

February 2020

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

Editor: Tonia Lawson

**WELCOME** new  
Chapter members!

**Angela Etheridge**  
Contracts & Grants Coordinator  
Okaloosa County Purchasing

**David Romero**  
Escambia School District



Welcome to your local NIGP Chapter.  
Please visit our chapter website for more  
information. [www.cgccnigp.org](http://www.cgccnigp.org)

## MMCAP Infuse



Do you know about  
MMCAP Infuse?  
MMCAP Infuse is a  
national cooperative

group purchasing organization (GPO) for  
government facilities that provide health-care  
services. MMCAP Infuse was established in  
1985, is operated by the State of Minnesota,  
Office of State Procurement, and is self-  
funded. It has over 13,000 members across all  
50 states. Use of MMCAP Infuse is free for  
our members and purchasing from their  
contracts is voluntary.

MMCAP Infuse's mission is to ensure best  
value for pharmaceuticals and healthcare  
products and services to government facilities  
across the nation through executing contracts  
that leverage aggregated member volume to  
drive deeper discounts.

Visit their new website [infuse-mn.gov](http://infuse-mn.gov) to learn more  
about our programs and value advantage.

## PROCUREMENT PONDERABLE

By Stephen B. Gordon, PhD, CPPO, FNIGP

With few exceptions, we professional public procurement officials should not call undue attention to ourselves as individuals. One such exception is the need for each of us to ensure that we maintain good mental health. I call attention to this need because the work environment of public procurement is filled with people and other stressors which, if not dealt with properly, can cause serious emotional and psychological discomfort . . . discomforts that can only impact not only the execution of functional duties and responsibilities, but other things and people as well, in and outside the workplace.

My purpose here is to encourage you to work with others in and beyond where we work to develop and acquire competencies that will enable all of us to avoid experiencing, or least have fewer bouts with, the anxiety and depression with which some of us “long-timers” have struggled. Public procurement officials, if they are to make the greatest strategic contributions possible must, to paraphrase the great novelist William Faulkner, do more than “merely survive” in their pressure-cooker work environments.

Before I provide you my list of points upon which the needed set of competencies might be based, please allow me to share with you a lesson that one of my mentors shared with me years ago after I had spoken to his engineering class at Vanderbilt University. My mentor told me about a group of men in the temple to which he belonged, who every time the 23<sup>rd</sup> Psalm was read, would chuckle and mutter something to the effect of, “We’re not worried. We’re the meanest [so n’ so’s] in the Valley.” His point was that none of us is invincible; we all must exercise sound judgment and make good decisions with regard to our personal well-being.

In closing, here are a few more points for you to consider:

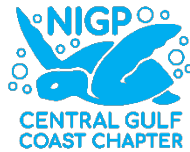
- You are likelier to experience anxiety and depression than you realize
- If you experience anxiety or depression, do not be ashamed; get help immediately
- If others around you experience anxiety and depression, continue to treat them with dignity and respect; tell them not to be ashamed; and, encourage and help them to find assistance
- You can control your own thoughts and behaviors, if you know what to do

- You rarely can control others' thoughts, but you may be able to change their behaviors if, again, you know what to do
- Avoid to the extent possible people and situations that create stress and anxiety for you

October/November 2019 Government Procurement

## 14<sup>th</sup> ANNUAL REVERSE TRADE SHOW

Friday, May 1, 2018  
 Gulf Coast State College  
 5230 US HWY 98  
 Student Union West  
 Panama City, FL 32401



Additional information will be forthcoming.

**RTS Meet-N-Greet Reception** will be held on Thursday, April 30<sup>th</sup> from 6-8 PM at Los Antojitos Mexican Restaurant.



## QUICK TIP

The old adage "you get what you pay for" is true in transportation sourcing, especially when dealing with white-glove services. When your supply chain ends at your customer's door, make sure you're creating an advocate for your company with each shipment.

-Darren Dodson  
 Head of Operations & Logistics, ARTA



## Members **RESERVE** your table today!!

This is the annual event where CGCC members and area agencies come together in as a team to provide the annual opportunity for Northwest Florida vendors to interact with each public purchasing organization in **one location** on **one day**.

