

Per a Convey survey of more than 1,000 U.S. consumers revealed changing shopping behaviors and expectations in light of the COVID-19 pandemic.



Younger people are more prone to stockpiling. More than 4 in 10 young shoppers admit to stockpiling items in preparation for the COVID-19 outbreak.



Consumers want to shop local, but Amazon still dominates. Nearly 9 in 10 shoppers say it's important to support local retailers, yet 4 in 5 shoppers say they are using Amazon during the COVID-19 outbreak.

Procurement Funnies

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WWW.ANDERSTOONS.COM



"No, it's fine, I've just never seen coupons used in an acquisition."

RETURNING TO THE NEW NORMAL

by Greg Zimmerman, Executive Editor of Building Operating Management



As offices reopen, health and wellness strategies will become a crucial part of design. Some new strategies may run counter to how things have always been done. Health and wellness is the

new normal; is it more expensive? Wellness, sustainability, and resilience: A triangle of new strategies.

Will this place make me sick? That'll be the quest on the minds of anxious occupants as they begin returning to offices. And it'll be up to you, the fearless facility manager, to allay those fears.



That's no small order.

The coronavirus pandemic will create a fundamental shift in how the workspace is conceived, designed, and operated. Never before has implementing strategies to benefit occupants' mental health and physical well-being been more critical than now. Indeed, health and wellness strategies will be inextricably linked to the new normal of office design and operations. "Health and wellness will move from a 'nice to have' to a 'must have,'" says Paul Scialla, founder and CEO of Delos, and founder of the International WELL Building Institute. "The pandemic is really bringing the importance of health and wells front and center."

Yes, the new normal of the immediate future of social distancing, more-frequent cleaning, and limiting exposure to high-touch surfaces will be crucially important as occupants return to the workplace. But

also, facility managers will need to confer with business leaders to develop ongoing staggered work-from-home and desk-hotelling policies, as well as create the infrastructure and implement the technology to make this possible. An finally, facility managers will need to ensure ongoing projects that actively encourage health and wellness – especially those that complement money-saving sustainability measures – remain at the top of the priority list.

For more information and to read the entire article, please visit <https://www.facilitiesnet.com/facilitiesmanagement/article/Health-and-Wellness-Will-Be-the-New-Normal-of-Office-Buildings---18938>



E&I has a **new** competitively bid agreement with IM Supply for electrical supplies, equipment, and other products and related services. This contract replaces the WESCO which expired on June 30th, 2020. If you would like to have an account set up with IM Supply under this contract, please complete and submit the online letter of participation document. For the LOP and additional information about the contract, please visit <https://www.eandi.org/loprfi/im-supply-lop/>. **NOTE:** Mayer Electric is the local distributor for IM Supply in the Northwest Florida Panhandle.

The new 2020-2021 school year starts back this month. Watch for kids at bus stops.



SUPPLIER PERSPECTIVE

The Next Normal: Helping Procurement Thrive in an Unpredictable Future

Everything has changed: in our homes, in the office, in the classroom. The rules of engagement are different now, and more importantly, we are different too. As we move forward in this post-COVID revised reality, we are more focused on health and safety than ever before.

Steelcase

Steelcase has put together an insightful whitepaper outlining the new challenges the crisis has created in terms of safety, infection control, physical and emotional well-being in the workplace. **Navigating What's Next: The Post-COVID Workplace** <https://www.eandi.org/wp-content/uploads/Steelcase-ThePostCOVIDWorkplace.pdf> shares research and strategies that can help organizations navigate these changes in three phases:

- **Now** – includes retrofitting the workplace to meet governmental and health guidelines as the workforce continues to work from home;
- **Near** – as an organization prepares to bring back most – or all – of its workforce, this stage includes reconfiguring workspaces for enhanced safety; and
- **Far** – includes a completely reinvented and adaptable workspace based on scientific research and emerging technologies. The reinvented office will be designed with a stronger commitment to the overall safety and wellbeing of people in all aspects – physical, emotional, and cognitive.

Along with laying out a strategic approach to each of these three phases, Steelcase offers a number of design considerations to adapt existing environments for the post-COVID workplace, taking into account things like materials, technology, behaviors – in addition to furniture. These recommendations are valuable not just for the office, but for the classroom as well.

GOOD QUESTION

What's the most unexpectedly good advice you've received about the supply chain?

Speed is not always the solution. Breaking shipments into inventory replenishment and just-in-time SKUs allows price and transit time optimization. Asia-to-U.S.-East-Coast transit through the Panama Canal versus the Suez canal differs by 7 to 13 days. Pushing inventory cargo to the slower/lower-cost options provides free warehousing on the water while reducing overall landed cost.

- Alan Baer
President, OL USA

Start Small. Challenges like data quality and supply chain visibility require supply chain-wide cooperation that does not happen overnight. Quick win through tests and pilots can give an organization confidence to expand innovation.

