

December 2020

<https://www.cgccnigp.org/>

Editor: Tonia Lawson



## 14<sup>th</sup> Annual Northwest Florida Reverse Trade Show

Friday, May 7, 2021  
9:00 AM – 12:00 PM  
Student Union West Building  
Gulf Coast State College  
5230 West US Highway 98  
Panama City, FL 32401



Registration is open for CGCC members and vendors. Please register ASAP so we can show the vendors the benefit of choosing our RTS over another event.



*We wish Dedria Lunderman the best as she moves on to bigger things in her professional career.*

### NIGP SCHOLARSHIP AWARDED TO CGCC MEMBERS

Congratulations to DeRita Mason and Jeff Hyde for being selected as recipients of NIGP's Pathway Scholarships.

DeRita will be enrolling in *Sourcing & Contracting* and Jeff is enrolled in *Strategy and Policy/Planning and Analysis*.

**CONGRATULATIONS!!!**



# \$81.4B

by 2027

*That's how much the global forklift market is projected to reach, up from \$45 billion in 2019, thanks to the boom in e-commerce and increased investment in infrastructure.*

- Allied Market Research, August 2020 Inbound Logistics

Be sure to check out the Department of Management Services website for service updates (contract renewals and vendor updates).



**"The economy is recovering, but retailers are being careful not to import more than they can sell."**

- Jonathan Gold, VP-National Retail Federation

**Dan Fuller**  
**GM of Procurement,**  
**Contracting & Materials**  
**Management**  
**Bay District Schools**



1. What year did you join the chapter? **2018**
2. How long have you worked in the procurement profession. **2.5 years with the School District and 8+ years in Federal Service.**
3. What organization do you work for? **I work for School Board of Bay County, FL (Bay District Schools).**
4. What is the most interesting, unusual or challenging purchase in which you have been involved? **An \$8 Million Communication Center program for the Federal Government. It was very unusual what we needed and the scope kept shifting throughout the negotiations. Second interesting but most challenging was the Enterprise Resource Program (ERP) for the School District. The negotiations and selections took nearly three (3) years in total.**
5. What professional certifications do you hold? **None at this time.**
6. What is your number one goal (career or personal)? **I'm on my 3rd career. I think I have achieved my number one goal and that is to take care of the people under me. I want to ensure they have what they need professionally and to know I trust them to do the right thing. With everything we have dealt with since Hurricane Michael and now a global pandemic, I have tried to demonstrate grace and compassion. The mental health of everyone has been pushed beyond limits and I want them to know I care, I pay attention and I try to give the grace, patience and compassion I would want in their position. I won't be in this position forever, I want to demonstrate to others how I think a supervisor should be. For long term goal, I would like to retire with my wife to a quiet island in the eastern Caribbean and sort of vanish.**





7. What is your favorite past-time or hobby? **I don't get to do as much as I used to but I loved playing golf. Otherwise, I love just "being" with my wife in whatever we do.**



8. Share a little known fact about yourself. **I am an open book, from snorkeling with dolphins and sharks in Colombia South America, to skydiving. I have been as far south as Valparaiso Chile, as far north as the Arctic Circle, west to Kuala Lumpur Malaysia, east as far as Macedonia (Kosovo). All this from a kid that just wanted to run away from Illinois.**

## Best Supply Chains of 2020

These companies demonstrate supply chain excellence through transparency, technology adoption, and resilience in 2020, according to Thomas Insights:

1. **Apple:** Focuses on sustainability, strengthening relationships with strategic suppliers, and streamlining inventory management by cutting down on warehousing to limit overstocking. 
2. **Amazon:** Transformed the supply chain with one-day and two-hour delivery, and purchased 100,000 e-delivery vans to deliver net-zero carbon by 2030. 
3. **McDonald's:** Operates a vast network of suppliers, owners, and providers and uses vertical integration, such as growing its own potatoes, for optimal efficiency. 
4. **Walmart:** Shifted to a ship-from-store approach, enabling fast and low-cost delivery of online orders. 
5. **Johnson & Johnson:** Capitalized on diverse suppliers to meet demand during COVID-19, and transformed its supply chain to ensure end-to-end traceability with IoT, cloud computing, and analytics.
6. **L'Oréal:** Delivers more than 7 billion products per year to 500,000 locations around the world through a customer-centric approach and a focus on sustainability.
7. **Inditex:** Helped transform the fast-fashion industry into a sustainable model, uses artificial intelligence to boost forecasting, and utilizes just-in-time manufacturing.
8. **PepsiCo:** Plans to reduce emissions on a large scale and create leaner operations. Experiencing growth during the pandemic, enhancing wages and benefits for its 90,000 U.S. employees.