## WHAT'S A REVERSE TRADE SHOW?

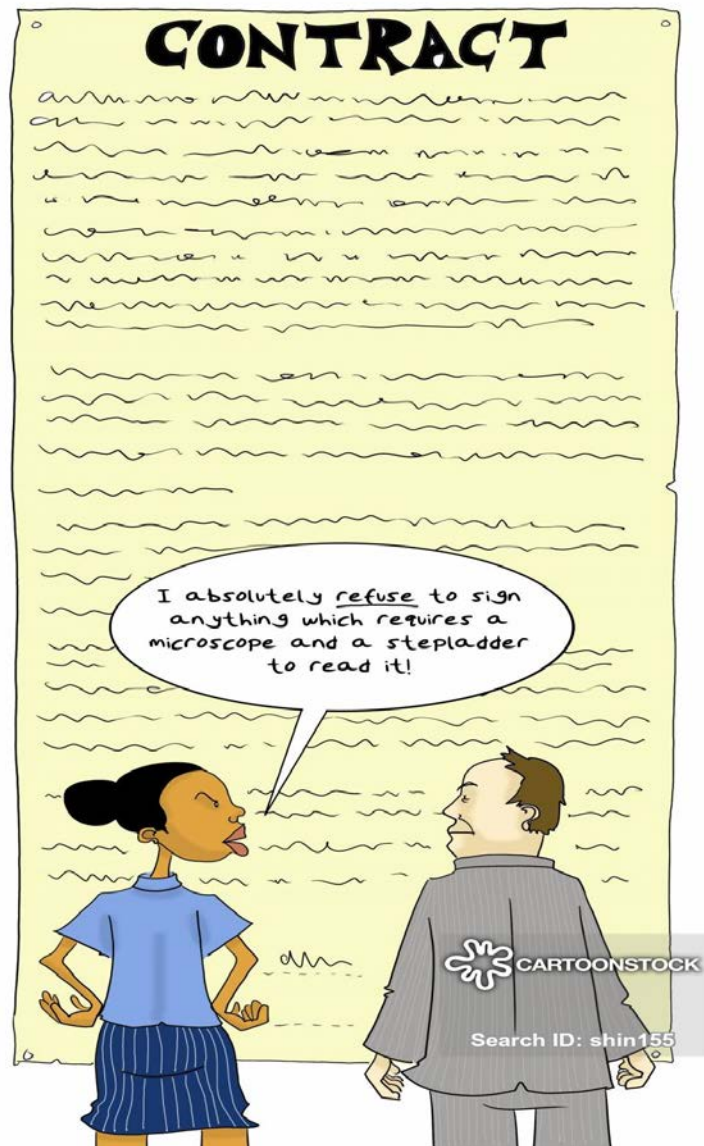


It's the opposite of a regular trade show!

Representatives of government purchasing departments staff their tables with information about their agencies, and vendors (attendees) move from booth to booth making new contacts and explaining their products and services.

**Bring plenty of business cards and brochures - you're going to need them.**

For more information, check out our website @ [www.cgccnigp.org](http://www.cgccnigp.org), look under Upcoming Events.



## How Can Procurement Create Value Beyond Cost Savings?

Here are 10 procurement value creation ideas to assist you with creating value beyond the cost savings.

1. **Speed up “Time to Customer.”** Identify products or services that your organization provides to its customers where time to delivery/completion is important to the customers. Identify purchased products and services that are part of, or support, what is provided to the customer. Then, identify ways to speed up your supply base’s delivery of those purchased products and services so that your organization can serve its customers more quickly.
2. **Improve Quality To The Customer.** Identify products or services that your organization provides to its customers that do not consistently meet customer quality requirements. Identify purchased products and services that are part of, or support, what is provided to the customer. Then, identify ways to work with your supply base to improve the quality of those purchased products and services in a way that will improve quality as measured by the customer.
3. **Improve Efficiency Within The Organization.** Identify the resources and time involved in each of your major procurement processes. Identify ways to reduce the number of steps, participants, and time required to complete those procurement processes without sacrificing quality or integrity. Also identify processes whose timelines are influenced by supplier performance. Identify how these processes can be made more efficient through better supplier performance or reengineered approaches to interacting with suppliers.
4. **Funnel Innovative Ideas into The Organization.** Employees in your supply base observe the best practices in your industry and may have innovative ideas to share. Solicit, vet, and introduce their innovative ideas to your organization.
5. **Minimize Risk.** Identify the most critical products and services your organization purchases. Identify all of the reasons your supply of those products and services can be disrupted. Then, identify the actions you can take to prevent supply disruptions and recover from supply disruptions if they still end up happening.
6. **Enhance Social Responsibility.** A popular marketing angle for organizations is touting how socially responsible they are. Identify changes that you can make in your sourcing work that can inspire your marketing department tout your organization’s socially responsible sourcing on product packaging and/or promotional materials. By aligning its efforts with marketing initiatives, procurement can actually help grow revenue, not just reduce costs.
7. **Be More Agile.** Identify products or services that your organization provides to its customers that could potentially have unpredictable demand. Cultivate a responsive supply base that can quickly fulfill unusual increases in demand and also sustain itself during periods of unusual decreases in demand.
8. **Improve Reliability.** Procurement plays a huge part in many organizations’ reliability. When a supplier doesn’t consistently deliver inputs on time, your organization will struggle to deliver outputs on time and cost effectively. Identify where your supply base has been unreliable in terms of cost, delivery, and quality and implement changes to ensure that improved reliability flows through the supply chain to your organization’s customers.
9. **Increase Ethical Standards.** Whether to correct a historical problem or prevent future problems, ensure that your organization has up-to-date procurement ethics standards. Though it is difficult to quantify the financial value of well-constructed ethical procurement practices, the phrase “an ounce of prevention is worth a pound of cure” applies here.
10. **Achieve Cost Savings.** Achieving cost savings is the classic way for procurement professionals to create value. Use negotiation, strategic sourcing, and other methods to reduce the prices your organization pays for goods and services. Additionally, seek out suppliers, products and services that offer efficiencies in energy use, warehousing, maintenance, and other cost-driving areas to achieve lowest total cost of ownership.



