From "National Cooperative Procurement Partners <info@ncppassociation.org>" <info@ncppassociation.org>
Subject **Congratulations to our Week Five Team Award Winners!**
To "rob.price@bvsd.org" <rob.price@bvsd.org>
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NCPP The Professional Association for Cooperative Procurement NEWS

Leverage NEW NCPP Benefit by Posting to the Job Board

Is your team hiring for roles that may be in our membership? Or, maybe you're the one looking to make a job change? Take advantage of NCPP's Job Board to reach qualified candidates!

Members are invited to post company openings for free on the NCPP website. Browse open positions in the public and private sectors and from all sides of the procurement industry - supplier, buyer or cooperative.

Leverage this member benefit today! Post a job by logging in to your NCPP account or email job listings to info@ncppassociation.org. The Job Board goes live Monday, April 6!

NCPP Supplier Highlight

GovDeals® A Liquidity Services Marketplace

GovDeals is your trusted surplus partner! We provide a compliant, end-to-end auction solution designed for government

and education agencies, helping you sell surplus inventory efficiently and earn higher returns through true market value.

GovDeals is a proud strategic supplier partner

DRUM ROLL PLEASE... Above & Beyond Team Winners!



City of Richmond, VA

The City of Richmond Department of Procurement Services is transforming into a model of innovation, accountability, and professional excellence under the leadership of Director Rene Almaraz. In FY25, the department processed over 30,000 procurements and

with NCPP; offering members direct access to an experienced online auction platform to sell surplus items and equipment. NCPP members can access the GovDeals marketplace with no upfront costs and annual fees.

Built to provide personal, hands-on support, GovDeals' service includes a locally assigned Account Manager and Business Development Manager, along with a deep commitment to assistance from our dedicated support teams. By selling with GovDeals, we provide:

· Transparency: an auction environment with easily accessible results for one full year after the auction.

· Accountability: robust reporting and a continuous audit trail that are accessible in perpetuity.

· Expertise: access to consultative services including proven online auction best practices and strategies.

· Risk Mitigation: buyers vetted against U.S. and International government restricted party lists.

· Customization: a URL specific to your auctions and ability to monitor and manage auctions in real time.

· Targeted Marketing: extensive, free marketing outreach to targeted bidders tailored to fit your selling needs.

Start your surplus partnership with GovDeals today.

Follow NCPP on LinkedIn

NCPP provides regular updates on LinkedIn - with new educational materials, conference announcements and shout-outs to our members. Follow the National Cooperative Procurement Partners Association to obtain updates in-between these monthly newsletters.

with a total spend of more than $350 million while implementing structural improvements designed to modernize how a city procurement office operates. Major success stories include the successful OpenGov implementation that expanded agency autonomy and transparency, and the ongoing transition to electronic bonds to reduce administrative burden and modernize contractor engagement. The department created a formal onboarding program, launched citywide annual procurement training, and is investing in education through the department's new instructional designer. These accomplishments contributed to Richmond earning the national Achievement of Excellence in Procurement Award for the second consecutive year and the Virginia Association of Governmental Procurement Leading Light Award.

What sets Richmond apart is a deliberate, Director-driven strategy to build institutional capacity through targeted hiring and professional investment. Under Rene's leadership, the department added a Business Relationship Manager to strengthen partnerships with contractors and the business community through supplier events and workshops; an instructional designer to professionalize internal and agency training; a Project Manager to improve reporting and operational efficiency; a P-Card Manager and P-Card Management Analyst to strengthen analytics and oversight; two technical writers to elevate the quality of statements of work; and a Strategic Contract Management team dedicated to auditing and continuous improvement. These hires are not incremental; they represent a structural redesign of how procurement supports the City. Combined with supplier outreach initiatives, prevailing wage training, digital workflow reforms, and expanded performance metrics, the Richmond team demonstrates a rare commitment to continuous improvement, knowledge sharing, and ethical stewardship. The department's work strengthens public trust, builds professional capacity, and creates a scalable model for modern municipal procurement. As a unified team operating with integrity, innovation, and leadership, the City of Richmond exemplifies what it means to go above and beyond.

