
Digital Badges Awarded
through Procurement U

9
New Publications
and Resources

9,631
New Learners Added to
the Procurement U LMS

16
New Courses

75
Net Promoter Score
(NPS) for Procurement U

Held Attorney
Roundtable

2025 Procurement U Accomplishments



AUDIENCE ENGAGEMENT AND IMPACT
Procurement U Delivered over 56,000 Learning Experiences to More than 14,000 Professionals across All Programs and Partner-State Platforms in 2025 Alone

COST SAVINGS AND VALUE

Since March 2021, Procurement U has Provided over **158,000 Free Courses Representing More than 378,000 Hours of Learning and over \$12 Million in Training Cost Savings** for the Entire Public Procurement Workforce



Procurement U Achieved Reaccreditation through the International Accrediting Body IACET



NEW COURSE OFFERINGS

New Self-Paced Courses:

- Introduction to Financial Analysis
- Selecting KPIs in Public Procurement
- Cost and Price Analysis
- Introduction to eProcurement
- In Partnership with InnovateUS:
 - Using Generative AI at Work
 - Scaling AI in Your Organization
 - Responsible AI for Public Sector Legal Professionals (Two-Part Series)

New Instructor-Led Courses:

- Interview Techniques for Public Procurement Offices
- Writing for Impact: Strategic Job Descriptions That Shape Public Sector Talent
- Strategies for an Evolving Supplier Diversity Landscape for Public Procurement (Revamped Class)
- (In-Person at REACH) Procurement U Workshop: AI in Procurement Bootcamp

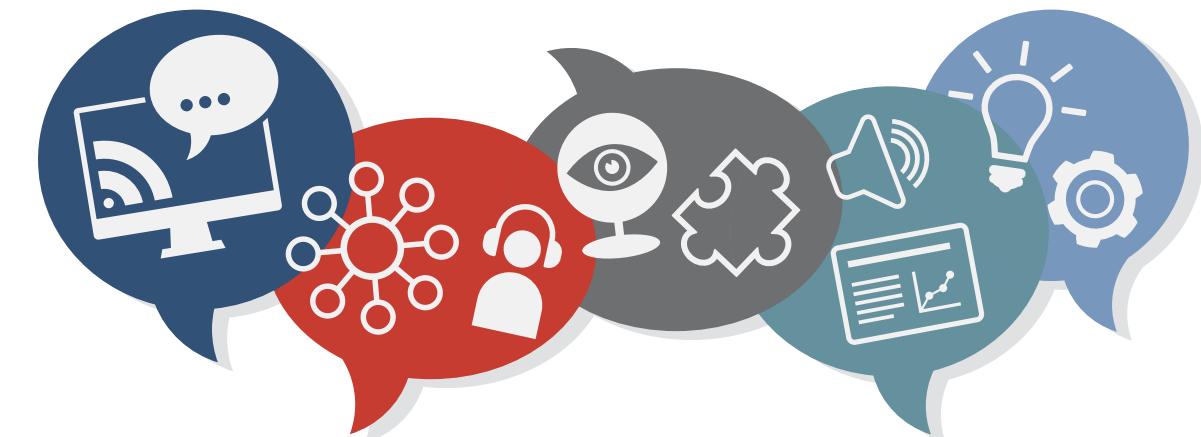
New Sprints:

- Managing P-Card Programs



New Microlearnings:

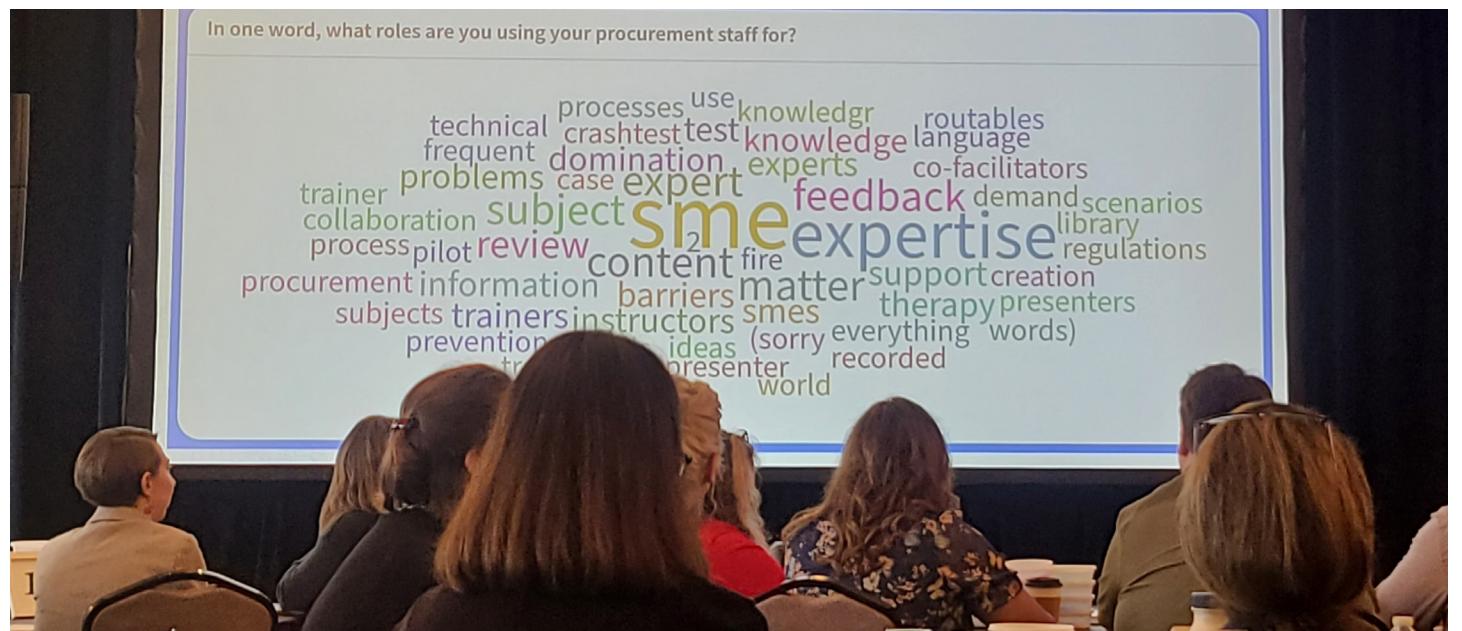
- Understanding Tariffs and Their Impact on Public Procurement
- Navigating Trade Agreements in Public Procurement
- Understanding Learning Curves in Cost Estimates
- Using Price Indexes to Estimate or Compare Prices





