

# the NAHRO e-Procurement system NEWS

July / August 2006

Volume 3, Issue 4

## E-Procurement—A Summer Hit Turns 4!

Transpire is excited to celebrate e-Procurement's 4th Birthday, and the growth that has continued over the last year.

With more than 350 agencies and 3400 vendors now using the system, e-Procurement has continued to add new services and functions over the last year. These have included:

- An expanded Marketplace, allowing agencies to quickly identify vendors providing a specific commodity or service
- A growing library of reference documents, including RFPs, RFQs and specs
- A new QuickPost function, allowing agencies to quickly post bids
- The newest function, project based accounting, which allows agencies to allocate their purchases in the system to specific project groupings



In addition to these enhancements, Transpire has continued to provide educational opportunities at chapter, regional and national conferences. This past Spring we visited six of the eight regional conferences, as well as Michigan and Texas. We also



developed and distributed a cd-rom called *Getting Started with e-Procurement* which provides basic information for interested agencies and vendors. To date, more than 700 cd-roms have been distributed.

This combination of continued enhancements along with ongoing education has resulted in strong continuing growth, and we look forward to celebrating additional growth and enhancements over the coming year.

*Happy Birthday!*

### Inside this issue:

|                              |   |
|------------------------------|---|
| Vendor Spotlight             | 2 |
| Innovation Central           | 2 |
| Agency Spotlight             | 3 |
| 2006 Events                  | 3 |
| Customer Support Information | 4 |
| Upcoming Training            | 4 |

### THE STATS:

2006

Bids Published: 365

Bids Awarded: 339

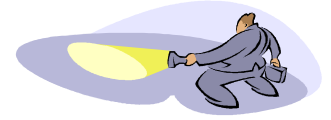
**Value of Bids  
Awarded**

**\$3,531,213.32**



# VENDOR SPOTLIGHT

## HAPPY Software, Inc.



HAPPY Software joined e-Procurement in the very beginning, in September of 2002. Since then, they have been an active supporter of the system. HAPPY Software is a major provider of Windows-based software solutions for Section 8 and Public Housing agencies of every size. Additional services include training, preparing utility schedules and TenantCheck, HAPPY's free online tenant screening service. With over 500 clients using their products and services nationwide, they understand well the

improvements that new technology can bring.



For HAPPY, e-Procurement has proved to be an effective tool for managing and responding to RFPs for the products and services they provide. It also works for their customers.

Rudy Gallegos of the Santa Fe (NM) Civic Housing Authority says "I've been in the procurement business for over 20 years and working with HAPPY throughout the sales process was a very good experience."

We thank HAPPY for their support, and wish them continued success!

## Sign up for the ListServ!!!

<http://www.nahro.org/members/connects/subscribe.cfm>

*You will need your NAHRO ID and password to sign up*

## Innovation Central—Lo-Flow Shower Heads

***A Low-Flow Showerhead That Works - How Much Does It Save?*** K. H. "Skip" Haynes, Inventor & Patent Holder says, "Most PHA Officials have similar thoughts about 'water-saver' or 'low flow' (2.5 gpm) showers: "They give "lousy" showers, tenants don't like them and they save little, if any, money!"

The patented, Energy StarR rated, 1.5 gpm "Jet-Stream" ShowerheadR, unlike "restrictor type" low flow showers, was designed to be energy-efficient while providing the high-pressure aerated showers most people find effective and enjoyable.

How much is saved by a 40% reduction in the shower related utility consumption (water, sewer & heated water)? Based upon a



family of four (2 adults and 2 teenagers), each taking daily 10-minute showers and using national utility averages of water, sewer and heated water, the sav-

*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*

ings are:

\* \$24.00 Annually Per Multi-family Unit When Paying Water & Sewer Only

\* \$48.00 Annually Per Multi-family Unit When Paying For Water, Sewer &

Heated Water

The average payback in reduced utility bills is less than six months. For additional information contact

K. H. "Skip" Haynes at Showerheadman@cox.net or visit [www.Jet-streamShowerhead.net](http://www.Jet-streamShowerhead.net)

# AGENCY SPOTLIGHT

## Housing Authority of Clackamas County (OR)



A little over a year ago, the Housing Authority of Clackamas County (HACC) made the decision to try to the e-Procurement system. David E. Huff, the e-Procurement Administrator and Capital Improvement Coordinator for HACC, says that HACC started out gradually to see what the response would be from their contractors. “The response has been overwhelmingly positive.” says Mr. Huff.

In addition to a positive response from their vendors, HACC has found that the system assists with their administrative processes. “Using e-Procurement has saved

a lot of time and money that was spent in the past preparing and distributing bid pack-



ages to contractors.”

Further, the central location of information has simplified the process required to answer bidders questions and issue addendums. Mr. Huff notes that HACC, “instructs all bid-

ders to use the system’s question/answer process and we will not accept a question submitted any other way. This affords us the opportunity to answer all questions and ensure that all bidders receive the same response, further reducing confusion in the bidding process and lowering the possibility of protest.” He says that HACC would highly recommend the e-Procurement system to anyone that has considered the system but not made the final decision yet.

We appreciate HACC’s confidence in e-Procurement, and look forward to their continued success with the system.

## The Early Adopters!

The e-Procurement system went live in the Summer of 2002, and during those first six months, 50 vendors signed up for the system who are still with us today. While we have more than 3400 vendors today, these first 50 were critical. To succeed, every system has to have folks that are willing to take a chance on something new, the Early Adopters. In this issue, we recognize the 50 e-Procurement Early Adopter vendors.

- Abcon Top Shop
- Aero Thermic Shields
- Allied Building Products Corp.
- American Drapery & Blind, Inc.
- Appliance Brokers LTD.
- Architectural Sales & Service, Inc.
- Bernard J. Morosco, Consulting, Training & Inspection Services
- Bill May Appliance Inc.
- Bob's Sales
- Brown Stove Works, Inc.
- Building Inspection Service, Inc.
- C-MOR Company
- Continental Flooring Company
- Eastern Sales & Marketing, Inc.
- Ferguson Enterprises
- General Electric Company
- Marshall E Campbell Co.
- McCormick and Associates, Inc.
- McCright & Associates, LLC
- Mortimer Lumber
- Port Huron Building Supply Co.
- Rusco Manufacturing Inc.
- Savetime Corp
- Tandem Care, Inc.
- Titon Inc
- Total Technology Integrators, LLC.
- VisionQuest Technology LLC.
- Water & Energy Savings Corporation
- Water Management, Inc.

## July / August 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.

August 7-8, 2006  
Chicago, IL

October 23-24, 2006  
Dallas, TX

### **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.

September 25-26, 2006  
Atlanta, GA

December 4-5, 2006  
Las Vegas, NV

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