9. **Alibaba:** Global e-commerce operation hit \$1 trillion in 2020. Increased in-house operations to provide better service for its 960 million customers.
10. **Nestle:** Moved toward an eco-friendly and socially conscious model while staying on track to save \$2 billion through streamlined operations. Began monitoring food journeys using blockchain.
11. **Colgate-Palmolive:** Strong supply chain distributes its brands to more than 200 countries and territories. Sustainability efforts led to a supplier code of conduct and 15 zero-waste manufacturing facilities.

- *Inbound Logistics, September 2020*

## *Supplier Spotlight*



The Home Depot Pro, through OMNIA Partners, supports state and local government agencies to save you time and money. Our contract makes it easier than ever to get the supplies you need, with access to competitive pricing in top categories such as **Paint, Building Materials, Flooring, Plumbing, Electrical, and more.**

As a Pro, you have access to dedicated resources, including in-store support that can work with you directly on your projects to ensure you get the right supplies at the best price. Plus, OMNIA Partners participating agencies **receive up to 5% annual rebates on all purchases through the FREE Pro Xtra Program.** Your Pro Xtra account unlocks additional savings and tools sent right to your inbox. Saving is simple, start earning cash back today!

Unlock all the benefits of the Home Depot & OMNIA Partners' partnership, including:

- Earn **rewards** just for shopping at The Home Depot. Plus, get surprise Bonus Perks simply for being a member.
- Access Gold Status Paint Rewards savings of up to 20% both in store and online from \$1.
- Save on qualifying orders over \$1,500 with **Volume Priced Pricing.**
- Access to millions of products for capital improvements or everyday maintenance, including **vendor direct programs.**
- Store and organize purchases digitally with **Purchase Tracking.**
- Authorize employee purchases quickly with Text2Confirm Authorization.
- **Spend Management & Reporting** with visibility of all your purchases to simplify tax preparations.

- Select the **environmentally safe and sustainable** products for your projects.
- Use **Installation and Repair Services** such as Flooring, Painting, Electrical, Appliances & more.
- Call on local support for **emergency preparedness and relief**, including products you need and an extensive network of contractors.

For more information, contact Jeff Loughrey, Territory Sales Manager @ [Jeff\\_W\\_Loughrey@homedepot.com](mailto:Jeff_W_Loughrey@homedepot.com).



## **Cyber Security – What is it?**

by Tonia Lawson

Cyber security is front and center of the modern supply chain thought processes. Procurement professionals are required to ensure that their organizations are protected from risk that impact their ability to manage to spend and support operations. The management of spend, support of operations, and shielding organizations from risks is the mission of procurement departments.

What is cyber security? Cyber security refers to the body of technologies, processes, and practices designed to protect networks, devices, programs, and data from attack, damage, or unauthorized access. Cyber security may also be referred to as information technology security.

What is it so important? Cyber security is important because government, military, corporate, financial, and medical organizations collect, process, and store unprecedented amounts of data on computers and other devices. A significant portion of that data can be sensitive information, whether that be intellectual property, financial data, personal information, or other types of data for which unauthorized access or exposure could have negative consequences. Organizations transmit sensitive data across networks and to other devices in the course of doing business, and cyber security describes the discipline dedicated to protecting that information and the systems used to process or store it.

The procurement industry has particular reason to take its cybersecurity responsibilities seriously. While clearly proffering many advantages, the increasingly online nature of procurement leaves a growing number of digital vulnerabilities open to cybersecurity threats. From financial



information - such as bank accounts, credit cards, and invoices - to personal details - including W9s, social security numbers, names, addresses, and phone numbers - procurement handles and is trusted with huge amounts of sensitive, private data. Add to this company information such as bids, contracts, and other confidential documents, and the list of desirable targets becomes even longer.



