

2017 NAEP Elected Officer
Candidate Nomination Application for Elected Office

The following criteria represents the standard information about potential candidates for elected office required by NAEP's Nominating Committee. This basic form should be completed by each candidate. A resume may be attached to further describe detailed information but should not be submitted in lieu of this application.

About You:

Position of Interest:

2nd Vice President

Name of Candidate: Todd Adams

Title: Deputy Director, Strategic Procurement Institution: UC San Diego

Address: 9500 Gilman Drive #0914

City: La Jolla State: CA Zip: 92093-0914

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Questions:

1. Number of years as an active member of NAEP: 7

2. Types of Service to NAEP and or the regions:
 - a. Participation on committees, task forces, special projects and other functions:
 2015 NAEP Program Committee

 - b. Author of an article(s), monograph(s), book(s) or other publication for NAEP:
 Webinar "How to submit a proposal" presented to NAEP members who were interested in submitting a proposal for the 2015 conference in Atlanta.

 - c. Recognition, Awards and/or Certificates of Achievement:
 NPI Achievement of Excellence in Procurement award, 2014 and 2016.

 - d. Presentation(s) at meeting(s) or educational programs:
 NAEP 2012 - "Creative Solutions to Increase the Utilization of Strategic Sourcing Agreements"
 NAEP 2014 - "Demonstrate the Value of Procurement through Department Business Reviews"
 NAEP 2015 - "Demystifying Pricing Perceptions with Data"

3. Service to an associated professional organization (whose principal purpose is the betterment of the procurement profession or education community):
 - d. Presentation(s) at meeting(s) or educational programs:
2016 California Public Higher Education Collaborative Business Conference – “Strategic Procurement: The Commodity Team Concept at UC San Diego”
4. Educational achievement (higher education institution and/or certification, NAEP’s Institutes or Academy, etc.)
B.B.A. in Business Economics, University of San Diego
5. Procurement positions held (title/institution/organization)
I started my procurement career as an Associate Buyer 1 at Conexant Systems, Inc. and over a 12-year period became a Buyer 5, Strategic Sourcing Manager. At UC San Diego I started as the supervisor of a procurement team of 3 buyers, and over the past 9 years have become the Deputy Director of Strategic Procurement. My team of 20 includes all Professional Buyers and Strategic Sourcing Commodity Managers at the University, along with our Business Contract team.

National board member selection criteria:

Please provide a comprehensive statement to the below questions. You only have to answer the questions that apply to your personal experiences.

1. Do you possess an area of expertise that helps the association meet one or more of our strategic initiatives (see attached Strategic Plan)

In the area of Professional Development/Education, I have been a presenter at NAEP and other conferences for several years now, and enjoy exchanging knowledge with my peers in educational procurement. Whether it is a seasoned professional at a large university or someone just starting out at a community college, I try to impart some knowledge that will be useful to that person, and in turn learn something myself. At UC San Diego, I have focused on the development of our personnel in Procurement, making sure that everyone knows the next step in their career and what they need to learn or accomplish in order to take that next step. As a result I have been able to achieve promotions for my staff at a higher rate than other managers in our organization, and maintain a high level of employee morale.

In the area of Leadership/Volunteerism, I have been a Scout leader for the past ten years, and I try to bring that spirit of volunteerism and support to

the way I manage my team. It's not about me, it's about them. I use guiding principles like teamwork, collaboration and continuous improvement to drive behavior, but I also leave room for team members to accomplish their job in their own way. They receive guidance and support as needed along the way.

When it comes to supplier relationships, I believe Procurement should bring data to the table that is valuable to our suppliers during business reviews. At UC San Diego we provide market share data, customer data by department, and general spend data to our key suppliers. The idea is to provide them with information that they can't obtain through their own systems, with the goal of making them more successful at our campus. We are leaders in the UC system with our supplier relationship approach.

Collaboration is one of the keystones of our organizational structure. I have organized my commodity teams in a way that promotes collaboration between buyers and commodity managers within commodity teams, and also promotes collaboration between the different teams. Coming from the semiconductor industry, I have always been impressed with the collaborative nature of higher education procurement and would use my influence to further promote this behavior.

2. Broader perspective: Please list other noteworthy voluntary contributions of time, effort, resources and leadership abilities to NAEP and the procurement profession.

