



Purchasing Post

January 2016

Volume 9, Issue 1

Announcements:

- **Jan. 14**
Dress Up Your Pet Day
- **Jan. 18**
Martin Luther King, Jr. Day
- **Jan. 19**
Spring Semester Starts
- **Jan. 29**
Kansas Day
- **Feb. 2**
Groundhog Day
- **Feb. 7**
Super Bowl 50



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Not Your Father's Purchasing!

Over the holiday break, I tried a new drink called "Not Your Father's Root Beer". It was appropriately named, i.e. tasted like root beer until the buzz of the aftertaste hit. Between the drink and pondering the passing of another year, I decided on the topic for the January 2016 Purchasing Post. It is scary how the thought processes work some time.

"We've never done it that way"
"We're not ready for that yet"
"We're doing all right without it"
"We tried it once and it didn't work"
"It costs too much"
"That's not our responsibility"
"It won't work"

Above are common responses to new ideas. I am as guilty of these initial reactions as anyone else. But the old ways are not working. Purchasing has changed a lot over the years and, in order to survive, we need to continue to adapt. We are more than soliciting bids and awarding to the low bid meeting specifications. More & more of our workload is negotiating. The ultimate goal these days is to obtain a long-term partnership with a vendor to acquire a good product/service for a good price. The catch phrase is "What is in the best interest of the University?". Not always price, not always in the dept.'s best interest, but for the good of the whole University. What are the 'take aways' from this newsletter?

1. Tell us your story. The more information we have about the past performance, present needs, and future expectations, the better Purchasing can help research, analyze, and acquire the product.
2. Get us involved early. It is difficult to create a good contract with only a couple of days' notice; much less verify the appropriate purchasing path. K-State consists of more than a hundred departments and Purchasing juggles the needs of several on any given day.

Hope your holidays were fun and have a wonderful new year.

Catering Information

Per the 1/11/2016 K-State Today, the K-State Student Union provided a list of approved caterers. The website is <http://union.k-state.edu/preferred-caterers>. Please use these caterers when spending state/grant funds for catered events. Questions? As always, contact Purchasing.