**Why do Hackers Hack?** Hackers hack because they can or for a multitude of different reasons. Hacking is a casual hobby for some hackers – they hack just to see what they can and can't break into, usually testing only their own systems. Some are obsessive about gaining

notoriety or defeating computer systems, and some have criminal intentions. However, it does seem that motives for hacking are gradually shifting over time. Fewer cyber-attacks today have FIG motives (fun, ideology, grudge), and more are increasingly tied to espionage. With more deliberate, determined, sophisticated, and team-based attackers, it's no wonder that the cybersecurity industry is growing at a 9.5% annual clip.

What can Procurement do? Procurement professionals can ensure their staff are properly trained. Staff who are poorly trained (or untrained) in cyber security will make life significantly easier for criminals. After all, it's far simpler to walk through an open door than it is to break open a locked one.

Staff should know how to leave their systems locked and encrypted, what to do with files received from unknown or untrusted sources, how to make sure mobile devices are secure, the risks of using public Wi-Fi, and what reporting procedures are in place should an intrusion be suspected.

Cybersecurity will continue to be a concern for all businesses for the foreseeable future. Due to common vulnerabilities across organizations, procurement professionals need to ensure cooperation throughout, that the necessary investments are made, and that robust contracts are in place.

**Negotiations** serve as the apex of the sourcing process, bringing together research, strategy, specifications, and all associated criteria in order to achieve a best value solution for the entity. Negotiations, broken down into preparation, negotiation, and agreement, help the procurement professional achieve the greatest public benefit possible in situations ranging from pens and paper to major construction initiatives.

**Spend analysis** is a critical tool in the procurement professional's toolbox, empowering professionals with the ability to detect opportunities for greater efficiency and effectiveness within the larger governmental entity. Through effective spend analysis, the procurement professional can analyze past, current, and future projected spend to develop more informed and more strategic procurement strategies.



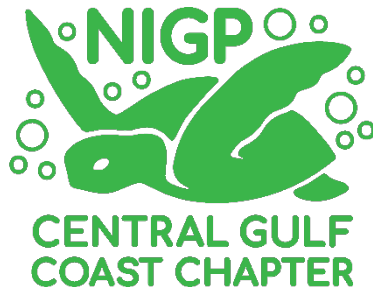
 **UNIVERSITY of NORTH CAROLINA WILMINGTON**

Our instructor for both courses is John Robinson, CPSM, CPPO, C.P.M., CPPB. Mr. Robinson is the Director of Purchasing for the University of North Carolina at Wilmington where he leads a Purchasing Team focused on best value procurement, process improvement, supply relationship management and customer engagement. He specializes in leadership development, coaching and teaching; public/private sector supply chain, procurement and contracting; employee engagement, emotional intelligence; and development and building organizational success from the inside out accomplished through building collaboration and efficiency in business processes and developing individual knowledge and skills.

With more than 28 years in supply chain operations of manufacturing and public sector, John brings working knowledge and academic knowledge to your operation. Holding a Master of Science Degree in Leadership, Bachelor of Science in Business, Certified Professional in Supply Management and Certified Purchasing Manager credentials from the Institute for Supply Management, and Certified Public Procurement Officer and Certified Professional Public Buyer credentials from the Universal Public Procurement Certification Council; John has invested in a career of personal and professional development focused on helping others succeed and achieve their goals.

## Chapter Schedule Seminar

Your educational committee has successfully scheduled a face-to-face seminar course for Thursday, May 6, 2021 at Gulf Coast State College. Be on the look out to register for "NIGP Pathways Competency Bundle: Negotiations and Spend Analysis".




## GREEN SEEDS



**Wabash National** released the Wabash MSC refrigerated trailer, the thermally efficient, eco-friendly refrigerated haul

that uses solar power and all-electric refrigeration technology. This zero-emission solution provides lower operating costs and maximized payload capacity, and is resistant to corrosion.