I have been able to offer guidance to our Analytics and Technology teams in their proposal submittals for presentations at NAEP annual meetings. These non-procurement teams have been successful in getting their submittals accepted. Presenting at NAEP conferences gives these teams the opportunity to share their knowledge and successes, and expands the curriculum of the conferences.

3. Provide examples of the ability to develop strategic direction/vision and/or implement a strategic direction/vision. Have you been identified by peers as a thought leader?

Three years ago my vision for my department was to break down the wall between Strategic Sourcing and transactional procurement and reorganize into commodity teams that include commodity managers and buyers. This keeps Strategic Sourcing from working in a vacuum, and enables commodity managers to hear the voice of the customer from the buyers' point of view while planning an initiative. Questions like "How are we going to implement this?" are asked at the early stages as opposed to the late stages of a project. This way I am able to have teams of specialized professionals in their fields that are not working in silos. We call it "specialization without isolation" and it has been very successful at UC San Diego. The UC system is currently working with a consultant to promote best practices, and my organization

has been identified as one that should be emulated throughout the UC system.

4. Do you recognize and promote trends, issues and best practices for your institution and profession? Please describe.

In my organization I promote best practices in two main areas: Strategic Sourcing and transactional procurement. In Strategic Sourcing I recently created a position that handles the technical side of all bids, with the goal of taking that workload off the shoulders of the Commodity Managers and at the same time standardizing the way we organize bids, score proposals, identify apparent awardees, and plan implementations. It has been extremely successful in standardizing our bidding process and increasing the number of bids we complete. With transactional procurement, we are challenged by federal, state, and UC requirements that create a bureaucracy that needs to be navigated in a consistent manner. At UC San Diego we have built processes into our e-procurement tool that identify funding sources and their related requirements, and also guide our requestors to provide as many answers as possible up front. This streamlines the process for our buyers, and provides a better customer experience while meeting the various procurement requirements.

5. Please describe how you would confidently and articulately lead discussions and express opinions in a collaborative, collegial manner.

I currently lead a team of 20 buyers and commodity managers in weekly team meetings where we share issues and collaborate on solutions. Although my team members possess a wide range of experience and communication styles (often mixed with strong opinions!), I am able to keep them on track by identifying the common ground between them. I also focus on goals and solutions rather than dwell on problems and who may be at fault. Ultimately we are all on the same team and we are smarter and more creative together than as individuals.

6. Do you mentor, engage and share information with current and potential NAEP national, regional or committee leaders? Or with staff?

I currently attend a monthly commodity strategy meeting with my counterparts at the other 9 UC campuses. We share initiatives, the status of bids, implementation strategies and general sourcing plans. I have the appropriate Commodity Manager attend as well, and we pass the information on to the rest of the department as needed. I also meet bimonthly with my counterpart at the University of Colorado.

7. What vision do you have for NAEP during your term? (Biggest challenges and how to solve them).

I think one of the biggest challenges facing NAEP is how to appeal to a wide range of procurement professionals and continue to provide value. I have had the opportunity to meet managers of large, complex organizations, buyers from small community colleges, and a wide range of NAEP members in between those two extremes. Offering programs and resources that provide value to all levels of procurement professionals is a major undertaking that I experienced while working on the 2015 Program Committee. NAEP should continue to provide tangible value to its members through robust program offerings at its conferences, and information about best practices should be easy to find on the NAEP web site. I also think we need to find new ways to appeal to millennials as a way to grow the membership with younger procurement professionals. A “Ted Talk” format of top procurement issues would be interesting to see on the NAEP site, along with tips on career planning and opportunities.

Candidates should also have a commitment to contribute the time, interest, ability and resources necessary to complete assignments promptly and professionally.

IN ADDITION PLEASE PROVIDE:

Candidates for national board positions should have the support of their employer organization to attend all board meetings, in addition to other related activities, as appropriate for the duration of their term of office:

2nd VP: 5 year term

Please provide a recommendation letter (by the direct supervisor, indicating if the person is elected the institution and supervisor will support the candidate and allow him/her to participate as part of his/her professional development).

Please see the recommendation emailed from Ted Johnson.

Thank you for your consideration!

Todd