



# DELAWARE CONNECTIONS

DELAWARE PUBLIC PURCHASING ASSOCIATION, INC.



[www.dppa1.org](http://www.dppa1.org)

Procurement Newsletter for The First State

NIGP Chapter #77



## President's Message



Chapter Members,

On Thursday, September 21, the chapter held its highly anticipated third quarter meeting at the prestigious **Delaware State Police Museum**. The venue provided a unique and captivating backdrop for the gathering, giving attendees a glimpse into the rich history and brave endeavors of law enforcement in the state. A special thanks to **Major Jason Sapp** who provided us a great in-depth tour and to **Cpl. Afonso Jones** for introducing us to **VIPR** training that provided education on ways to stay safe during critical incidents which, we all know could occur anywhere and at anytime.

Next, I would like to thank **AMAZON Business** for their generous sponsorship of our chapter meeting. Sponsorships of meetings play a crucial role in funding our college scholarships and sending members to valuable training sessions. We appreciate **Charlene Danel** for personally coming to Delaware to show us how AMAZON Business can save us all time and money.

As this year comes to an end, it is important to acknowledge and congratulate the new and returning Chapter officers who have dedicated their time and efforts to lead this respective association. Being a Chapter officer is a position of great responsibility as these individuals play a crucial role in shaping the direction and success of DPPA. As we look ahead to the new year, I have no doubt that with their leadership, our chapter will continue to thrive and make a positive impact in our community. Congratulations, once again, and I wish you all the best in your journey as Chapter Officers.

We have so much to look forward to in the next two years as we kick off a series of exciting events, starting with the highly anticipated **DPPA/APEX Accelerator Matchmaking Event** at the Chase Center on May 16, 2024 and then in 2025, Delaware will have the honor to be the host of the Area 2 Conference, which has proven to be a momentous occasion for all who attend.

Finally, most of us know how important it is for Area 2 Chapters to support one another at our different events and activities. Collaboration and unity among chapters not only strengthens the bond within the region but also fosters growth and success for all involved. This year we had 10 members attend the MPPA conference in Ocean City Maryland and hopefully we can show the same support to Washington DC Chapter next year.

Take care and hope to see you all in December.

*Kimberly*

## 3 QTR. Meeting Sponsor



## Chapter Sponsors



## In This Issue

- Chapter Sponsor.....2  
*Amazon Business*
- Chapter News.....3  
*Newest Members*
- Chapter Education.....4  
*GSS Offered Training*
- Event Highlights..... 5  
*Forum & MPPA Conference*
- Upcoming Events.....6
- And Finally.....7



# Chapter News & Updates

## “CHAPTER SPONSOR”



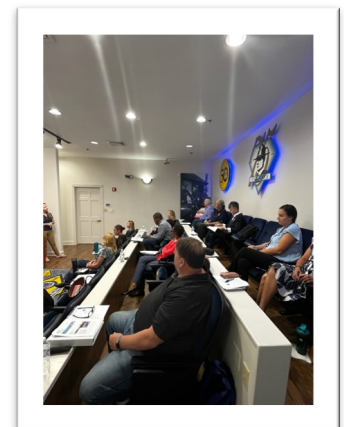
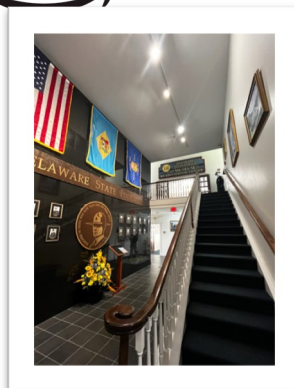
**Charlene Danel, CPPO, NIGP-CPP**  
AMAZON Business  
Strategic Account Manager State Government



We were fortunate to have Amazon Business as our meeting sponsor for the third quarter. **Charlene Danel, Strategic Account Manager** for State Governments presented all the benefits of utilizing Amazon Business. Using Amazon Business offers a plethora of benefits for agencies of all sizes. Firstly, it provides access to a vast selection of products across various categories, making it a one-stop-shop for all business needs. Additionally, Amazon Business offers competitive pricing and discounts, allowing businesses to save money on their purchases. The platform also provides convenient features such as streamlined ordering, easy payment options, and fast and reliable shipping. Furthermore, Amazon Business offers advanced analytics and reporting tools, enabling businesses to track their spending, monitor trends, and make informed purchasing decisions.

Another significant advantage is the ability to create multi-user accounts, allowing different departments or employees to have their own access and permissions. This not only enhances efficiency but also improves accountability within the organization. Overall, the benefits of using Amazon Business are numerous, making it an invaluable tool for agencies looking to simplify their procurement processes and maximize their productivity. Charlene's engaging presentation captivated the members by showcasing the outstanding benefits and convenience that Amazon Business brings to the table. We extend our sincerest gratitude to Amazon Business for their partnership and for being an integral part of our successful meeting and we look forward to further collaboration in the future

More information on how AMAZON Business can assist you and your agency can be found on the Chapter website. If you have any questions, please feel free to contact **Charlene Danel at (512) 423 -3835** or email her your questions. **danelcld@amazon.com**.