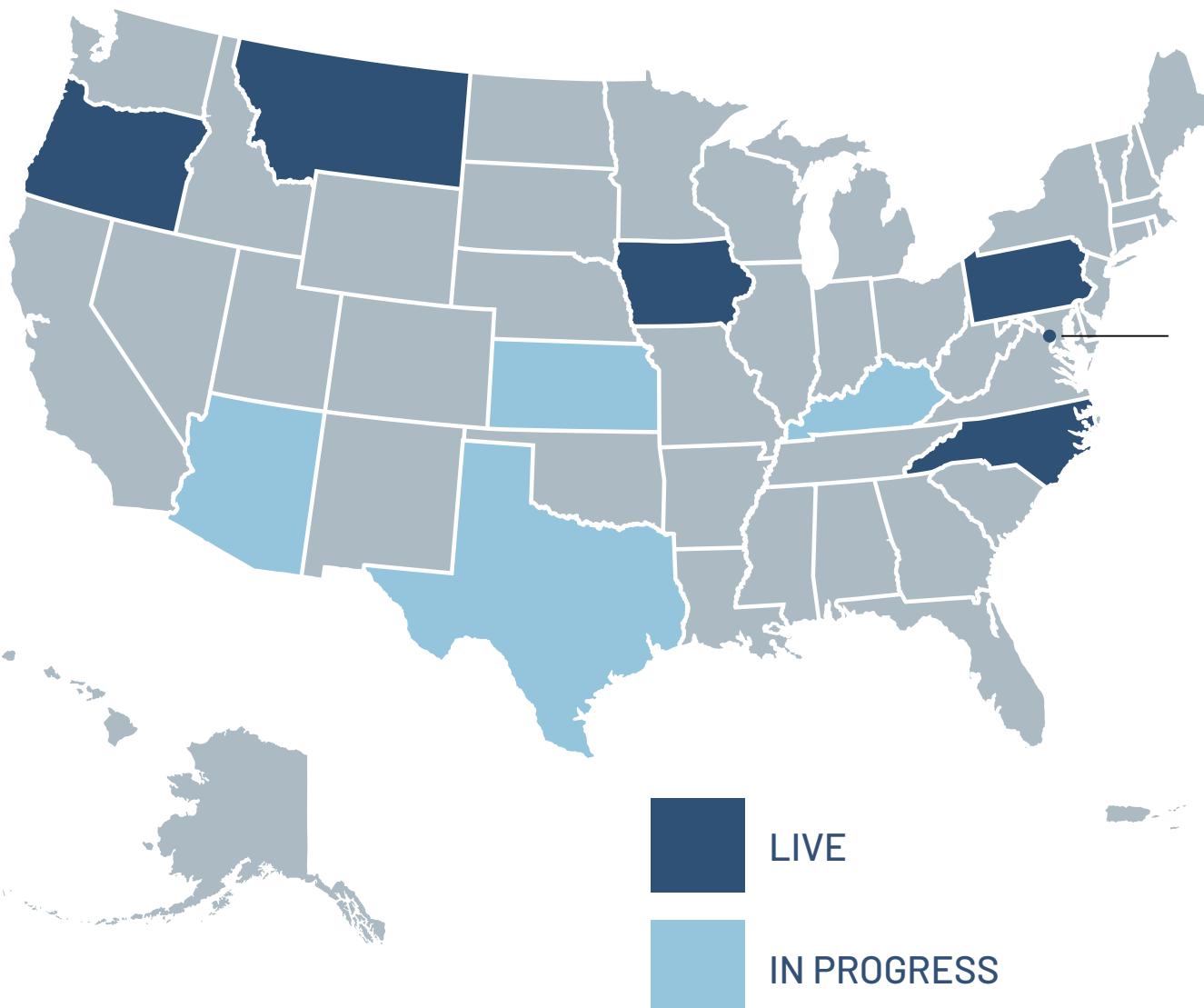
STATE TRAINING COORDINATORS CONFERENCE

Conducted the State Training Coordinators Conference (STCC), including a four-hour pre-conference workshop on maximizing training impact with AI, delivering a highly rated program for state procurement training leaders and earning a 95 Net Promoter Score (NPS)—reflecting world-class attendee satisfaction and value.



