

Leveraging Interns in Procurement

Craig Rader, NIGP-CPP, CPPO, CPPB
Purchasing Agent, County of Sacramento
CAPPO President 2023-2024

Agenda

- Need created
- Outreach/Search
- Duties/Task
- What's in it for them?
- Funding
- Success Stories
- Q&A

Need created

- 2010 BUDGET REDCUTIONS
- 40% STAFF CUT
- CUSTOMER EXPECTATIONS

Outreach/Se arch

- COMMUNITY COLLEGE PROCUREMENT CERTIFICATE PROGRAM
- COLLEGE INTERN NETWORKS
- JOINED COMMUNITY COLLEGE ADVISORY BOARD

Duties/Task

- CELRICAL/ADMIN
 - ANSWERING PHONES
 - SCANNING/INDEXING
 - VENDOR NUMBERS
 - ASSIGNING REQUISITIONS
 - CUSTOMER SERVICE
 - SPECIAL PROJECTS
- JR BUYER
 - QUOTES
 - COIs
 - EPROC
 - CHANGE ORDERS
 - RENEWALS
 - COPIER DATABASE

What's in it for them?

- Learn New Skills
- Office Etiquette
- Prepare for Other Opportunities
- College Expenses
- Career Decision

Funding

- CUSTOMER FUNDED
- SALARY SAVINGS

Success Story

- ZAC MELLO
 - CAREER DAY (FOLSOM LAKE COMMUNITY COLLEGE)
 - INTERN JUNE 2015
 - HIRED SEPT 2016

Success Story

- MARIA COJOCARI
 - CONTRACT SERVICES SPECIALIST
 - INTERN JANUARY 2020
 - HIRED MAY 2021

Success Story

- KEVIN DEOL
 - CONTRACT SERVICES OFFICER
 - INTERN SEPTEMBER 2019
 - HIRED OCTOBER 2021

Success Story

- BYRON ROSARIO
 - SON OF JESSE ROSARIO
 - INTERN
 - INTERN JUNE 2021

Q&A

