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

Editor: Tonia Lawson

## What Lessons Can We Learn from the Disrupted Supply of Medical Equipment and Supplies?

by Stephen B. Gordon, PhD, FNIGP, CPPO

Virtually everyone in North America knows that state and local governments and healthcare institutions are experiencing difficulty and frustration as they seek to acquire tests, respirators, gowns, gloves, ventilators, and other sorely needed medical equipment and supplies in the midst of the COVID-19 pandemic. However, few, if any, members of the general public are aware that the people who will be around for the next pandemic will benefit from the notes that professional procurement officers are taking about the issues they are encountering and pondering how the effects of such issues can be eliminated or at least mitigated the next time a similar situation arises.



*Please continue to page 4.*

## Question of the Day

**Q:** Employees in our organization sometimes ask the procurement personnel to assist in or make personal purchases for them. What policy do other companies have about this? It takes time away from the buyers' main duties and responsibilities.



**A:** You are correct that this does take time away from the buyers' main duties and responsibilities. The time to help with purchasing for employees is being paid for by the organization and many, if not most organizations, frown upon allowing buyers to make personal purchases for employees. There are other programs with this also which may be more serious.

Suppliers may not be set up to provide low quantities to individuals. When they do accept an order it is as a favor to the buyer which may be used when negotiating for the company. Any problem or dissatisfaction with the product by the employee will involve the buyer who then uses more time and effort to solve the issue.

Sometimes the employee refuses the goods or delays payment.

Employees may ask the buyer for the name of a good supplier so the employee can buy what they personally need. The employee may then use the buyer's name to try and obtain a further discount or obtain a preferential price.

Explaining to employees that it is against company policy to handle personal purchases makes it easier to refuse the request.

## From our President:



Greetings!!!! Wow, what a crazy time in our world right now. I hope you are safe and well from this ongoing pandemic..... COVID crisis. Lots of changes have happened and we keep on surviving and adapting. Being in the procurement profession, I believe that is our code word

even when there is no crisis. I know you all have adapted well to your work situations as well as personal ones.

As you are adapting and surviving, reach out to your procurement professionals in the network you have created over the years. They are going through the same issues and have created innovative solutions.

In our District, we have implemented virtual classrooms, adapted team work schedules, and rerouted bus routes to feed students. We have an outstanding team that includes great partnerships with our contracted services. Keep adapting and networking.

I would love to hear of the things that you have adapted to or implemented that you would have never thought you would be doing when hired as a procurement professional. Send me an email.

Stay safe & healthy.



# Procurement in place

By Darin Matthews



We are indeed in unprecedented times. The shelter in place directive across the country, due to the COVID-19 virus, are prompting public agencies to ask their staff to work from home. This includes thousands of members from our public procurement community. While remote or telework

arrangements have been around for years, they have been the exception and not the rule when it comes to procurement.

Twenty years ago, I had an exceptional contracts specialist that worked from home once a week. Diane Seaton was highly productive in crafting contracts and RFPs from her home in a rural community outside of Portland, OR. While that was considered a privilege back then, today it is a necessity.

Agencies across the country are closing down many offices and services. While most consider procurement and contracting an essential service, it is something that can be performed remotely and with minimal person-to-person contact. Procurement professionals can continue acquiring much-needed goods and services for their organizations, including medical supplies to help combat the current pandemic.

Without a doubt, technology plays a more important role than ever. The ability to remotely access shared files, attend virtual meetings, and operate e-procurement and ERP systems is imperative. The business of public procurement must go on and these tools will help make this possible.

However, the most important thing a public procurement professional can keep in mind during these times is the value of collaboration. I have written in past columns about the strong bonds that people in this profession seem to hold and that it's almost like a family. Public procurement does an excellent job of networking and leveraging the knowledge and experience of their peers. Perhaps realizing that we are all in this together and that we are here to support each other, will help us get through these difficult times.

I remember during the 9/11 recovery, the procurement community on the west coast heard that our colleagues in New York were having difficulty sourcing much-needed respirators. Mike Smelser, my contracts manager at the time, took it upon himself to secure a large quantity

of the respirators and have them dropped shipped to an FDNY fire station. No questions asked.

During this current time of crisis, NIGP has stepped up to offer support to the public procurement community. Visit [www.nigp.org](http://www.nigp.org) for updates and resources related to COVID-19. I encourage you all to rely on your procurement peers. You will not find a more supportive network.

Wishing you and your families health and happiness.