**We ♥ Our Sponsors**

# Chapter News & Updates



## “CHAPTER MEMBERSHIP ON THE RISE”

By Barry Wolfgang, Membership Chairperson

The Chapter’s Executive Board is pleased to announce as of this newsletter, chapter membership has increased by approximately 11% over last year. We now have a total of 41 members including 37 paid members and 4 retired members. This increase in members has made it easier to fill some positions that remained empty in the past due to lack of volunteers. It has also infused some new blood, ideas, and ways to approach activities or events that would not have been present without the new members. I would like to thank everyone who assisted me in recruiting new members.

### Dept. of Health & Social Services



**Eddie Mui**



**Anham Mohammed**



### Wilmington Housing Authority



**Xavia Mills**

### Delaware Dept. of Labor



**Stephen Malone**



### City of Lewes



**Elizabeth Schafer**



### Dept. of Technology & Information



**Felicia Pearson**



**Lacy Hutchison**



## ***Do You Need To Sharpen Your Skills In Procurement?***

Government Support Services offers a refreshed and expanded compliment of training opportunities geared towards those who buy or handle formal bids on behalf of a State Agency, Town, Municipality, K-12 schools, and Higher Education institutions.

Below are some of the sessions offered by Government Support Services:

### **•Procurement Basics:**

During this session we will cover the basics of Delaware procurement regulations and practices. Participants will learn how to navigate **My Marketplace**, identify central contracts, apply Delaware Code in all procurements, the Small Purchase Thresholds and Procedures for those purchases not available through the central contracts, and what to consider from a supplier diversity standpoint.

### **•Help Me (Formal Procurements – User Group, Resources, Outreach):**

This session will breakdown the procurement process - what is the role of the user group; what are the resources available online; and how to maximize your vendor outreach.

### **•Ready, Set, Bid (Formal Procurements – Live Bid, Evaluation, Award):**

This session will breakdown the procurement process - a closer look at the live bid and what to expect; bid evaluation process and understanding who is responsible for what; basics regarding the contract award.

**•Contract Management:** This session provides an overview of contract management, after the award. Topics include: contract file, extensions, CPI-U, performance issues, and My Marketplace updates.

For more information, please visit [mymarketplace.delaware.gov](http://mymarketplace.delaware.gov).

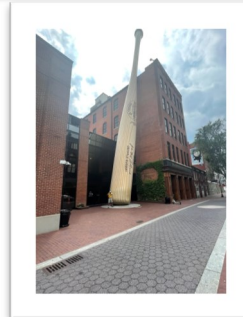
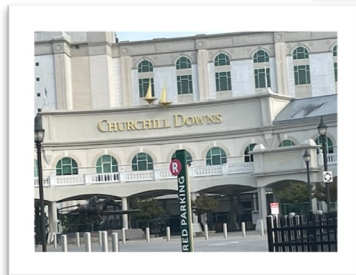
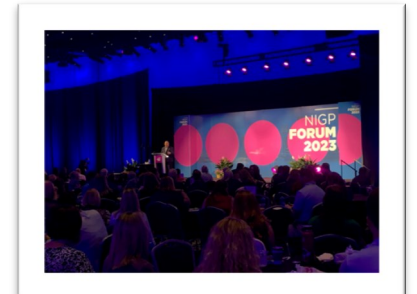
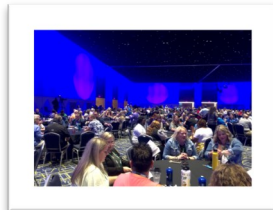
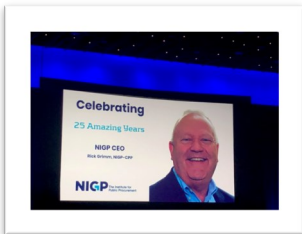


# Event Highlights

## 2023 NIGP National Forum

Louisville, Kentucky

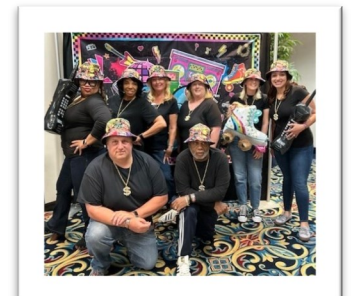
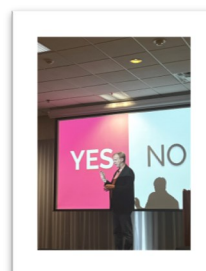
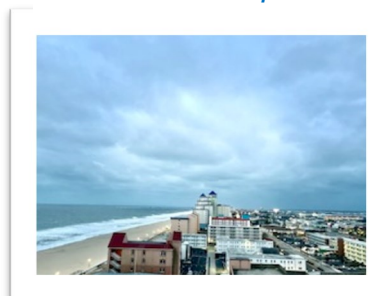
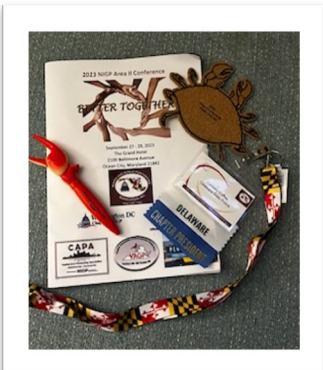
August 19 to 23, 2023