PROCUREMENT U PARTNER PROGRAM LAUNCH

Launched the Procurement U Partner Program, a new collaboration initiative that empowers NASPO member states to deliver Procurement U courses directly through their own state-wide training platforms. The program has already reached more than 5,000 procurement professionals, with six states fully implemented and five more actively onboarding. Additional states and territories are exploring participation for 2026 and beyond, expanding the program's impact nationwide.



2025 Research and Innovation Accomplishments



Released **15** Publications



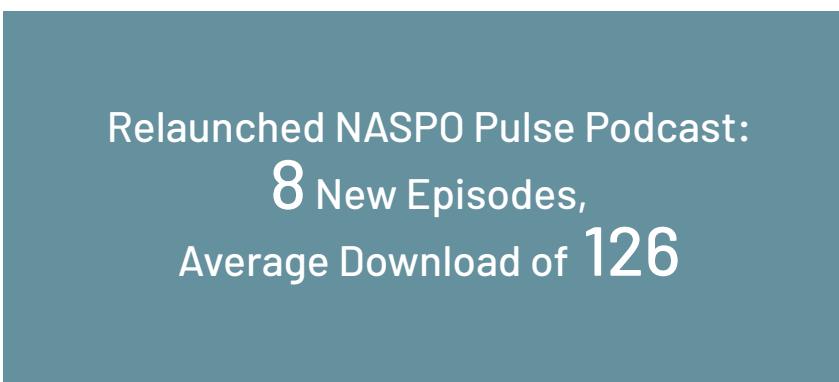
Hosted **10** Webinars with Average Attendance of **126**



Published **14** Blog Posts



Responded to over **65** Member and Strategic Partner Inquiries



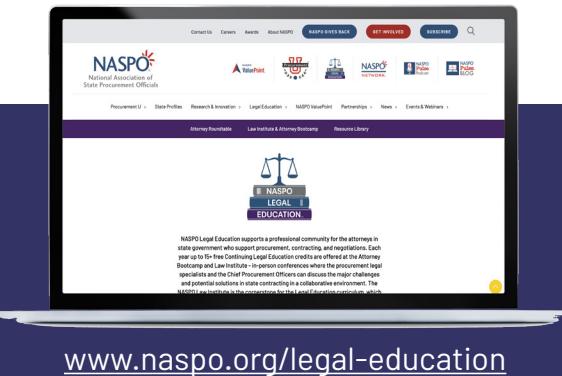
Relaunched NASPO Pulse Podcast:
8 New Episodes,
Average Download of **126**



Conducted **4** Focus Group Sessions



2025 Legal Education Accomplishments



Legal Education got a new look and a new website in 2025!

On the website you will find easy access to Law Institute and Attorney Bootcamp information, past editions of the Legal Beat quarterly newsletter, and resources and research on government contracting law and procurement law.



New Logo and Colors for Legal Education Were Released!



NASPO
Law Institute™

2025 Law Institute and Attorney Bootcamp were held in Savannah, Georgia, November 4-6. We welcomed 130 state attorneys and 18 Chief Procurement Officers for three days of procurement-specific legal education and networking. The Attorney Bootcamp program graduated 48 new attorneys, the Spark Sessions led by state attorneys were a hit, and we revealed our 2026 location—Salt Lake City, Utah! Save the Date for November 3-5, 2026!

The second Attorney Roundtable was held in Salt Lake City, bringing together five attorneys from the private sector and five attorneys from the states to discuss software as a solution (SaaS) contracting, cloud agreements, and how to navigate the newest challenges of contracting in state government in the IT space.

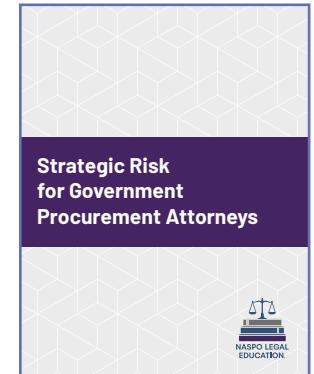


Monthly Attorney Calls for Learning, Networking, and Partnering Among the Community of Attorneys Who Support Central Procurement in the States

Including Guest Speakers, Relevant Topic Discussions, and Brainstorming with Best Practice Sharing Among Members

THE STRATEGIC RISK PAPER WAS PUBLISHED

Explaining Government View of Risk, the Challenges of Contracting with the Government, and Offers Best Practices and a Checklist for Attorneys, Private or Public, Working on Government Supplier Agreements



Offered a Webinar on Accessibility in Technology Regarding the April 2026 Digital Accessibility Deadline for State Governments Which Led to a Session at Law Institute to Educate Further on This Topic

PLANNED AND PRESENTED SEVERAL CONFERENCE SESSIONS:

"Strategic Risk: Appetites in Public Procurement" at NASPO Exchange

"How to Work with Your Legal Department" at REACH A Session at the GovRAMP CyberSummit on Cybersecurity and Working Together for Better Outcomes



2025 UPPCC Accomplishments

FROM FALL '24 AND SPRING '25 WINDOWS:

311 New CPPBs (Up 23% YOY)

147 New CPPOs (Up 93% YOY)

20 NASPO Members Certified
Fall 24/Spring 25

Updated Body of Knowledge &
Competency (BoK-C) in 2025



2025 NASPO ValuePoint Accomplishments



NASPO ValuePoint Portfolio Growth:

Awarded Three (3) New NASPO ValuePoint Portfolios

- Debris Removal and Monitoring Services
- Rescue and Public Protection Equipment
- Unarmed Security Guard Services

Combining Portfolios to Reduce Overlap:

- Procurement Assistance and Support Services (PASS)
 - Combined: Procurement Acquisition Support Services + IT Research & Advisory Services
- Cloud and Software Solutions
 - Combined: Cloud Solutions + Software Value Added Reseller (SVAR)



Refreshed Exams &
Aligned Prep Resources
after BoK-C Update

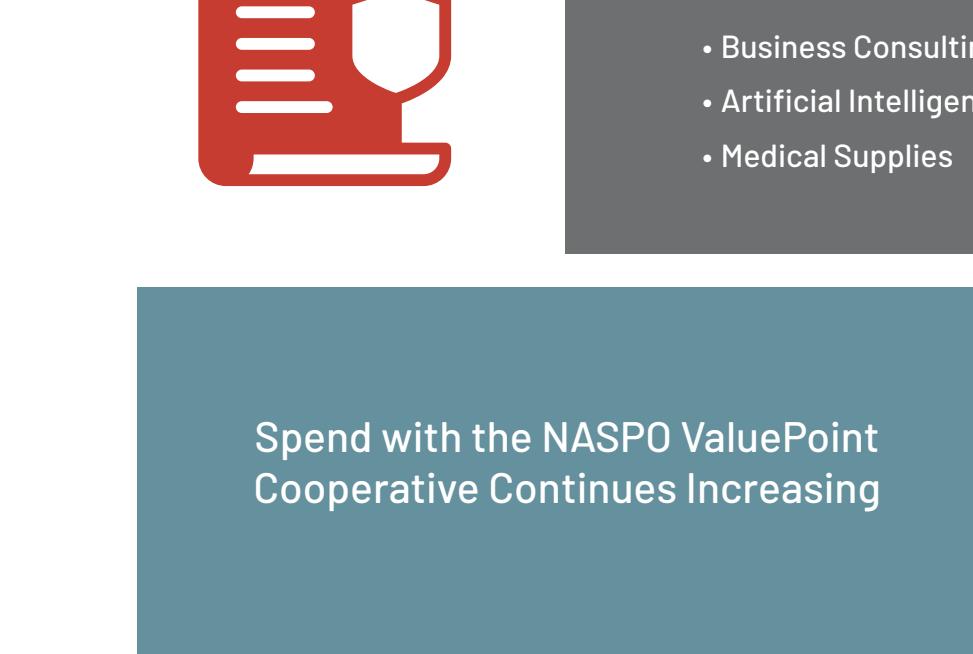


Working on New Portfolios for:

- Business Consulting Services
- Artificial Intelligence (AI) Consulting
- Medical Supplies



Significant Growth Opportunities
Continue in Canada



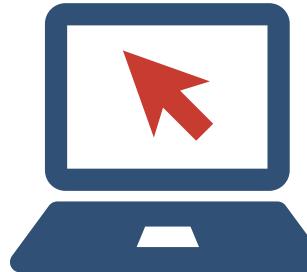
Spend with the NASPO ValuePoint
Cooperative Continues Increasing

Increased Member Engagement:

Increased Participation with Member States
Serving as Lead States and on Sourcing Teams
With NASPO ValuePoint.

Added Three (3) New Lead States:

- New York
- North Carolina
- South Carolina



- Enhanced Portfolio Tracker on the naspovaluelpoint.org Website to Provide More Timely and Detailed Information on the Status of Solicitations
- Increase Transparency on Portfolio Status and Timelines



NASPO ValuePoint Executive Council:

Council More Fully Engaged on NASPO Regional Calls,
Highlighting Updates and Reporting on Progress and
New Initiatives

Chair and Vice-Chair Also Participated in Session
at 2025 Leads Meeting

Enhanced Supplier Engagement Efforts Supporting NVP Suppliers:

- Updated the Supplier Toolkit and Resources for Awarded Suppliers
- Onboarded 77% of NASPO ValuePoint Suppliers into the eMarketPlace
- Hosted Nine (9) Portfolio Kickoffs



Implemented the New NVP Administrative Fee Structure:

- Will Enhance the Overall Growth of the NASPO Organization
- Increase Services and Resources Extended to Members, Public Entities, and Suppliers



Operational Progress:

- Increased Supplier Compliance with Detailed Sales Reporting Requirements to 82%
- Updated Ts & Cs to Mitigate the Impact of Tariffs and Price Changes
- Piloting Alternatives to NASPO ValuePoint Lead State Model and Also the Admin Fee Structure



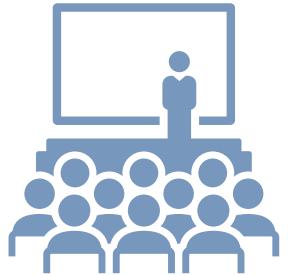
Technology:

Improvements in our Sales Reporting Tool Has Increased Detailed Sales Reporting to Approximately 82% (Last Four-Quarter Average) From Around 50% in 2023

Supplier Development Workshop:

- Re-Launched Supplier Development Workshop
- The Workshop is a One-Day, Comprehensive Supplier Development Workshop Including Hands-On Training and Deep Dives into Core Business Planning Modules
- Attendees Gained Strategies and Real-World Insights and Best Practices to Take Their Government Sales to the Next Level