- Angela Fernandez
VP, Community Engagement
GS1 US

Don't try to be the smartest person in the room. And if you are the smartest person that isn't necessary a good thing. It's about building teams with diverse viewpoints to help you learn and grow. Recruiting and developing people with different skill sets is essential.

- Darlene Wolf
SVP Strategic Partners Arrive Logistics

Don't just show up to inspect and point out errors. Show up at the beginning. Meet the artisans and workers. If the craftspeople are able to look into your eyes and understand your larger mission, the product will reflect that care.

- Emily Soloby
Founder, Juno Jones Shoes



UPPCC Welcomes CPPC As A UPPCC Partner

Lexington, KY – June 18, 2020 - To formalize their commitment to work together to ensure the continued growth, development and global recognition of the Certified Public Procurement Officer® and Certified Professional Public Buyer® certification programs, a Memorandum of Understanding (MOU) has been signed

between Universal Public Procurement Certification Council (UPPCC) and the Canadian Public Procurement Council (CPPC).

With the signing of the MOU, CPPC has become an official UPPCC Partner. The UPPCC Partner program was established to build a communication network between professional membership organizations and the UPPCC. It provides UPPCC with a broader audience in which to communicate the value of the professional certifications it offers and provides the UPPCC Partner with an active voice for their membership in the development of the CPPO and CPPB certifications. In recognition of the collaborative partnership, UPPCC is extending the discounted rates for certification and recertification to the membership of CPPC.

CPPC President, Kimberley Murphy, said, "We are very happy to formalize the partnership between CPPC and UPPCC. This is a fantastic opportunity to continue working with a like-minded organization committed to raising the level of professionalism in the public procurement environment. This partnership solidifies CPPC's support of further education through CPPB and CPPO certifications."

Kathleen Muretti, CPPO, CPPB, CPCP, Chair of the UPPCC Board said, "CPPC is UPPCC's first Canadian Partner and this news is particularly exciting for me, as CPPC nominated me to the UPPCC Board to represent Canadian Public Procurement professionals. Expanding our Partner network is foundational to UPPCC and our profession overall and we are very excited to continue working with the CPPC and their membership to help us drive our vision for excellence in the global public procurement profession."

UPPCC values and invites open collaboration from across the profession in the development of UPPCC certifications and hopes that more organizations will consider becoming a UPPCC Partner. For more information, please visit the [UPPCC Partner page](#) on the UPPCC website.

About the UPPCC

The Universal Public Procurement Certification Council (UPPCC) is an independent entity formed to govern and administer the Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB) certification programs. The CPPO and CPPB programs are highly regarded and respected among procurement professionals and employers involved in the public sector. To date, the UPPCC has certified well over 13,000 professionals primarily within the US and Canada as well as in other nations around the globe.

About CPPC

The Canadian Public Procurement Council (CPPC) is a leading membership organization with a mission of creating an environment that brings all levels of government together to learn, share best practices, develop relationships and move the public procurement profession forward.



Virtual Forum 2020...Creating Even Stronger Virtual Connections August 24-28, 2020

NIGP is here to support you and provide innovative training that empowers you to be agile and successful in today's evolving workplace.

Forum 2020 promises to be our most engaging and exciting virtual conference yet. It's five days of learning, networking and inspiration as you connect with peers and thought-leaders across North America.

Highlights:

- 55+ procurement-focused sessions on 8 engaging tracks
- Networking opportunities
- Virtual Exhibit Hall
- Virtual Happy Hours
- Earn 18 Contact Hours
- And more

Pricing

(Forum fees are significantly below market to address the deep financial challenges facing public entities).

Members: \$249 (through July 15) (\$14 per contact hour) | \$297 (after July 15) Non-Members: \$397 | Group

If you are interested in attending Virtual Forum 2020, please reach out to Cindy Lambeth.

Post Phoned Event:



2020 FL-TAGM Regional Meeting

October 4-7, 2020
Panama City, FL

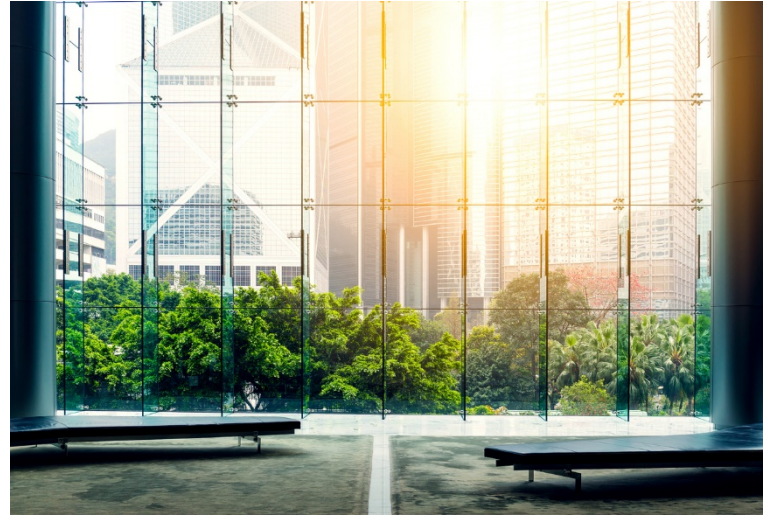
NOTE: This meeting has been post phoned until further notice due to COVID-19.



