

May 2020

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

Editor: Tonia Lawson

WELCOME new
Chapter members!

Brandon Scott, Purchasing
Agent; Warehouse Manager
Okaloosa Gas District



Welcome to your local Chapter of NIGP.
Please visit our chapter website for more
information. www.cgccnigp.org

Construction Contracting Made Easy

eZIQC – Simple and fast construction procurement
through cooperative purchasing. Why eZIQC?



The data is clear: IDCC saves time and money over traditional construction. IDCC (Indefinite Delivery Construction Contracts) and IQC (Indefinite Quantity Construction) construction procurement offers speed and efficiency, and the power of group buying to government and nonprofit organizations of all sizes.

Unlike traditional JOC (Job Order Contracting), eZIQC provides access to local contractors through locally bid contracts instead of a national, blanket contract using mean estimates. Contracts are based on a catalog of pre-priced tasks for all types of construction – from repair and renovation to new construction. This allows for a large

number of projects with single, competitively bid contract. You get a choice of local contractor knowledge about local building laws.

Industry research show such jobs are completed on time, on budget, and customers are more satisfied compared to traditional construction.

Benefits include:

- **Time Savings** – Traditional construction procurement projects can be a lengthy and costly process. IDCC and IQC streamline the procedure and provides local, competitively bid prices upfront. This eliminates the need to bid each project.
- **Cost Savings** – Reduce procurement and administrative costs. You save time and also reduce construction costs with price proposal accuracy and increased cost control with price review. Project managers estimate 24% administrative cost savings by using previously procured construction contracts (JOC, IQC, IDCC, IDIQ) instead of traditional methods.
- **Fast** – From repairs and renovations to new construction, you can access competitively awarded contractors who can begin right away. You can also avoid red tape and issue POs in days instead of weeks or months – while still satisfying local competitive bidding requirements.
- **Simple** – Expert field personnel will guide you through each step of the process. We'll help determine scope of work and ensure cost and timing efficiencies are maximized right from the start.
- **Streamlined Work Plan** – eZIQC utilizes just five to ten working days for small projects. Larger, more complex projects could take 30 days. You'll see all projects start faster with the expedited 5-step process:
 - Joint Scope Meeting
 - Prep Score Issue RFP
 - Contractor Prepares Proposal
 - Review Proposal
 - Issue PO



Nathaniel Hooks
Purchasing Services
Coordinator
Okaloosa Cty. Purchasing

kids, wife, and family. My favorite hobby is fishing.



8. Share a little know fact about yourself. **I am a highly motivated person. I strive to be 1% better than yesterday, mentally and physically.**

1. What year did you join the chapter? **2014**
2. How long have you worked in the procurement profession. **2007 – Present (13 yrs)**
3. What organization do you work for? **I work for the Okaloosa County Purchasing Department as the Purchasing Services Coordinator (Supervisor).**



Okaloosa became the 52nd county in Florida on September 7, 1915, and was created from parts of Santa Rosa and Walton Counties. The purpose of Okaloosa County Government is to be

responsive to citizens in providing an appropriate level of accessible services on a cost effective basis. Critical County values include the following: continual improvement of infrastructure; health, safety, and well-being of the citizens; preservation of natural resources; responsible economic development; leadership; and stewardship.

4. What is the most interesting, unusual or challenging purchase in which you have been involved? **Hurricane Disaster Recovery procurement activities are very intense and challenging.**
5. What professional certifications do you hold? **I'm set to test for my CPPB certification in 2021.**
6. What is your number one goal (career or personal)? **My number one career goal is to obtain a CPPO certification and to become Manager.**
7. What is your favorite past-time or hobby? **My favorite past time is spending time with my**

3 Top Lighting Trends

These three (3) trends seem to be gaining popularity in commercial lighting projects. Could one of them work for your next upgrade?

Intelligent Lamps

"Intelligence itself is moving away from large dimming panels and infrastructure and into the bulb itself," explains Bill Lally, president and founder of tech integration firm Mode:Green. "It's changing the way designers are designing systems. The controls typically work off Wi-Fi or Zigbee as opposed to having it be wired into control points. The bulb has various functions of color and zoning, so in an application like an office, it gives the lighting infinite flexibility as far as how you want to zone that space instead of having to rewire the whole area."

Turnable White

Now that it's possible to adjust the same luminaire between warm and cool white, end users are discovering new ways to employ these technologies. Imagine how warmer or cooler white light could benefit people in different types of spaces. For example, an office might use cooler light to stimulate productivity in workspaces but employ warmer light in the cafeteria.

"We're looking at using it in classrooms where students are making projects with fabric or paint. You can adjust the light to adjust how you perceive the objects in the space," says Shannon Glover, a senior lighting designer for global design and consulting firm Stantec.

Dim to Warm

A similar technology, dim to warm, transitions the lighting toward a warmer color temperature as you dim it, Lally adds.

"You can control the intensity and brightness separately from the color," Lally says of dim to warm bulbs. "It gives a whole new flexibility for designing in these spaces. You can have light at 100% brightness that's still an organegy candlelight."