2025 NASPO Awards



Expo and Event Presence

- Increased State Procurement Event Attendance by Two (2) States and Presented at One (1)
- Had Presentations at over Half of the State Engagements in 2025
- Elevated Booth Presence with More Upscale Layout and More Customized Materials for the Event Vertical, Location or Both



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

2025 Cronin Award Winners:



MASSACHUSETTS

Smarter Service, Safer Contracts: Transforming State Procurement with Dual AI Agents



MASSACHUSETTS

Improving Supplier Relationship Management with Multi-Supplier Business Reviews



NORTH CAROLINA

PAC-a-Palooza: Preparing Interns for Public Procurement Service

2025 Cronin Award Finalists:



FLORIDA

Supplier Engagement



MICHIGAN

RAMP UP! to Success for New Buyer Training and Retention



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

KYLIE CARTER, Procurement Training Manager, Illinois

Kylie's peers said her dedication, strategic mindset, and commitment to excellence have consistently driven outstanding results. Kylie has led the Illinois Procurement Training Academy's growth from a single course to multiple online and in-person opportunities and a library of instructional videos.



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 IDAHO, Leveraging the Power of Procurement to Support Behavioral Health in Idaho

Idaho's transformative 2021 Idaho Behavioral Health Plan (IBHP) procurement redesigned behavioral health service delivery by combining previously separate Medicaid and non-Medicaid funding, introducing comprehensive crisis care, and transferring state services to managed care.



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

WINNER

THOMAS WILSON, Procurement Instructional Designer, Colorado

Thomas's Primary Member said his ability to translate complex policies and statutes into clear, engaging, and practical content makes him a go-to resource for staff at all levels. Thomas has offered his expertise in developing Colorado's first-ever procurement training policy and transitioning live webinar courses to online, on-demand formats.



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

WINNER

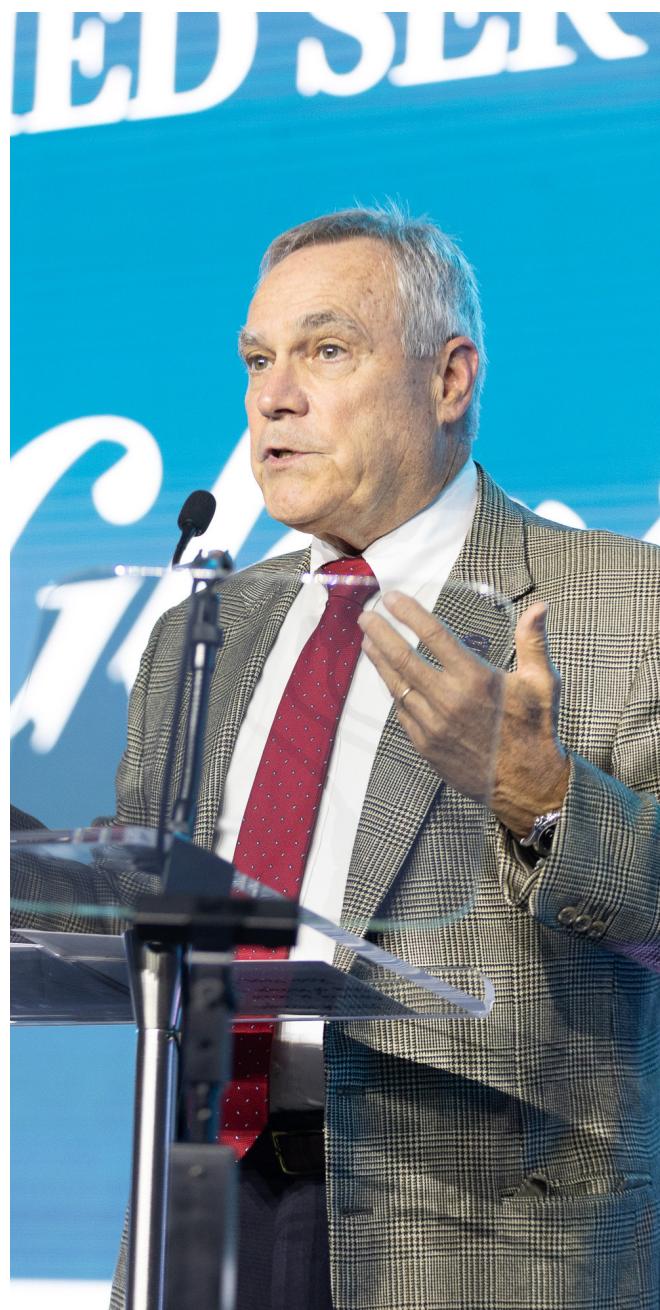
COMMONWEALTH OF MASSACHUSETTS AND NORTHEASTERN UNIVERSITY

Together, the Commonwealth of Massachusetts and Northeastern University's Burns Center for Social Change developed high-impact, ethical AI tools: one to assist with procurement policy questions and another for contract redlining—saving time, increasing consistency, and enhancing service delivery in a mission-critical area of government operations.



ROBERT (BOB) GLEASON is the Director of Procurement for Broward County, Florida, the 17th largest county in the nation with more than 1.9 million residents. He has also served as Chief Procurement Officer for the States of Maryland and Virginia. His long-standing commitment to the profession includes service on the NASPO and UPPCC Boards, participation in key committees and task forces, and contributions at training conferences. Today, that commitment continues through NASPO's Life and Honorary Community and the Procurement Professionals Alliance Work Group.