DARIN MATTHEWS, FNIGP, CPPO, CPSM, CPM, is the director of west coast operations for Negometrix, an international leader in digital procurement. He has over 25 years of procurement and supply chain management experience in both the private and public sectors, including experience as chief procurement officer for UC Santa Cruz, Portland State University, and Portland Public Schools. He speaks throughout the world on procurement issues and has published several books on supply chain management, including Effective Supply Management Performance (ISM), Warehousing and Inventory Control (NIGP), Logistics and Transportation (NIGP), and Public Procurement: A Guide to the Body of Knowledge through Exercises and Case Studies. He has also been a regular contributor to American City & County and Government Procurement magazine. A past president of the Institute for Public Procurement (NIGP), he has traveled extensively with the International Public Procurement Conference (IPPC). Matthews is the founding chair of the new UCSC Extension Procurement and Supply Chain Management certificate program.

- April/May 2020 Government Procurement

## GREEN SEEDS

**Starbucks** aims to cut its waste and carbon emissions in half by 2030. The company plans to conserve or replenish 50% of water used for its



operations and coffee production, switch to reusable packaging, and add more plant-based options to its menu.



**Nestlé**

**Nestlé** plans to spend \$2.1 billion to cut on-third of its plastic use by 2025 and replace it with packaging made from recyclable materials. The multinational food and beverage company established a \$260-million venture fund to invest in startups that focus on sustainable packaging, and plans to buy 2 million metric tons of recycled plastic.



## COVID-19 Funny



1, 2020, through December 31, 2026, with the option to renew for (4) additional (1) year periods.

"We are pleased to announce our continued partnership with OMNIA Partners, a trusted resource for public sector organizations," said **Brant Mitchell**, commercial portfolio leader, Club Car. "Their collaboration and expertise has ensured easier and greater access to our commercial and utility vehicles by contract-based sectors such as government, municipalities, education, and non-profit organizations."

OMNIA Partners makes it easy to purchase Club Car fleet vehicles and reduce costs of procurement by offering a competitive solicitation process through a public entity and third party audits. This ensures that participants receive the best overall value from Club Car's wide assortment of available vehicle models, which include more than 80 electric, gas or diesel personal, utility or golf vehicles – all engineered for durability, performances and sustainability.

For more information, visit [www.clubcar.com](http://www.clubcar.com). To learn more about OMNIA Partners and their contracts, contact:

# Club Car renews partnership with OMNIA partners

Written by American City & County Staff  
February 14, 2020



Club Car, a world-leading manufacturer of golf cars, and commercial, utility and personal transportation vehicles is extending its partnership with OMNIA Partners, North America's largest and most experienced cooperative purchasing organization dedicated to public sector procurement.

OMNIA Partners, Public Sector has more than 60,000 participating agencies and presents a procurement resource for state and local government agencies, school districts (K-12), higher education and non-profit organizations. The City of Kansas City, Missouri served as the lead public agency and awarded Club Car the 7-year initial term contract for Utility, Transportation and Golf Vehicles plus Related Accessories, Equipment, Parts and Services. The contract started January



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## COVID 19: Effect of the Pandemic on Logistics & Supply Chain

The COVID-19 outbreak that started engulfing various nations across the globe is forcing governments, national and international authorities to take unprecedented measures such as lockdown of cities and restricting the movement of people to check and control the exponential spread of the pandemic. This has consequently affected global trade and supply chain which has come to almost a standstill.

Most countries have restricted or stopped international flights and air travel, which has led to a deferred slowdown as far as the movement of goods are concerned. This has in turn shrunk the air freight capacity limited to the available and operational cargo aircraft and ferry passenger flights carrying only cargo. The shipping sector has also been hit as vessels are placed under quarantine for weeks before being allowed into

ports thereby slowing down processes. Shipping containers are stuck at the ports and on transit at state borders.

At the same time, raw materials or manufactured goods are unable to reach ports due to the lockdowns. Moreover, the demand for raw materials has reduced for the most traded commodities as most countries now require medicines, pharmaceuticals, medical supplies and medical equipment. Hence, shipping lines are operating underloaded thereby disrupting the balance of the ratio between revenue and the operational costs. Furthermore, there is a severe shortage of manpower at the air cargo facilities, terminals, shipping ports, inland container depots, warehouses, customs, government authorities and so on due to lockdowns which again hinders any scope of supply chain movement.



The first- and last-mile transportation and intermodal connectivity of goods within the domestic segment of the supply chain has come to a standstill during the lockdown. This has affected the movement of supplies that is directly proportional to the increase in the cost of commodities.

Only essential commodities are permitted to move. The apparel, fashion, electronics and other sectors serving non-essential categories of goods are severely impacted with lesser or no demand during the lockdown. India's online retail industry is worth around \$60 billion out of which the essential commodities are a small percentage. The concerns are delayed deliveries, delay in procuring goods, unexpected transit halts and shortage of manpower. In a nutshell, the demand and supply gap has increased.

There will be a phenomenal reduction in the desire for consumable goods and products and more demand for essential goods in trades between nations. The only trading commodities that we can assess in the forthcoming months would be pharma, vaccines, medical goods and supplies, hospital items, perishables and food products.

