

# CES PROCUREMENT PARTNER NEWSLETTER

April 2024



## Navigating Government Procurement: The Vital Role of Contract Compliance for Vendors

In the intricate landscape of government procurement, vendors play a pivotal role in the allocation and utilization of public resources. As key stakeholders in this process, ensuring accountability and transparency is not only a legal requirement but also essential for maintaining trust and integrity. Among the multitude of tasks involved, one critical aspect that cannot be overlooked is the meticulous examination of contract compliance when reviewing proposals and purchase orders.

Contract compliance is the cornerstone of a successful partnership between vendors and government customers. It involves a rigorous verification process to ensure that all terms, conditions, and stipulations outlined in the contract are meticulously followed. From pricing accuracy to delivery schedules, from quality standards to regulatory requirements, adherence to every aspect of the contract is imperative to prevent potential risks and maintain the integrity of the procurement process.

Failure to prioritize contract compliance can have serious repercussions for vendors, including financial losses, legal disputes, and damage to reputation. Moreover, it jeopardizes

the trust and confidence placed in vendors by government organizations, which can hinder future business opportunities. Therefore, maintaining strict adherence to contractual obligations is not only a legal obligation but also a strategic imperative for vendors operating in the government procurement arena.

In facilitating contract compliance, CES (Cooperative Educational Services) plays a crucial role in supporting vendors throughout the procurement process. CES serves as a trusted intermediary, offering vendors access to customers through pre-negotiated agreements and ensuring adherence to contractual obligations. Importantly, whenever a vendor holds a contract through CES, they can rest assured that CES conducts comprehensive contract compliance reviews for each purchase utilizing the contract, mitigating potential risks and ensuring compliance with regulatory requirements.

The partnership between vendors and CES exemplifies a collaborative approach to promoting integrity and transparency in government procurement. By holding and leveraging CES contracts, vendors not only

gain access to a wider pool of sales opportunities but also benefit from the assurance that contract compliance is rigorously monitored and upheld. This not only enhances the efficiency of procurement processes but also fosters a culture of accountability and transparency across the procurement landscape.

In conclusion, contract compliance is not just a procedural requirement but a fundamental aspect of responsible governance in government procurement. Vendors must

prioritize adherence to contractual obligations to safeguard their interests, maintain trust with government entities, and ensure the effective utilization of public resources. By partnering with CES, vendors can navigate the complexities of government procurement with confidence, knowing that their contractual obligations are rigorously monitored and upheld, ultimately contributing to a more transparent and accountable procurement ecosystem.

*by Jared Bomani*

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## VENDORS:

Please update your pricing in your Bluebook Profile to avoid delays in CES sending your POs to you. For compliance purposes, CES verifies pricing. If your pricing is updated, we will send your PO to you within 24 hours in most cases.

Please add your W-9 and certificate of liability insurance to the additional documents tab in your Bluebook profile. If you have any questions or need help, please contact me at [lisa@ces.org](mailto:lisa@ces.org).

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**With our Procurement Partners,**

**We win as a team!**

**We're CES.**



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# INFORMATION RELEVANT TO JOC COST PROPOSALS

To access the RS Means JOC Core platform, go to the following web address;  
<https://joccore.gordian.com>.

## TIPS

- Use the “Big Note” as a guide when building a cost proposal in either Gordian or RS Means.
- When adding line items from the CTC, if there is a “modifier” button, always open it to see if any of the options in the modifier applies.
- If your cost proposal is greater than \$25,000, be sure to add a line item for bonds. Always add a line item for tax.
- To avoid delays in the cost proposal approval, make sure the adjustment factor for bonds and tax is 1.0.

## TRAINING

- CES provides quarterly Vendor training on the use of JOC. The training will be in person at the CES offices and streaming via ZOOM. Emails will be sent out closer to the dates with the starting time.
- Tuesday, May 14<sup>th</sup>, 2024
- Tuesday, September 17<sup>th</sup>, 2024
- Wednesday, November 13<sup>th</sup>, 2024

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### Procurement Dept. staff update:

- Effective 1/29, Lisa Romo (new ph. ext. 129) is our new *Procurement & Contracts Specialist*.
- Effective 2/5, Dotty McKinney (dotty@ces.org, ph. ext. 116) is our new *Procurement Dept. Administrative Assistant*.
- After nearly 17 years with CES, John Tortelli's last day of service was 2/29/24.



# Ever wonder about which conferences CES uses to actively promote its Procurement Partner vendors? These are the “regular” ones at which CES exhibits.

MONTH	ASSOCIATION	WEBSITE	CONFERENCE	CUSTOMARY TIMEFRAME
JANUARY	NM Association of Counties	nmcounties.org	Annual Legislative Meeting	January
FEBRUARY	NM Association of School Business Officials	nmasbo.org	Winter Conference	February
	NM School Boards Association	nmsba.org	Winter (Legislative) Meeting	January or February
MARCH				
APRIL	NM Public Procurement Association	nmppa.org	Annual Meeting	April
	NM Association of School Business Officials	nmasbo.org	Spring Budget Workshop	March or April
MAY				
JUNE	NM School Boards Association	nmsba.org	School Law Conference	May or June
	NM Association of Counties	nmcounties.org	Annual Conference	June
JULY	NM Coalition of Educational Leaders	nmcel.org	Annual Conference	July
AUGUST	NM Municipal League	nmml.org	Annual Conference	August
SEPTEMBER	NM Association of School Business Officials	nmasbo.org	Fall Conference	September
OCTOBER	NM Infrastructure Finance (Conference)	nmifc.com	Annual Conference	October
	CES	ces.org	Facility Manager Workshop	October
	NM Public Procurement Association	nmppa.org	Fall Conference	October
NOVEMBER				
DECEMBER	NM School Boards Association	nmsba.org	Annual Conference	November/December

Keep an eye out for the CES booth:



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