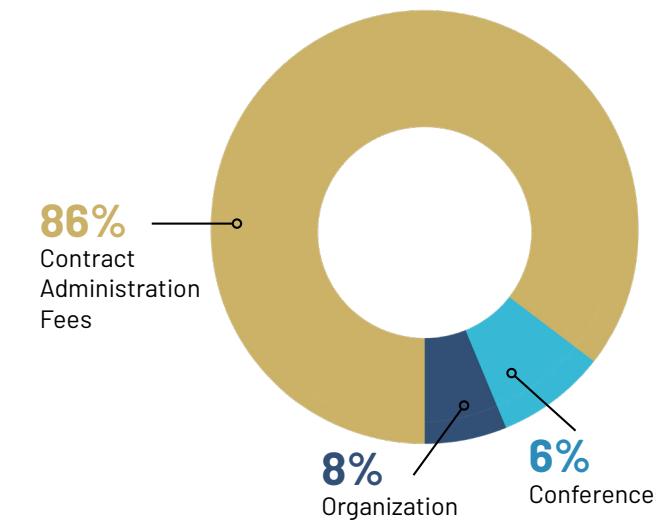
He embodies the high standard of service to NASPO and public procurement that Giulio Mazzone championed. His efforts have significantly elevated the recognition of public procurement through NASPO, the states he has served, and nationally. Peers describe him as humble, steady, and consistently advocating for the procurement profession. His dedication to procurement sets a high bar and encourages others to reach for excellence in their own careers.



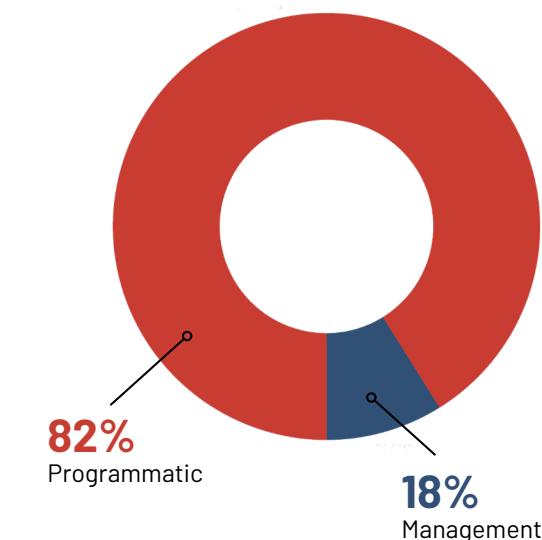
The Giulio Mazzone Distinguished Service Award recognizes service on a continuing exemplary basis to the public procurement profession.

2025 NASPO Finances

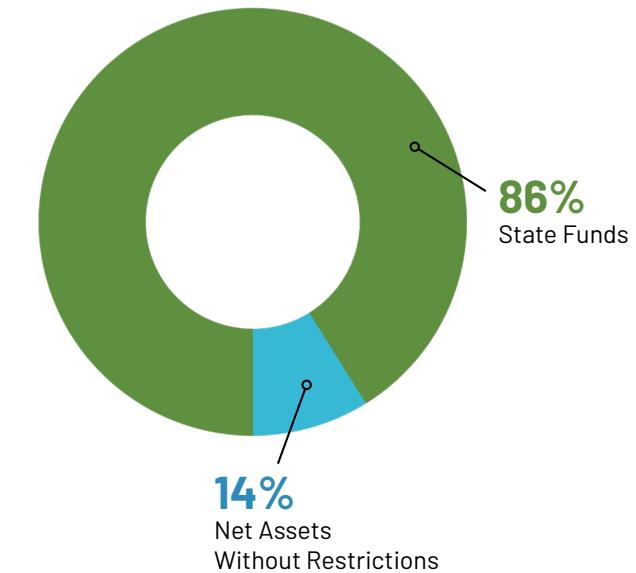
TOTAL REVENUE



TOTAL EXPENSES



BREAKDOWN OF NET ASSETS





Procurement Professionals Alliance

Elevating the industry. Unifying the profession.

Values:

Integrity, Knowledge,
Collaboration, Professionalism,
Inclusiveness, Accountability



2025 PPA Accomplishments



Launch of an Organization

In August 2025, PPA Conducted a Soft Launch—Opening Membership to Existing NASPO Members

In January 2026, PPA Opened PPA Membership to All Procurement Stakeholders, Institutions, and Private Sector Procurement Professionals



Membership Benefits Valued at \$16,500 Including:

- Access to Procurement U
- Access to PPA Community
- Monthly Newsletter Sharing Insights, Opportunities, and Updates.