Prediction of the forthcoming market conditions and how much the growth rate of the global supply chain is affected is not feasible due to the uncertainty of the pandemic spread. The global supply chain management market was recorded to be worth \$14.5 billion in 2018 and growing at a CAGR of 10.5 per cent to reach almost \$24 billion by the year 2024. However, it is a fact that this average growth rate will definitely come down and reaching the targeted figures will get deferred by a couple of years. There is a deceleration to the movement of goods across nations causing a considerable gap in demand and supply.

April 17, 2020  
[Entrepreneur.com/article/349420](https://www.entrepreneur.com/article/349420)

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## What Lessons Can We Learn from the Disputed Supply of Medical Equipment and Supplies?

To capture the notes that public procurement professionals are taking and the solutions they are pondering, the author of this column asked two small samples of public procurement thought leaders one simple question. The question was: Knowing what you know now, what lessons can public procurement professionals learn from the supply chain failures related to masks, ventilators, and other items needed to address the effects of the COVID-19 pandemic? The two samples of thought leaders were surveyed nine days apart in the second half of March 2020. Nine informative responses were received.

Here is a synopsis of all the responses received:

- Assure that as many processes related to procurement, logistics, and payment as possible are automated, reliable, user friendly, and secure.
- Be flexible with regard to standard procedure; and when you deviate, document why and how.
- Be resourceful; there is an urgent need to be met. People's lives are at stake.
- Bite your lip when you have to work with brokers who are opportunistic and unreliable.
- Always be the calm person in the conversation.
- Put laws and policies in-place (if they do not already exist) that will authorize flexibility and prompt action during crises.
- Apply Value Analysis. Consider alternative products and approaches that perform the same functions as that the items you find unavailable. (Examples include procuring "hive" – manufactured masks, using newly available sterilizers that permit multiple healthy uses of mask, and providing healthcare professionals with oxygen helmets when a ventilator is not needed. Calling on prison industries to fill supply gaps, as the State of New York did with hand sanitizer, may also be a viable option for you, depending on your particular need).

- *Government Procurement, April/May 2020*  
[www.govpro.com](http://www.govpro.com)



There are several important dates coming up in the future that you might want to add to your calendar.

**NIGP Virtual Forum – Annual Meeting**  
**August 23-26, 2020**  
**Chicago, IL**

The Annual Forum is the largest North American educational conference exclusively for individuals in public procurement. This is a once a year opportunity to engage in professional development and network with others in public procurement and the supplier community.



Our products exposition provides an opportunity to discover the latest products and services available to the government from a vast array of suppliers. The educational component of the conference covers the latest hot topics, best practices, resources and skills to help improve job performance and provide professional development.

For more information, please visit

<https://nsite.nigp.org/2020annualforum/registration/register-forum-2020>

# NIGP FORUM 2020

## 75<sup>TH</sup> Connecting Procurement Communities



### 2020 FL-TAGM Regional Meeting

**October 4-7, 2020**  
**Panama City, FL**

Florida Region and Tennessee, Alabama, Georgia & Mississippi Region with host their regional meeting together again for the 2<sup>nd</sup> year in a role.

More information to come.



# TAGM

## PPE's (Personal Protective Equipment)

by Tonia Lawson

Are you having difficult sourcing PPE's for your organization? I know I am. The College decided to purchase a facemask for all full-time employees and for those part-time employees working during the summer, along with our adjunct instructors.

I found facemask from a vendor located in DeFuniak Springs, FL. Professional Products, Inc. was able to fulfill my order for ezywrap MicrobeSafety Mask.

The MicrobeSafety Mask (MSM) is a reusable facemask for healthcare and essential workers. The MSM is universal with adjustable strips that allow for a custom fit. Treated with MicrobeCare, a permanently bonded antimicrobial that eliminates 99.9% of surface contamination.

### MicrobeSafety Mask features include:

Fully treated with MicrobeCare

- Demonstrated antimicrobial effectiveness for up to 1 year
- Hand washable and reusable, eliminating single use waste
- Adjustable straps for a universal and secure fit
- Fabricated from flexible material with a four-way stretch
- Nontoxic and breathable
- Manufactured in the US from materials sourced in the U.S.A.
- Meets the FDA Emergency use Authorized EUA requirements and in accordance with the CDC recommendations as per FDA letter 24April20
- PPI manufacture is a US-based medical device manufacturer (FDA registration #1026765) with dedicated Americans who use US-based raw materials in their NW Florida location (DeFuniak Springs, FL)



### MicrobeCare features include:

- Is an EPA registered clinically tested antimicrobial
- Technology permanently bonds the antimicrobial to any fabric
- Is proven to be effective against a broad spectrum gram-positive and gram-negative bacteria, viruses, fungi, algae, yeast
- Non-leaching type antimicrobial that is safe for the environment
- Registered trademark of Parasol Medical

For more information on how to order, please visit their website at <https://www.ezywrap.com/products/371-microbesafety-mask>.

