

September 2004

Volume 1, Issue 2

### E-Procurement for Everyone in Baltimore!

As we prepare for the National Conference in Baltimore, Maryland, we are excited to tell you about the presence that e-Procurement will have during the conference.



The conference will be from October 10-13, 2004, and there is an e-Procurement opportunity at every turn!

#### October 10-12

Visit the E-Procurement Booth in the Exhibit Hall (#917). Staff will be on hand to answer questions, provide demos and sign you up on site!

#### October 11 Vendor's Session

A special session for exhibitors interested in the system will be held in the Exhibit Hall at 2:30 pm. This session is meant to provide a special opportunity for vendors exhibiting at the conference, and will be conducted by DET staff.

#### October 12 Conference Session

Attend the breakout session "Your Annual Procurement Physical – How Are You Feeling" at 1:30 pm. The focus will be on simple ways to make your procurement easier and how e-procurement might help.

#### October 13 Procurement Brush-up

Attend a **free half-day session** on procurement issues during the afternoon. This is a special session, and seating will be first-come, first-seated!

### See You There!!!

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#### THE STATS: 2004

- Bids Published: 208
- Bid Awarded: 273

#### • Value of Bids Awarded

**\$1,582,162**



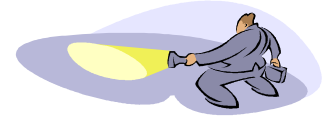
### First Region Signs on to Revenue Sharing

The Pacific Northwest Regional Council has become the first region to join with NAHRO's e-Procurement system in a revenue sharing agreement which rewards the

region for increases in use of the system. The three-year agreement, which has been approved by the PNRC board, recognizes that regions play a crucial

role in assisting their agencies on an ongoing basis, and provides them with tools to assist agencies and vendors in using the system to their benefit. Ronald Oldham, (cont'd on page 2)

# VENDOR SPOTLIGHT— General Electric



The GE Appliance business division of General Electric was one of the first vendors on the system in 2002. Since then they have won nearly 50 awards through the system, which run the gamut in size and amount. As a NAHRO MSC member, GE has been doing business with NAHRO members for the last ten years and is committed to continuing and strengthening those relationships.



Rusha Miles of GE has been in-

involved with both NAHRO and the e-Procurement system. She notes

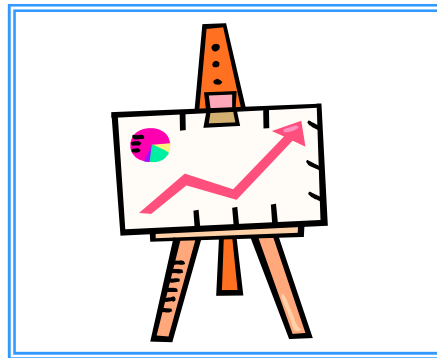
that “GE Appliances has a team of people dedicated to the housing authority bids for appliances...” and because of this they are able to “respond quickly and efficiently to appliance bids posted on the system.” Thank you, GE, for continuing to be responsive to NAHRO member needs!

When you see them in Baltimore, you’ll notice their E-Procurement Member sign, which many vendors use to identify themselves to agencies.

## Revenue Share (cont’d)

the Service Officer for the region, will be the primary contact for PNRC.

The Region will play a key role in assisting both agencies and vendors in the region in participating in the system. One example of this is the Procurement and Contract Mgt. seminar they are scheduling through NAHRO, which will include a third day of E-



Procurement training. It is tentatively scheduled for Nov. 15-17, 2004.

Transpire is continuing to make this opportunity available to regions, and anticipates signing an additional agreement this fall. For more information on how your region can become involved, contact Dionne Roberts at 202-289-3500 ext. 239 or [droberts@nahro.org](mailto:droberts@nahro.org)

## MSC Corner

As we all prepare for the Baltimore conference in October, there are three things I want to note.

First, I want to welcome the following two MSC members who now are on e-Procurement as national platinum vendors:

- Continental Flooring Company
- Home Depot Supply

As platinum members, they are able to view and respond to bids posted by any agency in the sys-

tem, no matter where they are in the country.

We hope to see more MSC members join at the national level, and will continue to recognize them in this column as they do.