Further Accomplishments:

- PPA Membership Strategy Finalized
- PPA Communications Plan Finalized
- PPA Brought on over 12 New Staff Members, Including a Business Development and Growth Team
- NASPO/PPA Shared Services Continue
- Launch of PPA Website
- Launch of PPA Association Management System
- Successful PPA Soft Launch in August 2025
- PPA Partnerships Developed
- PPA Offers the High Performance Leadership Academy
- PPA Attends over 20 Tradeshow and Conferences
- PPA and RFxPremier Logo Rebrand



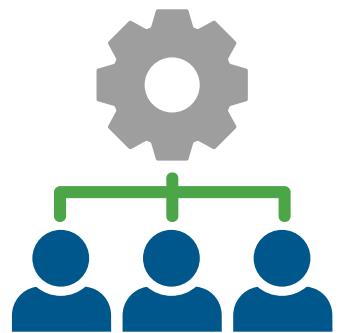
PPA Launch

PPA Boasts over 9,000 Members—Comprised of Students, Individuals, and Institutions



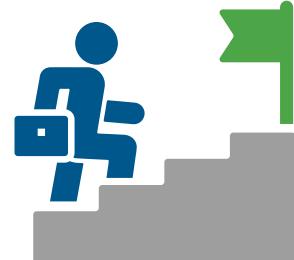
Leadership

The PPA Board Includes:
Delbert Singleton, Chair
Lindle Hatton, Vice Chair
Jennifer Salts, Secretary



Jaime Schorr Leads PPA as the Chief Growth Officer

2025 RFxPremier Accomplishments



Vision, Mission, Values, and Goals
Approved and Available on
rfxpremier.org

Portfolios

- More Than 9 portfolios in Place by 2025
- Admin Fees Earned in Q2, Q3, and Q4



RFxPremier Staff Developed Strategic Plan Aligning with PPA and NASPO Plan
Staff Attended Conferences, Events, Developed Relationships, and Working towards Partnerships with Key Groups

Contract Portfolios

- Specialized Fleet Vehicles for Municipal Operations, OEM Parts, and Service
- Uniform Management and Laundering Services
- Sports Uniforms and Consumables
- Digital Fundraising Platform
- Pavement Marking Tape
- Background Screening Services
- Emergency Vehicle Upfitting Parts and Accessories
- Transcription Services
- *Law Enforcement and Fleet Vehicles
- LuxMist - Outdoor Cooling and Seasonal Heating Solutions

Solicitations

- Integrated Smart Classroom Equipment and Services
- Self-Contained Breathing Apparatus (SCBA)
- Fire and Rescue Equipment
- Event Management and Venue Services
- Industrial Kitchen Supplies
- AI-Powered Workflow Mapping and Analytics Services
- AI-Powered Governance and Compliance Management
- Mobile Command Units
- Vehicle Upfitting Sales and Installation
- Data Communications
- Firefighter Body Armor and Ballistic Products
- Sports Analysis Software and Hardware



2025 NASPO BOARD OF DIRECTORS



Deborah Damore
President
State of Vermont



Sherri Maxwell
President-Elect
State of Colorado



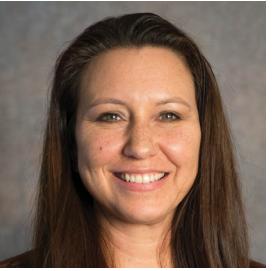
Steven Berg
Secretary/Treasurer
State of South Dakota



