

Compras Públicas

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Entrevista sobre certificação de compradores públicos nos Estados Unidos com o professor Darryl Sweet
por RONALDO CORRÊA - sexta, 11 Mai 2018, 13:26

(11/05/2018) Em entrevista para a Comunidade de Compras Públicas da Enap, o professor Darryl Sweet falou sobre a certificação do servidor que trabalha com Compras Públicas nos Estados Unidos. Às perguntas foram feitas pelo professor da Enap e Auditor da CGU, Franklin Brasil.

1) CAPPO was founded more than one hundred years ago, being the oldest of its kind in the United States. Why did California public procurement officials decide to create an association so long ago?

DS: From what I have learned over the years...some forward-think people in public procurement felt that they needed to come together in a united fashion in order to help each other, their agencies, and the public they were serving. There saw they had a lot to learn, a lot to do, and high performance standards, but did not have training specifically to do their jobs. They needed to create a supportive network, share experiences, and begin to set industry standards.

I cannot directly answer, "Why?" But, perhaps the CAPPO story can. This link is to our 100th Anniversary Brochure which has some insight into the early period of our association:
https://cappo.site-ym.com/resource/resmgr/Docs/CAPPO_Century_of_Achievement.pdf

2) We understand that helping buyers to develop their skills and buy better to their agencies is the goal of CAPPO. How does the association deliver this help?

DS: CAPPO has three main programs for its members to help with skill development.

1. CAPPO has a robust Professional Development Offering. This is comprised of webinars and seminar covering various procurement topics (negotiation, writing

webinars and seminar covering various procurement topics (negotiation, writing scopes of work, leadership, data analysis, and more).

2. Chapter Membership. When one joins CAPPO, the member is part of a Chapter. This is a smaller group, defined by geographical boundaries. Chapters hold period meetings. They may be monthly, quarterly, or whenever they wish to meet. At the meetings, there will be topical speakers, or there may be open discussion of procurement issues, or there may be training.
3. Annual Conference. Once per year CAPPO hosts a conference to provide more education to our members. It is in-person, and offers dozens of sessions intended to enhance knowledge, skills and abilities.

3) How is CAPPO's relationship with government agencies and its procurement departments?

DS: This relationship is changing over time. 1,800 individual members represent roughly 1,000 agencies. Some agencies are fully supportive of CAPPO's efforts, and support their procurement staff in membership dues, and time off to attend CAPPO functions. Other agencies do not support CAPPO, and members must pay all dues out of their own pocket, and attending CAPPO events requires the use of vacation or unpaid time off. Other agencies offer partial support, where they'll pay membership dues, and allow for a modest amount of time to be invested by the employee.

There are at least another 1,000 agencies in California that are not connected to CAPPO at all.

4) And how is the relationship of the association with the private sector, the vendors?

DS: CAPPO is developing our relationship with the private sector, also over time. Our annual conference has a vendor exposition, which is a non-sales trade show, for government procurement officials to connect in a low-pressure setting and meet and discuss with private sector vendors what current offerings of products and services may be. For some vendors, this is valuable, as they get to know the procurement staff, and end up on bidders lists of many agencies. Other vendors are still trying to figure out if the investment in the trade show has a pay-off to them down the road.

5) What are the benefits of being a CAPPO member?

DS: CAPPO only costs \$130 per year, so it is very affordable. For that \$130 members get access to hundreds of other members, and there is a lot of networking and sharing between members. Access to a very low-priced Professional Development program targeted specifically to Public Procurement is another benefit. Access to the annual conference is another. There is a level of clout or professionalism associated with CAPPO, too, so being a member should also mean that that member is highly engaged in the profession.

6) How important is the exchange of practical experiences in the life of public procurement officials?

DS: This is very important. Some members believe this is the most valuable benefit of being a member. We have a website to which members post questions, experiences, problems, and all sorts of procurement issues. And any member can reply to the issue. This exchange of real-life experiences gives members a chance to see the methods used by other members that were successful, unsuccessful, or still in-progress. We call the website CAPPO list. It is active all through the day, and provides

progress. We call the website CAPPO-list. It is active all through the day, and provides many different points of view on how to deal with a wide range of issues.

7) Is it possible to think of good purchases for the State without professional buyers?

DS: Personally, I would say no. The California Public Contract Code is very complex, and is the law to be followed in Public Procurement in the state. Additionally, each agency has its own set of policies. And, the funding source, if Federal, or special proposition, may add on more statutory requirements to the purchase. The scope and complexity of the governing laws requires a professional to be in charge of a procurement.

