

JOURNAL OF PUBLIC PROCUREMENT UNDER THE FAU-NIGP PARTNERSHIP

Rosalyn Y. Carter and Rick Grimm*

In almost every country in the world, annual government purchasing or procurement amounts almost one-fifth of GDP, a significant amount of money. In the United States, for example, government purchasing volume is about \$1.4 trillion annually, and is handled by more than 500,000 purchasing professionals. In the U.S. Department of Defense alone, by February 2001, there are 135,014 civilian and military employees serving in its key acquisition and technology workforce (<http://www.acq.osd.mil/> dated March 15, 2001) Managing effectively, transparently, and fairly large annual government purchasing volumes has been a major concern of purchasing professionals. Thus, government procurement officials have tried to improve their professional practices and to reach a higher level of professionalism. They have organized their own professional associations including the National Institute of Governmental Purchasing, the National Contract Management Association, and the National Association of State Procurement Officials. Each of these associations either offers, supports, or recognizes professional purchasing certification. Representatives from the National Institute of Governmental Purchasing (NIGP) and National Association of State Procurement Officials (NASPO) comprise the Universal Public Purchasing Certification Council (UPPCC), which was formed in 1981 and offers two professional designations. The UPPCC also boasts members from the Canadian government, higher education, and the Irish Institute of Purchasing and Materials Management.

Public Procurement: A Neglected Area of Research and Education

Unfortunately, educators and researchers have not given much attention to public procurement. Indeed, in scholarly research ----

* *Rosalyn Y. Carter, DBA, Professor, is Dean, College of Architecture, Urban & Public Affairs, Florida Atlantic University. Rick Grimm, CPPB, CPPO, is Chief Executive Officer, National Institute of Governmental Purchasing, Inc. They are the signatories of the 1999 FAU-NIGP Partnership Agreement.*

publications, while there is a significant number of academic books and journal articles in private sector purchasing, good scholarly publications in public procurement are hard to find. Similarly, many universities and community are offering courses, certificate programs, and academic degrees in private sector purchasing and materials management. According to the National Association of Purchasing Management's non-all-inclusive list, in 2000 there are 103 higher education institutions offering purchasing-related courses in purchasing, materials management, logistics, supply management, or related areas. These institutions offer purchasing education in the following programs:

- 50 certificate programs; and
- 72 degree programs including the following programs:
 - 5 Ph.D. programs,
 - 27 Master programs,
 - 39 Bachelor programs, and
 - 23 Associate degree programs.

Seventeen institutions offering purchasing-related courses through distance-based methods, such as video, satellite, or the Internet. Meanwhile, a recent examination of selected public programs in public administration has shown that public administration programs in the National Association of Public Affairs and Administration roster hardly offer a course, albeit a concentration, in government procurement.

NIGP/FAU Partnership

Recognizing this lack of higher education and scholarly publication and research in public procurement, and in one of its pioneering efforts for applied research, publication and education, the National Institute of Governmental Purchasing, Inc. (NIGP), decided to build up partnerships with higher education institutions. At its July, 1999 Annual Forum in Halifax, Canada, NIGP signed a partnership agreement with Florida Atlantic University. The objective of this partnership agreement is to create a link between university faculty/researchers and procurement practitioners in such a way as to advance NIGP training and certification programs, research agenda, and continuing education and professional development.

According to the agreement, Florida Atlantic University will assist NIGP in:

- Developing research tools which evaluate contemporary trends, strategies, tactics, and techniques evolving within the public procurement profession;
- Developing and sponsoring publications which communicate research results and technical information to the public procurement and public administration profession;
- Developing a comprehensive curriculum for the NIGP members and the public procurement professionals that is consistent with information generated through the Center's research program;
- Developing training programs which align with the curriculum and embrace academic standards established for adult education programs;
- Evaluating and developing progressive systems for delivering training programs to the NIGP members and the public procurement professionals to include, but not be limited to, a variety of approaches for distance learning; and
- Evaluating and developing continuing education programs leading to academic degrees and credentials.