What supply chain terms do people sometimes confuse?

Carrier vs Broker or 3PL

Shippers often don't recognize the value

Difference – and motivations – of an asset owner versus a non-asset player. We're measured the same, but when the rubber meets the road, it's the asset provided who has to deliver. The key is to understand where a broker brings value.

Savings vs. Value

Purchase price variance does not always equal savings. To eliminate confusion, establish a comprehensive process that does not end when a new route guide enters the ERP system.

Fulfillment vs. Distribution

Fulfillment centers support a warehousing strategy that meets customer experience requirements and favors speed in a direct-to-consumer model without reducing quality performance historically serviced by retail elements downstream from a DC.

Partial Truckload (PTL) vs. Less than Truckload (LTL)

A PTL doesn't take up a full truckload and won't qualify for discounted shipping prices with LTL carriers. Most LTL carriers price loads six pallets or less and with a maximum weight of 8,000 lbs. Anything above that – in pallet count and/or weight, but less than a full truckload – is a partial load.

Strategic Planning vs. Management

While each term impacts the function of supply chains, they have different purposes. Planning involves analysis, while management focuses on integration.

Supply Chain as an Industry vs. a Business Function / Discipline

If you work in the supply chain department for a shipper (manufacturer, retailer, wholesaler), you work in the business function of supply chain. If you work for a provider of supply chain services/products to shippers, you work in the supply chain industry.

Demurrage vs. Detention

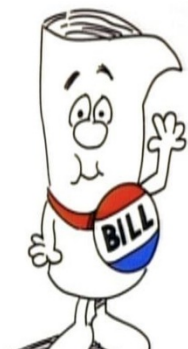
Demurrage – storage charges that occur when a container is left at the ocean or rail terminal beyond the allotted amount of free time – is different from detention, which refers to storage charges that occur when the shipper or consignee holds on to the ocean carrier equipment beyond the amount of free time allotted by the ocean carrier.



From our President:

First, I hope this finds all our members safe and well as we continue through these unprecedented times. The Florida Legislative Regular Session 2020 closed March 18, 2020. Five important bills were passed by both the House and Senate and were awaiting the Governor's signature the last time I checked (hopefully, will keep your posted on this). Below is a brief summary for each bill. If you would like more details, please contact Bryan Gabbard and he can get you the information via FAPPO website unless you are an active member.

1. **HB441** – The bill increase the maximum limit for continuing contracts covered by the CCNA.
2. **HB 915** – For large hub airports (1% or more of annual domestic air passengers), Board must vote to allow public comment on contracts valued greater than \$325K.
3. **HB 73** – The bill requires counties and municipalities to address nonhazardous contamination of recyclable materials in contracts with residential recycling collectors and recovered materials processing facilities.
4. **HB 279** – The bill specifics how the estimated cost of a public building construction project must be determined when a governing board is deciding whether it is in the local government's best interest to perform the project using its own services, employees, and equipment.
5. **HB 101** – This bill reduces the maximum amount the state may retain from a payment to a contractor from ten percent to five percent for the entire contract duration.



7 Tips for Working Remotely During the COVID-19 Crisis



Over the past few weeks, as concerns over COVID-19 have grown, more companies have asked employees to work from home. As governments have ordered businesses to

close and citizens to self-quarantine, there's also been growing concern that sales and revenue will drop off—with executives and managers scrambling madly to put together contingency plans.

Blind, which conducts regular (and anonymous) surveys of technologists, decided to ask whether this increasing uncertainty is translating into rising concerns about employment. The answer, unfortunately, is “yes”: Some 53.8 percent of those technologists surveyed are worried about their job security.

In a similar vein, some 62.2 percent of respondents believed that the COVID-19 crisis would impact their total income negatively. Expedia, Cisco, Uber, and Intel topped the list of companies where technologists were most concerned about job security. Expedia, Cisco, Uber, and Facebook were the companies with technologists most concerned about the virus's impact on their total income (for example, a falling stock market could negatively impact the value of an employee's stock holdings).

While there's precious little that most employees can do about their company's overall strategy, it might be a good time to review optimal practices for working from home. Adopting an effective remote-work strategy, in turn, can reassure your boss that you'll continue to deliver results—which could boost your job security at this difficult time.

Embracing Remote Work
It's worth noting that a growing number of

companies are rapidly instituting remote-work policies, even for workers who are used to coming into the office every day. Earlier this month, Blind conducted a separate survey in which it asked technologists whether their firm had adopted a remote-work policy; here are the results:



Working From Home Due to Novel Coronavirus? (%)

	Yes	No
Amazon	76.1	23.9
Microsoft	81.3	18.7
Google	34.2	65.9
Facebook	55.1	44.9
Expedia Group	84.1	15.9
LinkedIn	80.6	19.4
Uber	58.1	41.9
Total:	45.3	54.7

And that was *before* Google decided to institute an aggressive work-from-home policy, for example, so these percentages have likely increased. Even if you're still required to go into the office this week, chances are very good that you could find yourself at your “home office” (which might be your kitchen counter, or dining-room table) very soon.