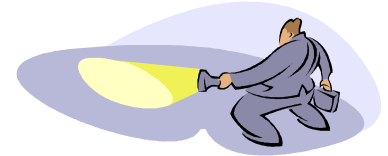
Second, I want to encourage those of you attending the Baltimore conference to recognize the MSC members in attendance and exhibiting. They are members of NAHRO, and their participation is an important part of NAHRO’s

value to all of its members. Finally, keep an eye out for exhibitors that



have e-Procurement member signs—they are on the system and ready to bid! If you are a national vendor on e-Procurement and don’t have a sign, please contact Dawn Holden at [dholden@nahro.org](mailto:dholden@nahro.org) so we can distribute them at the conference.

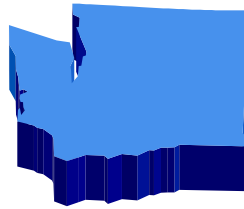
## AGENCY SPOTLIGHT— Yakima Housing Authority



Every state needs a model user, and for Washington it is the Yakima Housing Authority. They have made nearly 60 awards through the e-procurement system and brought more than 60 vendors onto the system with them.

These vendors were not all chomping at the bit to try something new, though. Sheri L. McLaughlin says that she “even went to some of the busi-

nesses and helped them sign up, but once they were on the E-Procurement System and found out how easy they very with



sults. how it was were satisfied the re- They appreciate

the fact that they are all given the opportunity to bid on all products (items which in the past I did not

know these vendors supplied).” While she notes that the system was “a little intimidating at first” Sheri has become an active user of the system, and says a key for her is that “the technical support is great” and “they are always there to help.” Our thanks to Sheri, Yakima Housing Authority and their vendors for trying something new!

## NAHRO Welcomes New Vendor Relations Coordinator

NAHRO is excited to welcome on board its new Vendor Relations Coordinator, Dawn Holden. Dawn joins us from

the Mercer County Convention & Visitors Bureau,

where as the Assistant Director she was focused on identifying

the needs of businesses and helping them strengthen their presence, all while promoting

excellence in sales, marketing and development that will be valuable in her work with NAHRO’s vendor

community. Dawn is looking forward to meeting NAHRO members at the National Confer-

ence in Baltimore, so say hello when you see her!

*“I am excited about my new position, I look forward to the challenges ahead. I know that it will be a pleasure to work with and meet all employees and members of the NAHRO team.” Dawn Holden*

Mercer County as the perfect place to do so. She brings experi-



### arriving soon...

Change, they say, is the one constant. NAHRO, Inc. was formed to meet the needs of NAHRO members through innovation.

With a focus on products and services of value to NAHRO members, the organization has initiated partnerships such as the Access Alliance, created services such as the NAHRO e-Procurement system, and worked to find ways to increase access to capital for members interested in development opportunities. It is, as NAHRO is, a mission-based

organization, focused on positive outcomes for NAHRO members and those they serve.

In keeping with this mission, and its focus on the future, the Board of NAHRO, Inc. voted earlier this year to formally change the name of the subsidiary. While the Board wanted to maintain the direct linkage to NAHRO, the “name game” was unnecessarily confusing.

So, beginning with the National Conference in Baltimore, NAHRO, Inc. will be known as **Transpire**. While it’s not an acronym, CEO Dionne Roberts said it

came from four words that get to the heart of its purpose – Transition, Transformation, Inspiration and Aspiration. The organization will focus on its mission, assisting NAHRO members in transition and their goals of transforming their agencies, as well as encouraging members to aspire to excellence in new and innovative ways. For those attending the conference, there will be many opportunities to welcome Transpire, and delegates are encouraged to stop by the exhibit booth (#915) and attend the Transpire-sponsored break out sessions. For those not able to be in Baltimore, log on to [www.transpire.org](http://www.transpire.org), which goes live on October 10<sup>th</sup>!

## September Issue

For general information, contact:

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## NAHRO, 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, 866-526-0160, 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 NAHRO e-Newsletter is distributed bi-monthly by NAHRO, 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.

October 28-29, 2004  
San Francisco, CA

December 6-7, 2004  
Little Rock, AR

### **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.

December 13-14, 2004  
San Antonio, TX

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