

February 21, 2014

## PSC Staff News: PSC Instructs NAEP Procurement Academy

Charlene Lydick, the PSC's Director of Procurement Operations, taught a number of subjects at the recent National Association of Educational Procurement (NAEP) Procurement Academy. Held in New Orleans in February, the Academy spanned 2-1/2 days and focused on Foundation – Tier 1 of a three-tier program. Foundation topics are structured for individuals launching a career in higher education procurement (generally, about one-three years of purchasing experience). Foundation learning objectives are to teach participants to:

- Describe the components of the basic procurement cycle.
- Recognize ethical expectations and obligations of procurement professionals.
- Understand basic concepts of contract law, elements of a contract, contracting authority, and working with legal counsel.
- Develop commodity knowledge and basic sourcing strategies.
- Understand the basic elements of conducting RFX's.
- Identify procurement practices that support diversity and sustainability.
- Recognize the major risks associated with procurement in higher education.
- Explain the value of good supplier relationships. (See article, next column!)
- Assess methods of providing excellent customer service to internal and external customers.
- Develop a procurement career plan of action that provides direction for three to five years.

Along with co-presenters from Berkeley and The Ohio State University, Charlene presented Procurement Cycle, Ethics & Values, Commodity Knowledge & Sourcing, and Valuing Diversity & Sustainable Practices.

We're pleased that NAEP seeks out the expertise of our staff in teaching to new procurement staff from across the country. Thank you, Charlene, for your service to the profession!

## What is CU EthicsLine?

CU EthicsLine provides a way to anonymously report concerns involving fiscal misconduct, violations of state or federal law, serious or recurring violations of university policy, or gross waste of university funds or property.

The reporting service is provided by EthicsPoint, an independent company that provides similar services for hundreds of companies and universities. Options for 24/7 reporting are via a toll-free phone number (1.800.677.5590) or online ([www.Ethicspoint.com](http://www.Ethicspoint.com)).

## PSC Open House Registrations on a Rise

Don't miss the traditional PSC Open Houses that accompany Procurement Month. Open Houses provide a great opportunity for you to meet with staff from the PSC and Finance & Procurement Business Services (including the FinPro Help Desk), as well as reps from the University's strategic suppliers. You can discuss your department's procurement needs ... learn what's new ... and have fun.

Registration is available from the PSC home page at [www.cu.edu/psc](http://www.cu.edu/psc). See you there!

## Making the A-List: CU Knows Supplier Relationship Management

What is Supplier Relationship Management (commonly known as SRM)? It's a comprehensive and calculated approach to engage all parts of the supply chain.

For the PSC, SRM focuses on driving supplier performance in accordance with goals established at the campus, department, and category level. SRM strategy covers planning, communication, business practice, methodology ... and a host of other intricacies in supply. When implemented successfully, SRM creates a synergistic collaboration between organization and suppliers.

How has CU developed this win-win association with our suppliers? We understand that the goal isn't to save one more penny at the expense of long-range relationships, quality, consistency, innovation, forecasting, efficiency, good inventory management, and attention to sustainability – to name just a few strategic factors. In fact, we recently hosted one of our (very) strategic suppliers, Staples, at a PSC staff meeting for an active discussion on SRM. Our Staples partner gives CU an A-rating ... at the top of his list of 2,000 larger customers.

One indication of the importance that the PSC places on SRM is evident in our organizational structure. Under the guidance of Strategic Procurement Director Michael Fox, we have a dedicated team in:

- Duane Tucker, Supplier Relationship Manager, [Duane.Tucker@cu.edu](mailto:Duane.Tucker@cu.edu) (303.764.3453), and,
- Kathy Chang, Supplier Relationship Specialist, [Kathy.Change@cu.edu](mailto:Kathy.Change@cu.edu) (303.764.3465).

Questions about all this? Contact Duane, who is always happy to talk SRM processes and benefits.

## Have You Signed Up?

PSC Open Houses are just around the corner. Registration is just around the web, on the PSC home page at [www.cu.edu/psc](http://www.cu.edu/psc).