Implementing the partnership agreement, the Public Procurement Research Center was created within the College of Architecture, Urban & Public Affairs. After a year of extensive cooperative work between FAU and NIGP, and under the leadership and hard work of Rick Grimm, a comprehensive Learning and Education Aligned to Procurement Project (LEAP) was initiated. According to our plan, the whole project will be completed by July 2003. LEAP consists of two major components: training curriculum reform and text-writing project. These two components supplement each other: the revised curriculum is the basis for the text-writing project, which upon its completion, will lead to modifications of the revised curriculum. According to the LEAP plan, the curriculum will consist of six three-day foundation courses and a series of two-day advanced courses aligned with five distinct areas of concentration as listed in Table 1.

TABLE 1
NIGP's LEAP Curriculum

Course Title	Contact Hours
--------------	---------------

Panel A. Foundation Courses

- Basic Principles of Public Procurement	24
- Legal Aspects of Public Procurement	24
- Planning, Scheduling, and Requirement Analysis	24
- Competitive Bids	24
- Competitive Proposals/RFPs	24
- Contract Management	24

Panel B. Advanced Courses

Leadership	
- Leadership Fundamentals in Public Procurement	18
- Change Management	18
- Managing for Excellence	18
- Internal/External Customers	18
Planning	
- Strategic Planning in Public Procurement	18
- Project Management for Work groups	18
- e-Procurement Implementation	18
Solicitation Development	
- Capital Purchases	18
- Construction Services	18
- General Services	18
Supply Management	
- Logistics and Transportation	18
- Warehousing and Inventory Control	18
- Asset Management	18
Contract Management	
- The Legal Framework of Contract Management	18
- Managing Risks in Contracts	18
- Alternative Dispute Resolution	18
- Negotiations	18

The text-writing project, at an estimated cost of almost \$400,000, will produce fourteen books as listed in Table 2. These texts will be used not only for NIGP training courses but also for academic courses to be offered by the School of Public Administration of Florida Atlantic University.

TABLE 2
List of Books to Be Written

Panel A. Core Texts

1. Introduction to Public Procurement
 2. Law and Ethics in Public Procurement
 3. Planning, Scheduling and Requirement Analysis
 4. Sourcing in the Public Sector
 5. Developing and Managing RFPs in the Public Sector
 6. Contract Management
-

Panel B. Advanced Texts

7. Fundamentals of Leadership and Management in the Public Sector
 8. Capital Purchase
 9. Contracting for Construction Services
 10. Contracting for Public Sector Services
 11. Management Risks in Public Contracting
 12. Logistics and Transportation
 13. Warehousing and Inventory Control
 14. Alternative Dispute Resolution
-

Journal of Public Procurement

In a parallel effort with LEAP, the Journal of Public Procurement (JoPP) is launched, under the sponsorship of NIGP and FAU.

Scope of the Journal. *JoPP* seeks to further the understanding of public procurement by exploring theories and practices of public procurement. While there have existed law journals covering procurement/contract law, *JoPP* is the first and only refereed journal covering the broad scope of public procurement. In other words, *JoPP* publishes articles dealing with concepts from various academic disciplines including public policy/administration, economics, law, management, political science, information systems, behavioral sciences, supply chain management, and other disciplines which contribute to the advancement of knowledge in the various areas of public procurement. *JoPP* publishes research-based, in-depth analysis of government procurement by some of the world's leading educators, executives, and practitioners. *JoPP* covers not only procurement at the federal, state and local government levels in the

United States and Canada, but also government procurement in other developed and developing nations. *JoPP* is also interested in publishing not-for-profit entities' procurement practices. It will include research studies, narrative essays, exemplar cases, commentaries, book reviews, and occasionally, reprints of informative published government reports.

Audience. *JoPP* serves procurement officials in all areas of the government and not-for-profit entities, vendors and contractors who provide goods and services to public entities, researchers, the general public, and particularly NIGP members and libraries.

Publication Plan. According to our plan, due to our concern with sufficient and good manuscripts, we plan to publish *JoPP* twice a year for the first two years. Then, *JoPP* will be published four times a year after we generate strong research and education interest in field of public procurement. Similar to most academic journals, *JoPP* articles do not reflect the formal view of NIGP, although *JoPP* is sponsored by NIGP.