



January / February 2006

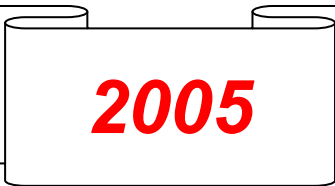
Volume 3, Issue 1

Another Banner Year for E-Procurement!!!

2005 was another exciting and eventful year for the e-Procurement System and its users!

Training

Transpire provided NAHRO members with training on the e-Procurement system in a variety of ways in 2005. We provided live sessions at national and regional conferences, and a new CD-ROM with all the information agencies and vendors need to get started on the system.



Enhancements

In 2005, we streamlined the fees associated with the system, and added a variety of enhancements, including a new MBE/WBE report for agencies and a QuickPost bid option.

We also improved the Supplier Marketplace, and made it available to all vendors.



Partners

The North Central Regional Council and New England Regional Council both decided in 2005 to join the e-Procurement revenue sharing system. We also increased the role of MSC members in e-Procurement, with more than 2/3 now on line!

Key Numbers

As a result of these efforts, the system ended 2005 with more than **345 agencies** and **2700 vendors** as members, and more than **\$18 million** in awards!

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E-Procurement Meets Needs in Asset Management

As HUD develops guidance on its new operating policies for public housing, NAHRO members are focused on finding ways to meet the new project-based accounting and asset management requirements.

One key requirement is

that all project-related costs, including maintenance, be tracked and accounted for at the project level.

In 2006, the e-Procurement system will unveil new options that will assist agencies in meeting these requirements. These

enhancements will allow users, when procuring through the system, to assign each purchase (and each unit, if necessary) to a particular project. The system will also archive this information and allow users to generate reports (cont'd page 2)

THE FINAL STATS:

2005

Bids Published: 328

Bids Awarded: 410

Value of Bids Awarded

\$18,379,045



VENDOR SPOTLIGHT

Bronner Group, LLC



Joining e-Procurement in 2003, the Bronner Group was one of the first service vendors to become involved in the system.

Ed Griffin, Senior Public Housing Executive at the Bronner Group says that, "the Transpire website is fast becoming a major source of business opportunity information for management consultants. As more PHAs utilize the structure, it will be a major win-win with the PHA and the prospective

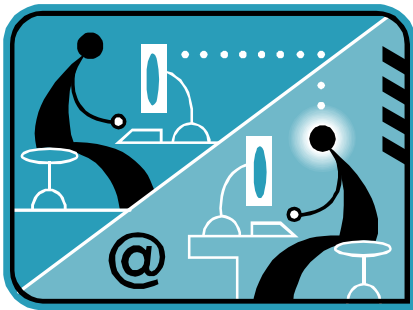


consulting companies saving time and money by making the procurement process more efficient."

He adds that their "hope is that more PHAs recognize the inherent value of this online system."

We appreciate the long-term relationship the Bronner Group, LLC has with e-Procurement, and look forward to their continued involvement.

E-Procurement Meets Needs in Asset Management (cont'd)



at the project level.

We believe that, especially for smaller agencies, this information will be a critical part of their success in transitioning to asset management.

For this reason, the enhancements will be demonstrated first to NAHRO's Small Agencies Task Force. We expect to use their suggestions

to refine the system, and anticipate going live with these new functionalities by Summer.

For additional information, or to make suggestions about enhancements that you would find useful, contact Dionne Roberts, Transpire CEO at droberts@nahro.org.

Innovation Central—Electric Eel

Electric Eel Manufacturing has just released its newest product—the Model D-5 drain and sewer cleaning machine.

The D-5 combines professional quality and affordability in a continuous cable drum machine for cleaning 3" - 10" diameter lines up to 100 ft.

The high density polyethylene drum and belt guard will not rust

or dent and holds up to 100 ft. of 3/4" diameter Tri-Max cable.



This space will occasionally be used to highlight new and interesting products provided by vendors using the e-Procurement system. To have a product highlighted, contact Dionne Roberts at droberts@nahro.org.

