



Second Wednesday's

January 12, 2011

New Options for Sale of County Property & Purchase of County Goods & Services

PROGRAM DESCRIPTION

During the past ten years, laws have been enacted providing counties with new options for selling unwanted personal property, and purchasing good and services through internet auctions and requests for proposals. Learn from county and corporate purchasing professionals how to sell unwanted county personal property over the internet, how to purchase goods and service by reverse auction, and how to purchase goods and services through a request for proposal (RFP) process. Purchasing professionals will provide detailed information regarding the establishment of internet auction and reverse auction programs, and the use of RFP's.

PRESENTERS

Brad Cole, Managing Director of Research, County Commissioners Association of Ohio

Marty Maloney, Sales Representative—Midwest Region, GovDeals

Roy Sigritz, Director of Purchasing & Central Services, Montgomery Co. Commissioners

Chris Johnson, Business Manager, E-Bridge

Karl Kuespert, Purchasing Director, Franklin County

AGENDA—9:30-12:30

- 9:30 a.m. Welcome and Introductions
- 9:40 a.m. GovDeals Overview
- 10:10 a.m. Revenue Generation Opportunities for Counties through GovDeals
- 10:40 a.m. Increase Competition, Efficiency & Market Value through Reverse Auction
- 11:10 a.m. Negotiated Agreements: Biggest Bang for Your Buck
- 11:40 a.m. Questions & Answers
- 12:30 p.m. Adjourn

County Commissioners Association of Ohio

209 East State Street • Columbus, Ohio 43215 • 614/221-5627 • www.ccao.org



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Speakers

BRAD COLE

Managing Director of Research

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Brad Cole is the Managing Director of Research for the County Commissioners Association of Ohio. In this capacity Brad coordinates and manages the research, data, and technical publications prepared and distributed by the association; maintains research data bases, develops survey instruments; and promotes the CCAO Educational and Research Foundation. In addition, Brad provides legislative advocacy and member's services in taxation and finance, permissive taxes, auditing and accounting, county budget procedures, county debt, purchasing, investment policy, and general government legislation that impacts counties including transportation and infrastructure, tax abatement, and solid waste management. He is the liaison to the CCAO Taxation and Finance Committee. Cole holds a Bachelor of Arts cum laude and Master of Arts degrees in American History from Bowling Green State University.

CHRIS JOHNSON

Manager Business Development

eBridge

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Chris Johnson is responsible for the business development and sales efforts for eBridge Business Solutions in the State of Ohio. Founded in 2002, eBridge provides fully managed cost reduction strategies creating efficiencies and streamlining business operations. Leveraging years of experience in purchasing, sourcing and budget management, eBridge Business Solutions' full suite of services includes purchasing, merchant cards management, web based payroll and corporate purchasing cards. Prior to joining eBridge, Chris was a successful District Sales Manager and Sales representative for Paychex Inc. for nine years. During his tenure, he was responsible for leading the Dayton sales district to the top team in Ohio and was recognized as one of the top managers in the entire company.

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KARL KUESPERT

Director, Franklin County Purchasing Department
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Karl H. Kuespert, C.P.M., has been the Director of the Franklin County Purchasing Department since December, 2001. Prior to his work in Franklin County, Karl served in the U.S. Army from 1977 to 2001 and retired as a Lieutenant Colonel with over 24 years of active duty service in various Department of Defense and Army commands where he specialized in Acquisition and Supply Management. Over 14 years of his Army career were devoted to U.S. Government purchasing management including six years of warranted contracting officer experience in Army and Naval weapon systems, major assemblies, equipment end items and computer software. He also has three years of experience in international contracting and treaty negotiations while serving with the Office of Defense Cooperation in Athens, Greece. Karl holds a Bachelor of Business Administration degree from the University of Mississippi; Certified Level III in Contracting and Program Management from the Department of Defense; and a Life-time designation as a Certified Purchasing Manager from the Institute of Supply Management.

MARTY MALONEY

Sales Representative—Midwest Region
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Marty Maloney has spent the last 15 years working with State and Local Government agencies to leverage technology to address challenges that governmental organizations face. A graduate of the University of Iowa, Marty is married with four children and calls Park Ridge, IL home. For the last 18 months Marty has worked for GovDeals, the leading government surplus online auction site. GovDeals has over 3,200 agencies using their service around the Country, with over 365 of them in Ohio.

ROY M. SIGRITZ

Purchasing & Central Services Director
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Roy Sigriz has served as the Director of Purchasing and Central Services for Montgomery County, Ohio since 1995. His responsibilities include purchasing, risk management, printing services, mailing services, central stockroom, fleet maintenance, and parking garages. Prior to joining Montgomery County employed in the private sector for eight years on West Carrollton City Council. Roy is a graduate of University of Dayton and holds a Bachelor of Science in Business Administration degree with a major in marketing. He is a Certified Public Purchasing Officer (CPPO); President, County Purchasing Association, an affiliate of CCAO; Certified Instructor, National Institute of Governmental Purchasing (NIGP); Past Chair, Southwest Ohio Purchasers for Government (SWOP4G); and Past President, Ohio, Indiana and Northern Kentucky (OINK) Chapter of National Institute of Governmental Purchasing (NIGP).