## 2023 NIGP Area 2 Conference

Ocean City, Maryland

September 27 to 29, 2023



# Upcoming EVENTS

Delaware Public Purchasing Association (DPPA) is hosting a matchmaking event with Apex Accelerators. Apex Accelerators is a federal program that provides education and training to ensure that all businesses become capable of participating in federal, state, and local government contracts. This matchmaking event brings together prime vendors, and federal, state, and local government to meet one-on-one with small, diverse, and veteran-owned businesses.

**This event is FREE to all DPPA Members.**

Members will receive breakfast, lunch, and a table to meet one-on-one with vendors and promote your agency. Our goal is to have each of the members agencies represented at this event.

This is a great way to increase your vendor base and network with other agencies and Prime Vendors. Please notify your agency of the opportunity to participate in the event Below is a copy of the flyer for the event. To register, please send an email to Cliff - [CCrawford@lincoln.edu](mailto:CCrawford@lincoln.edu).

**2024 MATCHMAKING EVENT**  
~ FREE TO ALL DPPA MEMBERS ~

**THURSDAY**  
MAY 16, 2024

**8 AM ~ 5 PM**

**THE CHASE CENTER**  
ON THE RIVERFRONT  
815 JUSTISON STREET  
WILMINGTON, DE 19801

**WHAT IS THIS EVENT?**

The Delaware Public Purchasing Association, in conjunction with APEX Accelerators "formally PTAC", are hosting a business to business matchmaking event to allow Federal "prime" vendors and Government Agencies to connect with small local businesses. There will be several agencies throughout Delaware represented and we would like your agency to be one of them.

**WHAT IS INCLUDED IN OUR FREE REGISTRATION?**

When you arrive you will receive your name badge, event booklet and an agency table. Breakfast and a buffet lunch will be provided, FREE of charge!

During the day you will have two opportunities to have one-on-one meetings with various potential new vendors/suppliers. Traditionally, each vendor will spend anywhere from 10-15 minutes with each agency or Prime Vendor. This is just enough time to find out what opportunities are available and to exchange contact information.

Attending this event will also be small, new, minority, women, veteran and disabled persons owned businesses who want to learn how to enter into business partnerships with Federal and State agencies and prime contractors seeking subcontractors.

**Your agency's participation is important. When your agency participates, it expands the opportunities for smaller businesses.**

~ Highlight Your Agency ~ Networking Opportunities ~  
~ Increase Your Vendor Base ~  
~ Learn About Different Commodities ~

**TO REGISTER TODAY, GO TO [WWW.DPPA1.ORG](http://WWW.DPPA1.ORG)**  
**DEADLINE: FRIDAY, MARCH 1, 2024**

Official Chapter of NIGP

Made with PosterMyWall.com

**APEX ACCELERATORS**

# And Finally.....

Did you know we are ALL leaders in some form or fashion??



## LEADERSHIP

**What is leadership?**

*Leadership is the act of guiding a team or individual to achieve a certain goal through direction and motivation.*

**Benefits of strong leadership skills are:**

You can recognize quickly your strengths and weaknesses

You can better understand your agency's direction

You can increase the motivation of your team

You can unify you team

**The top qualities of effective leaders are:**

Flexibility    Empathy

Decisiveness    Communication

### **2022 -2023**

#### **Officers & Committee Members**

**President**

Kimberly Cuffee

**First Vice President**

Clifton Crawford

**Second Vice President**

~ Vacant ~

**Financial Treasurer**

Deborah Dennis

**Recording Secretary**

Kimberly Jones

**Membership Committee Chairperson**

Barry Wolfgang

**Website /Newsletter Chairperson**

Kimberly Cuffee

**Editor-in-Chief**

Barry Wolfgang

**Sponsorship Chairperson**

Sussanne Jara

**Budget Chairpersons**

Susan Smith / Clifton Crawford

**Electronic Media Chairperson**

Salina Spencer

**Education Chairperson**

Travis Crawford



### **Are You A Member of NIGP ??**

**Some of the many membership benefits are:**

- ◆ Tools to support your day to day activities.
- ◆ Online document library containing thousands of RFP's
- ◆ Member discounts on all educational programs and classes
- ◆ Various procurement resources
- ◆ 18 free webinars on relevant, real world trending procurement topics
- ◆ Study Tools to help you prepare for your certification or recertification
- ◆ Discounts to attend NIGP National Forums and much more....

[www.nigp.org](http://www.nigp.org)



**Visit Our Website**  
[www.dppa1.org](http://www.dppa1.org)



## Official Chapter of NIGP