City of Toronto, Canada

Under the guidance of Geneviève Sharkey, CPO, the City of Toronto's Procurement team of approximately 170 procurement professionals are driving large-scale transformation initiatives to modernize and strengthen the City's procurement practices. The team has gone far beyond the transactional nature of purchasing by embedding social, environmental and Inclusion programs into the city's economic strategy. They have proactively identified and mentored diverse suppliers, including Indigenous-owned businesses and social enterprises. By empowering her team, they are deeply committed to ensuring procurement processes are transparent, inclusive, and supportive of diverse

supplier participation, a commitment that is especially important as the City of Toronto co-developed its first-ever First Nations, Inuit, and Métis Procurement Policy. Programs like these lower barriers and create new economic opportunities for businesses through City contracts. Their dedication ensures that tax dollars are spent with purpose. Acquiring necessary goods while simultaneously tackling community needs and promoting inclusion.

Internally, the team has fostered a culture of growth. Senior members such as Sabrina Dipietro, have dedicated hundreds of hours to mentoring all layers of their team, encouraging professional certification, and creating a welcoming, collaborative environment. This "leadership from every seat" approach has allowed the team to take on an increased volume of complex procurement without compromising on quality or compliance. The City of Toronto team has been a vocal advocate for cooperative procurement and group purchasing organization contracts, recognizing that collaboration strengthens all public sector teams. They have shared their frameworks and best practices with surrounding municipalities, helping smaller agencies achieve the same efficiencies and social outcomes that Toronto has pioneered.

The City of Toronto's Procurement Team exemplifies the "Above & Beyond" spirit. They are not just "processing paper"; they are strategic partners in building a more resilient and equitable city.

UNIVERSITY of SOUTH FLORIDA
Procurement & Payment Services

University of South Florida, FL

The University of South Florida Procurement and Payment Services team's work reflects innovation, leadership, collaboration, and a deep commitment to service that has produced lasting organizational impact across the university. One of the most compelling examples is their ability to tackle complex, cross functional challenges with practical and forward-thinking solutions. In partnership with Internal Fleet Services, the team designed and implemented a new workflow for vehicle purchases that centralized

documentation, improved compliance, and leveraged institutional buying power while still preserving departmental autonomy. This effort not only reduced risk and inefficiencies, but also laid the foundation for a more standardized and sustainable vehicle fleet across campus. That same strategic mindset was applied to off-campus real estate leasing. Working closely with the Internal Real Estate team, Procurement and Payment Services developed a new request and review process that prioritizes the use of existing on campus space before pursuing external leases. When off campus space is necessary, procurement now brings market expertise and negotiation support to the table, resulting in more favorable terms and better long term outcomes for the university. This shift fundamentally changed how the institution approaches space planning and lease negotiations.
Innovation has been a hallmark of the team's work this year. Procurement and Payment Services launched Bull Promos by Consolidus through a cooperative contract, creating a centralized e procurement punch out store for branded promotional and marketing materials. This initiative strengthened brand adherence, improved

compliance, and streamlined ordering for departments and student organizations alike, while ensuring best value and appropriate oversight of logo use. The team also led the university's first managed print services implementation in partnership with Xerox. This initiative is optimizing device fleets across three campuses, reducing unnecessary equipment, improving sustainability, and centralizing billing for the first time. It represents a significant operational transformation that will deliver long term financial and environmental benefits.

Internally, the team has invested heavily in strengthening controls, analytics, and professional growth. They launched a new in house developed expense module for PCard reconciliation that improves oversight and accelerates review and reconciliation timelines. They implemented a new commodity code matrix and adopted advanced analytics tools to support spend dashboards and category management, enabling more data driven decision making. Five team members earned Florida Certified Contract Manager certifications, reinforcing the team's technical expertise and commitment to professional excellence. Staff members presented at three national conferences, hosted a national webinar, and had an additional abstract accepted for an upcoming national procurement conference. Internally, the team rewrote all job titles and descriptions to establish clear career ladders, align roles with modern procurement practices, and intentionally move the organization from a transactional model to a strategic one. This work has strengthened morale, clarified expectations, and created meaningful growth opportunities for staff. Finally, the team continues to serve the broader community through its annual Supplier Expo, now entering its third year. This event brings together more than 300 university and community participants and provides suppliers, including small and diverse businesses, with meaningful access to campus stakeholders. Its continued success reflects the team's commitment to outreach, education, and relationship building.

Thank you to our NCPP members for supporting best practices in cooperative procurement and education for public procurement professionals.

Cooperative Procurement Partners

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