 **Kimberly-Clark** Consumer and professional goods manufacturer **Kimberly-Clark** plans to reduce direct and indirect emissions by 50% by 2030. The Texas-based company also plans a 20% cut in its indirect downstream emissions that account for products in use and the end of life for its goods and services.



Have you seen NIGP's new website?

[www.nigp.org](http://www.nigp.org)

NIGP has revamped their website. It's a project that's been over a year in the making and (like everything they do) was inspired by the members. *"This new digital experience is another example of how we are reimagining public procurement learning and recognition as we elevate the profession and accelerate your performance."* NIGP has been developing, supporting, and promoting the public procurement profession through premier educational and research programs, professional support, technical services, and advocacy initiatives that benefit members and other important stakeholders since 1944.

Pay by Invoice offers periodic invoicing.

August 14, 2020



Customer can choose to receive consolidated invoices by month, bi-weekly, or weekly.

Pay by invoice, an invite-only program, now offers improved flexibility for invoicing. Customers can keep receiving individual invoices per purchase or choose the frequency for consolidating invoices by month, bi-weekly, or weekly.

When you use periodic invoices, you can have fewer invoices to manage and only one payment date instead of several. With this payment option, you'll be able to:

- Select the frequency and the day you receive invoices, either monthly, weekly, or bi-weekly
- Split your invoice to send separate invoices per group, per PO number, or both
- Choose how to receive refunds and adjustments – either a credit memo for every refund, as adjustments on your consolidated invoice, or listed on your consolidated invoice
- Decide what name you want displayed on the invoice – either the group or invoice template name

These updates are designed to give you the ability to customize how you receive invoices for easier reconciliation.

Be sure to contact your Amazon representative to learn more about this new payment option.

## NIGP Receives IACET Innovation of the Year Award

NIGP is the recipient of the International Association for Continuing Education and Training (IACET) 2019 Innovation of the Year Award for Learner Technology Integration for our innovative approach to engaging member with accredited content through VCON.



# RETAIL FOCUS

2020 Retail Imports Fall Short  
Projects year over Year

- July **1.76M** down 10.2%
- August **1.81M** down 7.3%
- September **1.69M** down 9.5%
- October **1.69M** down 10.4%
- November **1.59M** down 5.8%
- December **1.56M** down 9.6%

2020 Total 19.6% down 9.4%

- *National Retail Federation*



## Holiday Shopping List

**66%** say it's important to support local retailers that have been negatively impacted by

COVID-19 – yet only 13% say they would shop either locally or with specialty chains.

**89%** are willing to give retailers extra time to deliver packages this holiday season.

**89%** say that on-time delivery is important to the overall online shopping experience – up from 84% who said the same last year.

- *Convey annual shopping survey of 1,600 U.S. Consumers*

## RETAILERS ON TREND



- U.S. online grocery retailers reached a record \$6.6 billion in sales in May 2020.
- Food box subscription services gain market share and DIY shales grow consumers spend time at home.
- Consumers continue to spend less time dressing for the office, athleisure brands, such as Lululemon, report an uptick in sales.
- Shoppers buy more online. The biggest increase is in older demographics
- Online orders increased 24% for brick-and-mortar focused retailers from May 3 to June 7, 2020, compared to 2019.
- Retailers that are only online experienced a 5% order increase in the same period compared to 2019.

## Succession Planning in your Procurement Team



What is succession planning and why it is important?

Succession is defined in the dictionary as a number of people or things of a similar kind following one after the other.

When we hear the term succession we conjure images of royalty following in the footsteps of royals before them or at the very least family succession - in today's world of procurement this archaic description is not what we mean. Succession in procurement means planning which, if any person can fulfil another person's role if that person at best retires or more realistically leaves for pastures new. (Jobs for life are also a thing of the past, with many procurement professionals jumping ship every few years to progress or climb the career ladder).

Retaining and retraining are two areas that must be focused on extensively if we are to keep our procurement professionals content, motivated and engaged. Embedding a business culture into an individual equates to a number of key benefits to the business long-term. Productivity, commitment, a good reputation through the loyalty and subsequent promotion by these employees.