

October 2020

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

Editor: Tonia Lawson



Congratulations to Anya Klinginsmith and Vince Windham! Both have successfully attained the competency-based qualifications set forth by the NIGP Certification Commission for public procurement leaders and has earned their prestigious **NIGP Certified Procurement Professional certification (NIGP-CPP)**.



During the pilot and August testing periods, a total of 118 leaders earned their NIGP-CPP. The State of Florida is currently tied with Arizona as the two states with the largest contingent of NIGP-CPP recipients.

of the membership management solutions, it is the perfect corvette. The features, affordability and general ease of use makes it a great choice for our Chapter's member management solutions.

An owner's manual will be provided; however, I am sure you can do 0 to 60 in 2.8 seconds. If not, you can try the quarter-mile in just 11.2. For those that do not like hilly curves and mountain terrain, a review of StarChapter functions will be scheduled. Enjoy your ride and leave the maintenance up to the pit crew.

UPPCC Announces New Certification Exams



Effective Fall 2021

UPPCC recently announced that [new certification examinations would be coming in 2021](#) as a result of the most recent job analysis project.

Whether you are planning to test under the current exams or if you are waiting to take the new exams, you'll want to be aware of the following key dates and deadlines:

Last Opportunity to Take Current Examinations is Spring 2021

- Spring Exam Application Window Opens **November 1, 2020**
- Spring Exam Application Submission Deadline is **February 11, 2021**
- Spring Exam Window is **May 3 - May 15, 2021**

First Opportunity to Take New Examinations is Fall 2021

- Fall Exam Application Window Opens **May 1, 2021**
- Fall Exam Application Submission Deadline is **July 12, 2021**
- Fall Exam Window is **October 18 - October 30, 2021**



14th 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

Corvette Available

Submitted by: Cindy Lambeth

As we have progressed over the years and consistently looked at our "cars on the lot", it is time to upgrade for the leather seats, GPS and the satellite radio. I am confident that the Board has diligently researched for the best upgrades money can buy. In October, our website will transition from ChapterManager to StarChapter. If you



would like to take a test drive, here are a few Chapter websites that drive with StarChapter; Idaho Public Purchasing Association (IPPA) <https://nigp-idaho.org/>; and Sarasota Bay Area <https://sarasotabaynigp.org/index.php>.

The first thing you will see is an easy-to-navigate dashboard. This corvette also comes with a user-friendly administration platform. This platform can handle all the hilly curves and single lane mountain terrains. While StarChapter cannot match the Bentley's



National Procurement Institute's 2020 Annual Conference schedule for October 2020 has been cancelled due to the rapid change of

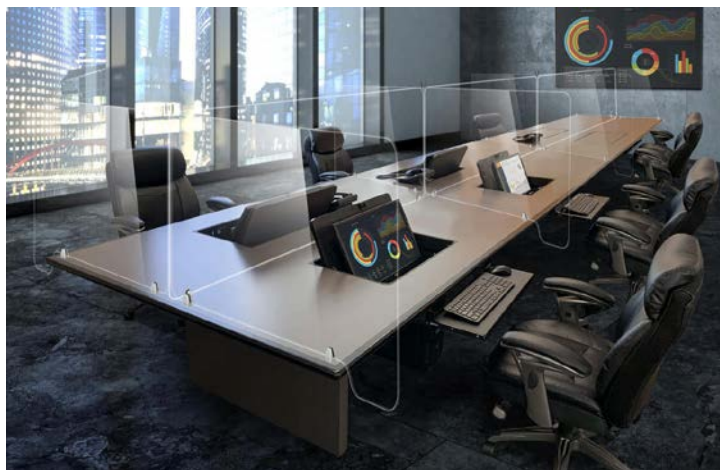
circumstances, public health guidance, travel restrictions imposed on members, budget limitations of members' agencies, and much uncertainty.

They are working on the details to offer a virtual training. Additional information will be available soon.