David O'Neal
NASPO ValuePoint
Executive Council Chair
State of North Carolina



John Thomas
NASPO ValuePoint
Executive Council
Chair-Elect
State of Montana



Angela Shell
Director-at-Large
State of California



Bobby Pounds
Director-at-Large
State of Texas



Mike Perry
Director-at-Large
State of Tennessee



Nancy Hapeman
Director-at-Large
District of Columbia



Jared Ambrosier
Director-at-Large
State of Michigan



Windy Aphayrath
Division Director
Director-at-Large
State of Utah

2025 COMMITTEE LEADERSHIP

CONFERENCE AND EVENTS COMMITTEE

Chair: Bobby Pounds, Texas

EXECUTIVE COMMITTEE

Chair: Deborah Damore, Vermont

PROFESSIONAL DEVELOPMENT

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

FINANCE COMMITTEE

Chair: Steve Berg, South Dakota

EMERGING LEADERS COMMITTEE

Chair: Will Camp, Michigan

ADMINISTRATION COMMITTEE

Chair: Sherri Maxwell, Colorado
Vice Chair: Jared Ambrosier, Michigan

MAZZONE COMMITTEE

Chair: Michael Jones, Honorary Member

CRONIN AWARD COMMITTEE

Vice Chair: Nancy Hapeman, District of Columbia

CHIEF EXECUTIVE LEADERSHIP TEAM

Lindle Hatton, Chief Executive Officer, NASPO

Jessica Burton, Deputy Chief Cooperative Procurement Officer, NASPO

Kristine DeWitt, Deputy Chief Conferences and Events Officer, NASPO

Brice Fiske, Interim Deputy Chief Procurement Officer, PPA

Priscilla Gandy, Deputy Chief Conferences and Events Officer, NASPO

Susan Gonzalez, Chief Conferences and Events Officer, NASPO

Jordan Henson, Deputy Chief Learning Officer: Procurement U, NASPO

Courtney Iversen, Deputy Chief Strategy Officer, NASPO

Justin Kaufman, Chief Legal Officer, NASPO

Solomon Kingston, Chief Cooperative Procurement Officer, NASPO

Dan Kruger, Chief Strategy Officer, NASPO

Dan May, Deputy Chief Strategy Officer, NASPO

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

Matthew Oyer, Chief Learning Officer, NASPO

Laura Powell, Deputy Chief Human Resources Officer, NASPO

Jennifer Salts, Chief of Staff, NASPO

Jaime Schorr, Chief Growth Officer, PPA

Dan Stadnyk, Chief Financial Officer, NASPO

Fay Tan, Deputy Chief Legal Officer, NASPO

NASPO STAFF

Alexa Adams-Robertson, Research Coordinator
 Kimberly Alvarez-Estrada, Cooperative Portfolio Coordinator
 Joel Atkinson, Cooperative Portfolio Manager
 Teddy Ayele, Salesforce Administrator
 Shaquasia Barksdale, Partnerships Manager
 Lauren Bonkowski, Accountant
 Rachel Bowling, Director of Human Resources and Risk Management
 James Bregenzer, Director of Online Services
 Eliza Brian, Junior Graphic Designer
 Tyler Brown, eProcurement Subject Matter Expert
 Teressa Caldwell, Contract Compliance Auditor
 Tanya Campbell, Supplier Engagement Manager (SEM)
 Felisha Canillas, Conference and Events Planner
 Richard Carlson, Director of Contract Compliance and Reporting
 Jared Chaney, eProcurement Subject Matter Expert
 Abbi Chittenden, Cooperative Portfolio Manager
 Tia Corbett, Senior Cooperative Portfolio Manager
 Kelsey Craig, Director of Event Education
 Gary Crow, Senior Budget Analyst
 Robin Cuevas, Conference and Events Planner
 Kate Davila, Creative Accounts Director
 Matthew Davis, IT Operations Manager
 Katherine Farias, Administrative Assistant
 Lauren Fettinger, Conferences and Events Coordinator
 Lauren Fields, Accountant
 Stephanie Gale, Director of Instructor-Led Training
 Kinzie Gaunce, Director of Content Management
 Samantha Gerard, Director of eLearning

Micah Gibson, Communications Coordinator
 Kathryn Gray, Government Policy Research Coordinator
 Maya Griffin, Director of Membership
 Becky Gourde, Curriculum Program Manager
 Hope Green-Brooks, Communications Coordinator
 Ricky Harcey, LMS Administrator
 Beth Harrison, UPPCC Project Coordinator
 Jack Heffernan, Research Coordinator
 Eric Hellen, Director of Business and Data Analytics
 Adam Herd, Legal Counsel
 Katie Hines, Project Manager
 Stephanie Hoke, Senior Accountant
 Alex Hughes, Senior Video Producer
 Nicholas Hughes, Senior Cooperative Portfolio Manager
 Clayton Knight, Event Technology Manager
 Tabitha Labrum, Design Coordinator
 Esther Lake, UPPCC Certification Manager
 Christine Lambino, Senior Project Manager
 Megan Lancaster, Director of Research and Innovation
 Bart Lemmon, Director of Strategic International Initiatives
 Maggie Lind, Learning and Development Coordinator
 Ronda Maass, Creative Account Lead for Conferences and Events
 Brandon Martin, Cooperative Portfolio
 Lorna Martin, Education Program Coordinator
 Sydney McEntee, Conference and Events Coordinator
 Julia McIlroy, Procurement Content Manager
 Rylan Milnes, Data Analyst
 Kevin Minor, Director of Video Solutions
 Isabel Moncada, Conference and Events Planner
 Angie Negley, Supplier Engagement Manager
 Neha Nehru, Director of Data Analytics

Amy Olds, Cooperative Portfolio Coordinator
 Kaisha O'Neil, Conference and Events Planner
 Amy Pfaffenbach, Conference and Events Planner
 Abigail Poole, Procurement Research Manager
 Lee Ann Pope, Director of Administrative Services
 Yvette Poveda, Payroll Accountant
 Chris Price, Supplier Engagement Manager
 Laxman Ramireddy, Data Architect
 Abigail Raymond, eMarketPlace Administrator
 Emily Robinson, Senior Procurement Training Manager
 Lydia Ruiz, Senior Corporate Paralegal
 Caitlyn Simmons Flory, Senior Conference and Events Planner
 Nandini Singh, Marketing Coordinator
 Megan Smyth, Director of Legal Education
 Kelly Stein, Creative Account Lead for NASPO Programs
 Chadwick Stephens, Research Manager
 Reed Stevens, Research Project Manager
 Derrick Strand, UPPCC Executive Director
 Natalie Tankersley, Procurement Talent Development Specialist
 Kaitlyn Thomas, Training and Development Specialist
 Sky Toland, Senior Instructional Designer
 Anna Totzke, Cooperative Portfolio Coordinator
 Alonna Vinson, Cooperative Portfolio Manager
 Maggie Wall, HR Generalist
 Dana Warth, Membership Manager
 Bryce White, IT Support Specialist
 Brandi Willard, Director of Strategic Initiatives
 Carrie Williams, Office Manager
 Jason Yost, Controller

PPA STAFF

Ryan Blankenship, Business and Market Research Analyst
 Anita Chism, Deputy Chief Administrative Officer
 Joshua Descoteaux, Business Development & Growth Representative
 Heather Drymon, Director of Membership
 Nicholas Hultquist, Business Development & Growth Representative
 Chad Gonzales, Cooperative Portfolio Manager
 Michelle Johnson, Cooperative Portfolio Manager

Matthew Limoges, Cooperative Portfolio Manager
 Tyler Kennedy, Events Logistics and Membership Support Coordinator
 Stevenson Pierre-Louis, Business and Market Research Analyst
 Daniel Rankin, Business Development and Growth Representative
 Amy Tartaglia, Business Development and Growth Representative
 Thomas Wilson, Director of Educational Programs
 Jennifer Zepeda, Cooperative Portfolio Manager



