Happy New Year, 2015

David Chavez, Executive Director
Cooperative Educational Services

The staff at CES wishes all of you a Happy New Year! We are looking forward to the momentum of 2014 carrying into 2015. CES had another strong year in 2014. We are looking at 2015 as a new year, with new beginnings, and continuing with the same commitment that has made CES your cooperative of choice in New Mexico. An overwhelming majority of our Members continue to view CES as an excellent choice for meeting your cooperative purchasing needs.

We launched our new website in 2014 and received very positive reviews. Most respondents felt the new site was much easier to navigate and all information needed is available. We have also launched our new e-Procurement software. This will provide CES with a web-based, modular suite of electronic sourcing, supplier management, contract management, and e-procurement applications that will enhance our procurement operations.

Our Vendors

Our vendors (Procurement Partners) continue to acknowledge that CES staff is knowledgeable and prompt when responding to their questions. We greatly appreciate the vendors that have taken the time to respond to our CES solicitations and are available to you, our Members, in providing you with the goods, services and products that you need. We understand that becoming a CES vendor is not an easy process, but the process we follow to get our vendors assures that we continue to provide the best value for our Members.

CES will continue to be responsive to the needs of our Members’ and any changes that occur in the public procurement environment. We will continue the great working relationships with our Procurement Partners and Members and strive to be fair to all.

Commitment

Our Core Values at CES have remained consistent through the years and they continue to provide CES with the following guiding principles of our organization:

- Responsiveness to customer needs
- Providing greater value and convenience
- Providing exceptional personnel, products and service
- Personalized attention
- Adherence to high ethical standards

Have a Happy New Year! May you have the resolve to keep to your New Year Resolutions and if not, carry them over into next year.
Recently the University of New Mexico Cancer Center contracted with HEI of Albuquerque to upgrade their security cameras across a wide ranging campus. HEI was chosen for numerous reasons. They have had an outstanding relationship with UNM for a very long time and they have a great reputation for doing quality work, on time, at a reasonable cost. They are also known for their innovative approaches to security issues. With these factors in mind it was an easy choice for the project manager at UNM and they offered the project to HEI.

Camera domes, fixed security cameras, and the technology that meshes is all together can be expensive and hard to price accurately. This task was made easier for the contractor because the contractor has access to a pre-priced construction task data base that accounts for items such as these. This data base becomes the heart and soul of CES’s Job Order Contracting program and one of the primary reasons that UNM selected it for this project. UNM wanted some predictability when it came to establishing a budget for this project and they were able to estimate the cost using the same pricing data that the contractor is required to use. This made the budget process easy but more importantly it made it accurate.

The entire procurement process took less than 3 weeks from the time the project was identified until the University issued their purchase order to CES. In 21 short days UNM had a bid in hand that what was within their budget. Given the fact that they engaged a CES vendor to offer them a proposal they were able to avoid the traditional bidding system of design, bid, and build. CES has already done this work for UNM and now UNM simply purchases a project off the contract. Compare this timeline to the traditional system of design, bid and build that on average consumes 180 days or more, and it is easy to see why UNM wanted to work with HEI on this particular project.

HEI has proven over the years that their company is a great fit for projects such as this and having a CES JOC contract allows them to build direct relationships with public agencies all across the state. The next time you have a security project in mind and you would like to receive a no cost, no obligation quote consider using HEI and tell them you want them to price your project using their CES JOC contract. You will appreciate the time JOC saves you and really appreciate the money your agency will save.
Have you registered your company in the CES Online Registration and Contract Management System yet? If not please take this opportunity to sign up your company to begin receiving notifications on CES Solicitations. Follow this link to register: http://ces.ionwave.net

A couple of things to keep in mind:

- **ALL** current CES Procurement Partners (Contract Holders) will need to register as a new supplier by **March 31st, 2015**. Follow the “Supplier Registration” link on the login page.
- Once your company has been approved you can log back into your account and add additional users to your profile. This allows for multiple people within your company to receive notifications or to help fill out a response.
- Be sure to select any commodity codes that relate to your company’s products and services provided.
- If you have any questions or need help registering contact our Procurement Department, bids@ces.org

**Certified Procurement Officer Overview Training for Cities and Counties**

CES is conducting a half-day procurement class for Cities and Counties designed to provide an overview of the CPO on-line course core topics and textbook reading requirements, the Procurement Code and other NM law-related documents. The course will provide insight to the textbook materials in relation to NM laws that will enhance your on-line studies. This class does not take the place of the State Purchasing On-Line CPO Class through Chemeketa College. You will not receive any credits toward your State Purchasing On-Line course work. The CES class is for information purposes only.

Please note that space is limited!

**Chinese New Year 2015**

The 2015 Chinese Year is the 32 number in the sixty-year cycle called YI WEI and described in Chinese tradition like "Sheep respected by Others". 2015 is the year of Green Wooden Sheep (Ram, Goat). The upcoming 2015 year of the Sheep is the inspiring period; it will try to leave behind any unstable affair and connections with the aim to carve a new more honest pattern of relations.
Please send any questions, comments or suggestions regarding the newsletter to Rebecca Simenson (rebecca@ces.org)

If you would like a complete copy of the calendar of events please email Rebecca Simenson at rebecca@ces.org