- npicconnection.org/events/conference.asp

Introducing SAFEDESK™ Social Distancing Products

Acrylic Shields | Sneeze Guards | Retail & Commercial Social Distancing Safety Barriers



Social Distancing Solutions Now Within Your Reach

SMARTdesks® is the industry leader for computer furniture, office desks, and conference tables made in the USA. We are proud to introduce the new SAFEDESK™ line during these unprecedented times of social distancing. As a new normal changes how we work together but apart, SMARTdesks® is here to support you.

Since 1996, SMARTdesks® has unified bespoke design services with premium technology furniture for education institutions, corporations, healthcare, government, and military operations. Today, every SMARTdesks® workstation is configured with the modern user in mind. For organizations of one to one thousand, SMARTdesks® integrates power and data, ergonomic and collaboration solutions to align our clients' work environments with their unique organizational mission.

In 2020, our learning spaces and our workspaces are as varied as we are. In the morning, we might draft digital presentations independently. In the afternoon, we might draw a key concept map on the white board for colleagues joining via video conference. We might collaborate across time zones. We might have in-person breakout sessions, and we might have remote ones. SMARTdesks® is a trusted source for the integrated virtual workplace solutions necessary for today's work environment.

SMARTdesks® conceived the original computer conference table, with continuously updated design, to promote technology-driven and teleconferencing collaboration. Our patented

flipIT monitor mount and laptop safe security systems allow for multi-use flexibility in computer desks, computer tables, conference tables, desks and workstations, library carrels, podiums and lecterns, standing desks, technology tables, computer lab desks, and collaboration furniture.

The SMARTdesks® team wants to make sure you are prepared for blended work models of in-person and remote interaction. We can help your organization scale up remote working, teaching, and learning systems with ergonomic, height-adjustable furniture, and power and data distribution. There's no need to compromise your organization's productivity because of social distancing.

Socially distanced workspaces:

SMARTdesks® introduces [SAFEDESK™](#), the new line of social distancing solutions for retail, office, commercial, and educational facilities. [SAFEDESK™](#) accessories divide and reconfigure your space. All [SAFEDESK™](#) products convert high-density workspaces into flexible, low-density zones where separation is required to facilitate socially distanced workspaces. These privacy panels and sneeze guards are easy to set up, install, and keep clean.

Work from home: Sit or stand. Use the technology you desire and have your remote office suite perform for you with comfort you control. [MAXiDESK™](#) is bundled with Humanscale® M/Flex monitor supports and Humanscale® CPU holder, plus a wireless /USB charging pop-up that will keep your smartphone and other devices ready for action.

Blended learning spaces: "Flip" your classroom with the original flipIT monitor mount and laptop security systems. flipITs are compatible with both computer desks and computer conference tables.

Training and continuing education: Now more than ever with social distancing, active learning applications dominate training programs for future leaders. Our ability to offer a 21st century active learning space, with focus on collaboration, unique classroom design, power and data distribution, computer connection box requirements, and optimized space planning sets SMARTdesks® apart.

For more information, please visit <https://www.smartdesks.com/>.



Look Ma, No Hands



Demand for faster delivery of packages and technologies advancements in delivery vehicles have augmented the growth of the global autonomous last-mile delivery market. The market is expected to reach \$11.12 billion in 2021 and garner \$75.7 billion by 2030.

- *Allied Market Research*

33% of global supply chain leaders surveyed say they moved sourcing and manufacturing activities out of China or plan to do so in the next two to three years. Primary reasons to look for alternative locations: the pandemic, tariff costs, and resiliency concerns.

- *Gartner Survey*



Smarter Purchasing: How to Get What You Need During an Emergency

Written by OMNIA Partners

1st July 2020

There's nothing like an ongoing national emergency to reveal who is prepared and who has been caught off guard with unanticipated needs.

Many government entities have been forced to undertake urgent searches for supplies, often unsuccessfully or at great expense after significant delays, leaving their first responders and citizenry unnecessarily vulnerable. Those cities, counties, and states that partner with strong purchasing cooperatives are having a completely different experience—easier access to what they need, help sourcing products with limited supply, while still providing best-value prices through a competitively-solicited contract. How have they been able to accomplish this during the worst pandemic in a century? There are five factors that drive cooperative purchasing consistency and continuity, and they tell the story of how governments can be prepared to serve their citizens through any crisis.