The D-5 is powered by a heavy duty 1/2 H.P. capacitor-type motor to provide more torque, the power feed and drum can be quickly removed.

For more information on this new product, contact Electric Eel Mfg., Inc. at 1-800-833-1212 or www.electriceel.com

AGENCY SPOTLIGHT

Housing Authority of the City of Las Vegas (NV)



The Housing Authority of the City of Las Vegas (HACLTV), with over 6,000 units and 190 employees, has been using the NAHRO e-Procurement System since April, 2003. In the three years since they joined the system, HACLTV purchasing staff have conducted and awarded a total of 196 bids and quotes, 41 RFP's and 7 QBS's (A/E solicitations) on the System. HACLTV also has more than 1,000 dedicated vendors registered on the System.

HACLTV Purchasing Manager Mike Gifford, C.P.M., played a leading role in the development and use of the System, and continues to

provide training and technical assistance on the system across the country. Looking back recently over the experience of getting his own team on board, he recalled that "Initially, my two buyers were resistant to using the System. It was something new and with their heavy work load, they just couldn't see how it could help them. However, once they started using it they found it to be an irreplaceable procurement tool." He went on to note that, "In a staff meeting recently we

were discussing the NAHRO e-Procurement System, and my buyers said that it would not be possible to complete as many bids as we do in a HUD-compliant manner without using the System."

We appreciate HACLTV and its team, and all of their efforts!

2006 e-Procurement Events

During 2006, we will continue participating in NAHRO conferences at the National, Regional and Chapter level.

To increase awareness of where we will be and what we will be doing, we will be updating our 2006 e-Procurement Calendar here on a regular basis.



March

- 1/2 day training at March Legislative conference in Washington, DC
- Presentation of beta functions for asset management at Small Agency Task Force meeting in Washington, DC

April

- Exhibit at Texas NAHRO Conference

- Exhibit at Pacific Northwest Regional Council Conference

May

- Presentation at North Central Regional Council Conference

June

- Exhibit at Southeast Regional Council Conference

July

- Presentation at NAHRO Summer Conference in Denver, CO
- 1/2 day training at NAHRO Summer Conference in Denver, CO

October

- Presentation at NAHRO National Conference in Atlanta, GA
- 1/2 day training at NAHRO National Conference in Atlanta, GA

**More Dates
Coming Soon!!!**

**January /
February Issue**

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**Transpire, Inc. is a wholly-owned
subsidiary of NAHRO**

Our Purpose

To add value to communities through service to NAHRO members by developing and sustaining appropriate business lines of benefit to NAHRO members.

We will develop new tools and approaches to unresolved challenges, and meet the needs within the affordable housing and community development industry.

We will identify and promote partnerships across sectors that can assist communities in meeting their goals, and in doing so recommit to serving the members of NAHRO, first and foremost.



CUSTOMER SUPPORT

Customer support is

available at no charge by calling

toll free, 866-526-9266, from 8 a.m. Eastern to

5 p.m. Pacific. We can assist you with putting up bids, RFPs, contacting vendors and any other software questions.

Got Ideas?

The e-Procurement News is distributed bi-monthly by Transpire, Inc.

If you have information or ideas, send them to droberts@nahro.org or fax them to 202-289-8181.

NEED *PROCUREMENT* TRAINING?

NAHRO's Procurement & Contract Management Seminar

Procurement's more than placing orders or processing requisitions. It's a major operation in any housing authority – a management-driven cost control center that requires constant attention and education.

Your agency will benefit from this session whether it's a one-person, one-desk operation or a sprawling enterprise.

January 30-31, 2006
Charleston, SC

March 1-2, 2006
Salem, MA

NAHRO's Advanced Procurement Seminar

Are you ready to take your procurement process to the next level? With budgets tightening because of dwindling resources, we hear more and more, do less with more. This course, designed for procurement professionals, goes beyond the basics and focuses on how to increase effectiveness and efficiency in your procurement operations.

June 26-27, 2006
NYC, NY

September 25-26, 2006
Atlanta, GA

For more information go to: <http://www.nahro.org/professional/seminars.cfm>