Also, there needs to be a method to make the procurement happen, while incorporating the legal requirements.

An un-trained buyer can be the source of contractual problems, and can introduce a high-level of risk into the procurement. In my 20 years in public procurement, I have witnessed many procurement go bad due to the knowledge, skills, and abilities of the person in charge of the procurement. Every time, that person was not professionally trained, carried no credentials, and if they happened to be a CAPPO member, we could see that they did not participate in CAPPO's offerings (webinars, chapter meetings, annual conferences).

8) What is the procurement certification for a public buyer in California?

DS: Interestingly, professional certification is not a requirement to be a public buyer. Certification is still in the "preferred" phase overall. There may be some individual agencies that require it of the top procurement staff, but agencies still hire non-certified staff. Certification is still primarily optional. Preferred in some cases. It may differentiate candidates for a job, or not.

In fact, I hired a Lead Buyer who is not certified, but was required to earn certification within 18 months after being employed.

CAPPO supports CPPO and CPPB which are provided and governed by UPPCC. These are specifically geared toward public procurement. <https://www.uppcc.org/>

CAPPO also supports the CPSM issued and governed by ISM. This is geared toward Supply Management, and not specific to the public sector. <https://www.instituteforsupplymanagement.org/index.cfm?SSO=1>

I hold a CPSM, which I earned in 2012.

9) Are public procurement today more difficult than it was a hundred years ago when CAPPO was founded?

DS: I would say things are "differently difficult." 100 years ago had scopes of work, contracts, statutory compliance, and many of the same issues we still deal with today. But, we spend our time in different areas now. 100 years ago, vendor outreach took up a lot of time and resources. Hard copy files, the time to mail out all the procurement documents, and build in mail time for receiving documents. Today, what took hours, days, months, has been reduced to minutes. Whereas there may have been more laws to comply with, through our advanced technology we can mitigate those efforts because communication, market research, drafting forms, are all accomplished much more quickly than 100 years ago.

Our purpose is still the same as it was 100 years ago...to get the most we can out of the dollars being spent. The concepts to do this are still the same...compete in the market, competition drives down prices, and forces vendors to add value to their proposals. The practical methods have changed. From mail and phone to websites and email. From small vendor pools to large vendor pools. From ordering for warehouses and avoiding stock-outs to utilizing same-day and next-day delivery provided by vendors.

So, the environment, the context, is different now versus then, but the level of difficulty for each era is probably relatively equivalent.

10) Any advice to Brazilian public buyers about how to improve their performance and how to deliver better results to their agencies?

DS: Yes.

Continue learning. Attend webinars, seminars, on our procurement topics.

Share with colleagues. Share what works, what fails, results, contracts, bid forms. Consult for and with each other.

Benchmark and measure. Know where you're starting from, and document where you end up. You'll know the value provided to your agencies.

Get professionally certified, and start building certification requirements into the profession. In the same manner that engineering drawings are signed off by a certified engineer, blue prints are approved by a licensed architect, financial documents are certified by a Certified Public Accountant, try and make it so that public procurement are signed off by certified procurement officials.

Stay current on trends, technologies, methodologies, etc.

Market procurement so that it is seen as an important part of each agency

Darryl Sweet é o presidente da CAPPO-California Association of Public Procurement Officials e diretor de Business Services na UC Hastings College of the Law. Tem ampla experiência na área de logística e em órgãos públicos de compras públicas dos EUA. Darryl possui os certificados profissionais CPSM (Certified Professional in Supply Management) e CPM (Certified Purchasing Manager).



Franklin Brasil é Auditor da CGU desde 1998; Bacharel em Computação pela UFMT; Mestre em Controladoria e Contabilidade pela FEA/USP; Atua na capacitação de servidores públicos, com ênfase em terceirização, gestão de riscos, detecção de fraudes em licitações e pesquisa de preços; Fundador e coordenador do NELCA, grupo que congrega mais de 3000 compradores públicos do país; Vencedor do Prêmio "Professor Lino Martins" de artigos sobre Controladoria na Administração Pública em 2014, e duplamente vencedor do Prêmio "Chico Ribeiro" de Qualidade do Gasto Público, em 2015 e 2016. Coautor dos livros "Controladoria no Setor Público" e "Como combater a corrupção em licitações: detecção e prevenção", ambos pela Editora Fórum; Corresponsável pelo Projeto APRIMORA, parceria da CGU com o TCE-MT, que visa fortalecer os controles internos municipais.

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