FACTOR ONE: Suppliers Put Customers First

When an emergency like a pandemic hits, suppliers may face severe resource issues. Deliveries from manufacturers could slow, and fewer personnel may be available to process orders. In times like these, onboarding new customers can become almost impossible. When inventory is limited, suppliers simply must prioritize existing customers to receive available stock. Even those who lack cooperative contracts but are consistent buyers will be given priority over any new buyers. So, starting from square one with a supplier may not be an option. Governments that are partnered with a strong purchasing cooperative don't have to worry about starting or maintaining an existing relationship with individual suppliers. The cooperative's relationships become their relationships, and become their advantage over other government agencies seeking the same limited resources.

FACTOR TWO: The Hunt for Supplies Consumes More Resources

When supplies are low and demand is high and increasing, organizations and government entities of all sizes can consume enormous amounts of energy and time simply researching where and how to best secure their needed inventory—which, in turn, consumes even more time that no one has during an emergency. Which supplier has what? When is the product available, who can source it the quickest, and at what cost? When the market moves in panic, resource planning is a constant moving target. Instead of making hundreds of calls, with different staff and departments spending hours on research and tracking, governments with strong cooperative purchasing partners simply make one call. The cooperative can leverage its

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diverse portfolio of cooperative contracts and partnerships with reliable suppliers to support public agencies in their search for needed supplies.

FACTOR THREE: Knowing When to Push the Button

How do you know when to keep looking? How do you know when to stop and place a backorder with an individual supplier, not knowing if or when your items will ship? How do you balance the risk and not end up paying too much for something that takes too long to arrive? When you can't find what you're looking for, it's tempting to keep searching, rather than putting an order into a supplier's queue. The cooperative is constantly in touch with supplier partners who have their finger on the pulse of supply and demand giving their participants insight on when it makes sense to place an order or when it's best to keep looking. Government entities that maintain a standard list of emergency inventory items can leap into action the minute that any shortage appears on the horizon.

FACTOR FOUR: Undeniably Superior Pivot Power

No one can pivot like a strong purchasing cooperative. With extraordinarily robust supplier networks, and experience across nearly all product categories, purchasing cooperatives help their government agencies and education institutions identify where the market is headed with ample time to make better decisions. The strongest, most agile cooperatives weren't *just* keeping their participants connected with suppliers offering personal protective equipment (PPE) and sanitizer during the initial outbreak of COVID-19; they have been staying in close communication with public agencies and supplier partners to anticipate the *next* wave of needs: Touch-free sanitation solutions, new furniture designs for social distancing, improved office air filtration systems and beyond.

FACTOR FIVE: Our Expertise Helps Us Plan, Prepare, and Predict

There is far more to seeing into the supply chain that spreadsheets and catalogs can provide. It is a human network, supported by strong data that dries the procurement process. A procurement partnership means far more than just help choosing the right products; participants receive decision-driving guidance based on timing, product supply, sold relationships, and deep insights. Government entities with established cooperative relationships have an undeniable edge over others when it comes to planning and responding to emergencies.

Helping governments get what they need during a crisis: The COVID-19 pandemic is a powerful reminder of how these five factors can determine which government agencies and educational institutions are able to plan, respond and recover as quickly as possible. Get the guidance you need to organize and activate your emergency inventory plan. There has never been a better time to strengthen your buying and preparedness power at all once. Locate your OMNIA Partners contact

to receive immediate help with current and future purchasing and recovery planning. For more information on our response to COVID-19, visit our emergency resource page.

<https://public.omniapartners.com/covid-19>

- American City & County

Newly Revised... NIGP-CPP Certification Handbook

The NIGP-CPP Certification Handbook is your essential and principal source of information for the NIGP-CPP program and contains everything you need to know to evaluate the program and complete the certification requirements.