**Amazon Business** has everything you love about Amazon, tailored for the public sector, including state and local government agencies, public and private K-12 school districts and higher education organizations, and nonprofit businesses. With tax-exempt purchasing, price discounts and other features optimized for the public sector, Amazon Business is a powerful procurement option for your organization.

Find everything you need, including books, classroom or office supplies, toys, and more. Get access to millions of products offered exclusively to Amazon Business customers. Enroll as many users you need on a single account, create approval workflows and use POs to track orders.

The **OMNIA Partners contract** can help you

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improve the way you buy items for work. “Amazon Business delivers the buying experience our end-users want, and we are thrilled to provide the contract vehicle for this extensive nationwide online marketplace,” said Anthony Crosby, Administrative Coordinator of Purchasing for Prince

**OMNIA**  
PARTNERS



William County Public Schools (PWCPS). PWCPS serves as the lead public agency for the contract, which was awarded to Amazon Business after completing a competitive solicitation and thorough evaluation process.

**Purchasing technology:  
Change is one thing  
to count on**

By Tammy Rimes, MPA  
*former purchasing agent,  
keynote speaker and  
procurement consultant*



The tried-and-true method of traditional government bidding does not always keep up with the times – particularly with technology purchases. Beyond the IT commodities of computers, tables, and phones, technology has encroached into most everything that is purchased – crossing all department lines. Since a typical governmental contract is often awarded for multiple years, these long-term contracts may miss out on newly introduced technologies or lock an agency into long-term pricing for items that may become less expensive over time.



GovSpend, a software as a service company, aggregates purchasing data from government agencies to enable them to research vendors, identify the best prices, evaluate various purchasing options and collaborate with other agencies. According to Jack Siney, GovSpend co-founder, “Government agencies can experience up to 100% variance in pricing for technology products across the country.”

A key technology, adopted by many organization cover the past decade, consolidates print capabilities through shared devices by handling multiple tasks – copying, faxing, scanning and printing. According to Konica-Minolta, the trend to use multi-function devices allows government employees the ability to scan directly into an enterprise content management system to increase storage, security and compliance, while digitizing paperwork to ultimately streamline processes and serve the public with greater speed, accuracy and efficiency.

In their own research, Konica-Minolta stated, “60% of the workforce is driven by paper processes, and more significantly, 90% of organizations do not fully understand what they are spending on print. Many agencies may not know how many devices they own, what is being printed on those devices or how much is being spent per device.

To read more about this article, please visit <https://ncppassociation.org/page/LatestNews>.

**Save the Date for Forum 2020  
August 22-26, 2020 in Chicago,  
Illinois where NIGP celebrates its  
75<sup>th</sup> Anniversary.**



**PARCEL POST**

Per Pitney Bowes Parcel Shipping Index,

- 23 parcels per person are shipped globally
- 2,760 parcels are shipped every second



**How much paper does the United States use each year?**

About **69M** tons of paper and paperboard. Each year, more than **2B** books, **350M** magazines and **24B** newspapers are published.