For those used to going into an office every day, remote work may require a bit of adjustment. Here are some tips to keep everyone happy:

Establish Your Space

A dedicated space to work is a key (and often overlooked) aspect of working from home. By setting aside an area that's your “professional zone,” you'll instinctively slip into “work mode” whenever you sit down. Make sure this area is clean and organized and (if possible) not used by anyone else at home. On that note...

Replicate Your Office Environment (If It Works for You)

If you're used to a formal office, and you took a lot of time to assemble a workspace there to your working, it might help to replicate that environment in your work-from-home space. For example, if you had a two-monitor setup in the office, see if you can do the same at home; if you've brought home files or other physical media that you need, make sure it goes in roughly the same position vis-à-vis your desk.

Set Up a Schedule

The COVID-19 crisis is freaking out a lot of project managers and other folks who believe that work can't be done at peak efficiency unless everyone is physically in the office and able to participate in daily standups. Whether or not that's the case in your office, setting up a strict schedule (and sticking to it) can not only help your team plan, but it can convince your employer that you're still on target with your deliverables when you're working from home—which, in turn, can add to your job security.

Stick to Your Goals

Yes, we're in a crisis. Yes, it's totally natural to feel panicked, out-of-sorts, and even depressed over everything going on. Nonetheless, it's key that you stick to your deliverables and goals (re: job security). Don't be afraid to ask your manager for the resources, tools, and

even hardware you might need at this strange moment in order to complete your task; chances are very, very good that they'll do their best to fulfill your requests.

Check In Constantly

When in doubt, go with over-communication: update your boss frequently on everything you're doing, and whether your schedule and deliverables are changing in any way. At the same time, also make sure that you're communicating with your teammates frequently. When everyone's working remotely, it's very easy to end up trapped in a "bubble" of your own making, so keep the chatter going on Slack, Teams, or the messaging platform of your choice. (Bonus: Chatting with people can also help relieve feelings of isolation.)

Wear Pants

Now that more people are working remotely, there are a lot of jokes flying around about "working in your underwear" or "not even bothering to get dressed." And yet, taking the time to get dressed and perform your usual self-care routine can prove a big psychological booster.

Plan Ahead (As Much As You Can)

During a crisis, it's easy to fall into the trap of excessive short-term thinking. Schedule some time with yourself to plot out your next week, month, and quarter. What's coming up? While nobody knows just how long this COVID-19 situation will last, doing as much long-term planning as you can will only benefit you.

PRODUCTS & SERVICES:

The PB-3-IP **panic button** is designed to mount under a desk or countertop and place discreet emergency phone calls when activated. Built-in auto dialer will roll through up to five phone numbers until call is answered. Then a prerecorded location announcement is delivered to the called party and one-way audio is sent from the PB3IP for silent monitoring. PB-3-IP by VIKING ELECTRONICS. For more information, visit www.vikingelectronics.com.

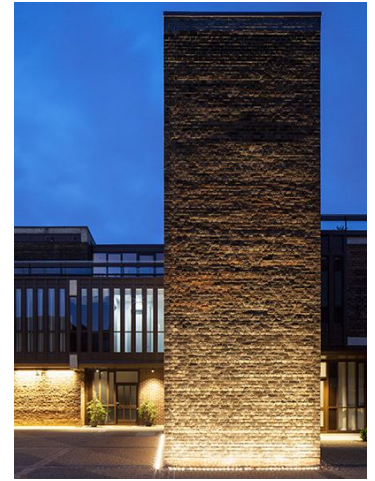


Envoy Rooms is a solution that helps everyone manage the **logistics of meetings** in the way that works best for them. Any employee can identify, reserve and check in to a conference room via desktop, mobile, Slack, Microsoft Teams or an iPad outside the room. Envoy Rooms will suggest available rooms close to you, identify when booked rooms go unused and release them after



a few minutes for other employees to use. ENVOY ROOMS by ENVOY. For more information, visit www.envoy.com.

The Cliff luminaire is ideal for **illuminating exterior facades**, entrances and terraces while adding a modern edge. Can be installed in two different vertical orientations. Manufactured with a durable, heavy-duty die-cast aluminum housing, and with a sealed integrated driver, Cliff luminaires are IP65 and ULWET rated. CLIFF by EUREKA LIGHTING. For more information, visit www.eurekalighting.com.



We all need this coffee cup!



NEW PATHWAYS VIRTUAL INSTRUCTOR-LED COMPETENCY OFFERINGS Half Day and One Day Courses

NIGP is here to support the educational needs of members during these difficult times. They work diligently with their Content Committee to create focused offerings that bring NIGP's experience instructors to your desktop and help build the critical competencies you need to be successful in today's workplace. With short term budget cuts, NIGP has reduced their pricing by 35 percent. See attached flyer for half-day and one day course listing.