TAGM

Innovation after Covid must not come at the expense of sustainability

By Samuel Wrest
09-Jun-2020



As the world approaches what will likely be an unprecedented recession, businesses are talking about "innovating out of the crisis" by working more closely with their suppliers. But what does innovation mean in this crisis and what should it achieve?

During a roundtable with a cross-industry group of procurement teams, participants insisted that while innovation should help business recovery and growth, it must do so in a way that doesn't compromise environmental, social and corporate governance standards. Although [coronavirus has overshadowed the climate crisis in recent months](#), collaborating with suppliers in the wake of the pandemic must still support the sustainability goals that businesses have committed to. Not doing so would put those goals at risk and [could threaten the future growth of those businesses](#).

This requires structure. Targets and processes must be put in place to ensure innovation and sustainability work hand-in-hand and are not isolated from one another. There are three main learnings that companies attending the roundtable shared to achieve this:

1. Develop your innovation and sustainability strategies together

For procurement innovation and sustainability to work in tandem, their overall strategies must be set together. Misalignment often results in innovation projects that do not contribute to or may undermine any environmental or social targets the organization is working towards.

There were two methods shared for structuring procurement for this. For one company, a team was formed within procurement jointly responsible for supplier innovation and sustainability, with carbon reduction, water management, and waste reduction its main sustainability focus areas. The team developed an innovation-sustainability strategy and applied it to all sourcing

categories, thereby ensuring any supplier collaboration project helps support its sustainability targets.

For another organization, there are separate procurement roles for both innovation and sustainability, but the strategy setting of these two teams is done together. The two will communicate on any incoming supplier collaboration projects to assess, for example, an innovation project's carbon dioxide impact before it is approved. In this way, supplier innovation work does not contradict its sustainability strategy.

2. Set sustainable criteria for supplier innovation projects

As well as having a shared strategy around innovation and sustainability, teams should create specific criteria for how they assess supplier ideas and proposals to ensure they support the business's environmental, social and governance targets.

For one company, a team screens innovation ideas to meet green objectives. If the idea helps further the business's green targets, it will get approved for collaboration and may receive additional funding.

A similar structure exists within a team at another organization, but specifically on capital expenditure projects. If a supplier project contributes an innovation that helps reduce carbon emissions, it will be approved for funding. This, they say, is because the company sees decarbonization of the supply chain as a "competitive differentiator", underscoring how sustainability is now closely linked with business growth.

3. Segment suppliers by both innovation and sustainability

While some suppliers will come to a buying organization with ideas for collaboration, it is also incumbent on procurement to engage the supply base to drive better innovation and sustainability. This requires segmentation.

The criteria put into this segmentation process differs by each company. Most factor in the supplier's impact on different sustainability areas, such as the environment, human rights, and fair business practice – typically obtained through third-party audits – and combine it with innovation criteria. This can include the supplier's service pipeline, record on new launches and its strategic importance to the organization. Procurement teams then use this information to identify suppliers best suited for collaboration.

Businesses understand how important supplier innovation is for both growth and better corporate sustainability. It is therefore essential that structures such as those above be put in place that safeguard against the two being separated. "Improving supply chain sustainability by

innovating with our suppliers is essential for our organization," one company noted. "We have to organize how we work to ensure we make progress."



Announcing a new Florida Buy Contract no. 20-2023 for Modular Buildings and Construction Services

B Hurd Realty Services, LLC DBA Hurd Construction Management and DBA Fabricon Modular is pleased to announce a recently formed partnership with the Panhandle Area Educational Consortium (PAEC)/Florida Buy cooperative purchasing program.

The Contract # is 20-2023 and the lead agency is The Washington County School District.

The contract offers procurement of *modular buildings* and *construction services*. The basis of the contract is a project won via competitive bid for the Lake County FL Board of County Commissioners.

For details please visit our webpage on the PAEC site: http://my.paec.org/business/florida_buy

By using this cooperative purchasing vehicle your task of providing modular space quickly and with competitive pricing is easy.



\$58,000

Average pay for truckload national, irregular route solo van drivers, up \$6,000 from 2017.

-The American Trucking Associations' Driver Compensation Study (based on 2019 data).