This Handbook includes:

- The policies governing the NIGP-CPP certification
 - The eligibility requirements for attaining the NIGP-CPP certification
 - The content outline for the exams
 - The testing policies, identification requirements, and information about the retest and transfer fees
 - The NIGP Code of Ethics
 - The Candidate Statement of Accuracy, Veracity and Truthfulness
 - The recertification requirements
 - Your rights to Special Accommodations through the Americans with Disabilities Act and Canadian and international laws
-

Good Reads

THE INTERNATIONAL BESTSELLER

GETTING

TO

YES

NEGOTIATING AGREEMENT
WITHOUT GIVING IN

ROGER FISHER AND WILLIAM URY
AND FOR THE REVISED EDITIONS BRUCE PATTON
OF THE HARVARD NEGOTIATION PROJECT

Getting to Yes: Negotiating Agreement Without Giving

by Roger Fisher & William L. Ury

Getting to Yes has helped millions of people learn a better way to negotiate. One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group that

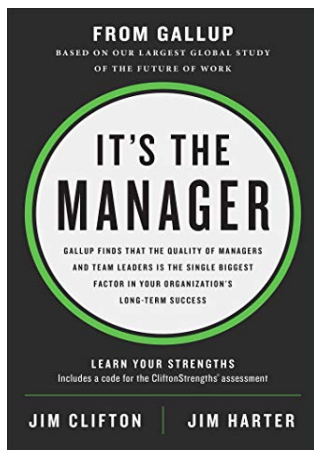
deals with all levels of negotiation and conflict resolution.

Getting to Yes offers a proven, step-by-step strategy for coming to mutually acceptable agreements in every sort of conflict. Thoroughly updated and revised, it offers readers a straight-forward, universally applicable method for negotiating personal and professional disputes without getting angry-or getting taken.

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It's the Manager:
Gallup finds the quality of managers and team leaders is the single biggest factor in your organization's long-term success.

by Jim Clifton



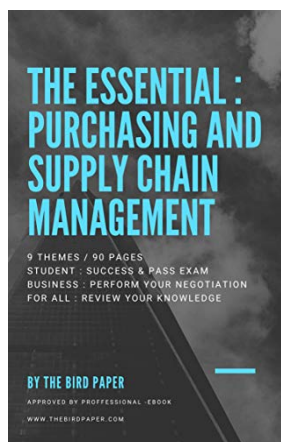
While the world's workplace has been going through extraordinary historical change, the practice of management has been stuck in time for more than 30 years.

The new workforce – especially younger generations – wants their work to have deep mission and purpose, and they don't want old-style command-and-control bosses. They want coaches who inspire them, communicate with them frequently, and develop their strengths.

Packed with 52 discoveries from Gallup's largest study on the future of work, *It's the Manager* shows leaders how to adapt their organizations to rapid change, ranging from new workplace demands to the challenges of managing remote employees, a diverse workforce, the rise of artificial intelligence, gig workers, and attracting – and keeping – today's best employees.

Who is the most important person in your organization to lead your teams through these changes? Decades of global Gallup research reveal: It's your managers. They are the ones who make or break your organization's success.

When you build great managers -- ones who can maximize the potential of every team member -- you will see organic revenue and profit growth, and you will deliver to a every one of your employees what they most want today: a great job and a great life. This is the future of work.



The Essential:
Purchasing and Supply Chain Management (Strategic Hand Book business & Personal): 9 Themes / 90 pages: Success & Pass Exam, Perform your Negotiation and update your Knowledge

by Florian Didier & The Bird Paper

The Essential: Purchasing and Supply Chain Management helps you reconnect with the requisites like purchasing,

logistics, and operations to see the big picture of the supply chain management then you will optimize in a very quick process the study or as a reminder according to your problematic or thematic wishing (below)

- Sheet 1.Introduction
- Sheet 2.Supply Chain Management
- Sheet 3.Risk Management
- Sheet 4.Transportations
- Sheet 5.Should Cost + TCO
- Sheet 6.Negotiation Preparation
- Sheet 7.Negotiation Tactics
- Sheet 8.Supplier Relationship Management
- Sheet 9.Thesis support – Glossary Procurement

Amazon has received government approval to put more than 3,200 satellites into orbit with the goal of beaming internet services to Earth, reports APNews.com. Imagine the global supply chain connectivity; the world will truly by your warehouse by 2026.



- August 2020, Inbound Logistics

