

February 2021

—HAPPY—  
*Valentine's*  
—DAY—

Editor: Tonia Lawson

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

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

schedule for Friday, May 7<sup>th</sup> has been **cancelled**. It is with sadness that we have to again postpone our Reverse Trade Show. There remains many uncertainties concerning group gatherings as well as travel restrictions for vendor and entity alike with the current pandemic situation. We will try again for 2022.



**Brenda Washington**  
Sr. Purchasing Assistant  
/Buyer  
Gulf Coast State College

1. What year did you join the chapter? **2010**
2. How long have you worked in the procurement profession. **11 years**
3. What organization do you work for? **Gulf**



**Coast State College** located in beautiful Panama City, Florida. I have been employed with GCSC for 23 years and 336 days.

Gulf Coast State College is a public college. It is part of the Florida College System and offers the Associate of Arts degree, Associate of Science degrees, certificates, and, as of 2020, bachelor's degrees.

4. What is the most interesting, unusual or challenging purchase in which you have been involved? **It was not just one purchase per**

say, but my most challenging purchases/time in this position, was keeping the department going in-between bosses at two (2) separate times. Once was at the end of the fiscal year / start of a new fiscal year. When you are a department of two (2) and you lose one, it's very challenging.

5. What professional certifications do you hold? **None at this time.**
6. What is your number one goal (career or personal)? **Career wise, my goal is to learn all that I can about Procurement from the best, my boss Tonia Lawson. Personal, I want to be healthy, happy and spend as much time as I can with my children and grandchildren.**
7. What is your favorite past-time or hobby? **Spending time with my doodle – Charlie, goint to the beach, shopping and reading.**
8. Share a little known fact about yourself. **I started in the Facilities Department before moving to Procurement.**



## Chapter Schedule Seminar

Don't forget to register for our educational in-person seminar course "NIGP Pathways Competency Bundle: Negotiations and Spend Analysis" on **Thursday, May 6, 2021**. This course has been converted to **Virtual Delivery**.



Changes have been reflected on the NIGP website at <https://www.nigp.org/course/a1a0f527-4ac5-4eba-9e2d-d7fd713e8d4f>.

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- **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.

## Supplier Spotlight



**B&H Photo Video** (also known as B&H Photo and B&H and B&H Foto & Electronics Corporation) is an American photo and video equipment retailer founded in 1973, based in Manhattan, New York City. B&H conducts business through online e-commerce consumer sales, business to business sales, and its one retail location. Customers engage with B&H via its websites, retail store, phone sales and customer service, email, and chat channels.

B&H stands for Blimie & Herman, the founders of the store. B&H was named the leading online consumer electronics retailer by Consumers Reports for 2018. Newsweek named B&H as one of America's Top Companies for Customer Service for 2019, with top position in the consumer electronics category based on over 130,000 customer evaluations. In 2018, Forbes named B&H as one of America's Best Mid-Size Employers. Also in 2018, B&H's consumer website was recognized as the Best for User Experience of any e-commerce company by the Baymard Institute.

B&H Photo Video Pro Audio offers a complete line of photo, video, audio, lighting, pro accessories, entertainment, projection and surveillance devices, as well as the broadest selection of security, multimedia, optics and A/V presentation technology in the industry.

Well known for its large selection, B&H can satisfy virtually every technology need for your institution.

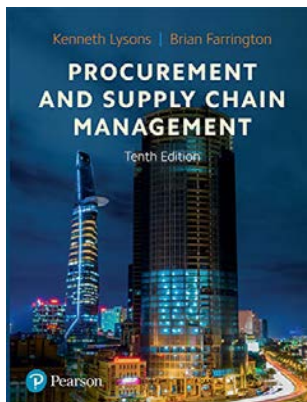
For more information, visit their website @ <https://www.bhphotovideo.com/>.

## A GOOD READ

### *Procurement and Supply Chain Management*

By Kenneth Lyson & Brian Farrington

It is the ideal textbook for those aspiring to be leaders in the profession, and for those who are engaged in professional studies for the Chartered Institute of Procurement and Supply examinations (at both the foundation and professional stages). It is also of value to specialists in other fields who require understanding of the role and influence of this area of business performance. Using extensive real-life examples the subject matter has been brought to life throughout the book, and provides a truly international focus on procurement and supply chain.



## Upcoming Events:

**March 14-17, 2021**

**100<sup>th</sup> NAEP  
Annual  
Meeting**

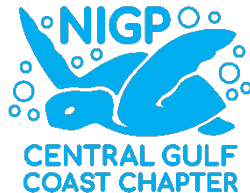


Empowering Procurement Professionals  
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Gaylord  
National  
National Harbor, MD

**May 6, 2021**

**CGCC/NIGP Seminar Course –  
“NIGP Pathways Competency  
Bundle: Negotiations and Spend  
Analysis” – VIRTUAL**



**May 17, 2021**

**2021 FAPPO Conference**  
More information to come.



**August 28-**

**September 1, 2021  
NIGP FORUM 2021**  
Anaheim, CA



**October 10-13, 2021**

**2021 NAEP  
FL/TAGM Regional  
Conference**

Sheraton Panama city  
Beach Golf & Spa Resort  
Panama City, FL



### **The Number of NIGP- CPP Certificants Grows to 253 Leaders**

The Institute for Public Procurement is honored to announce that an additional 128 public procurement professionals attained their NIGP Certified Procurement Professional designation (NIGP-CPP) in November 2020 by successfully completing the competency-based qualifications set forth by the NIGP Certification Commission.

Today, there are 253 leaders across 32 U.S. States and 3 Canadian Provinces who earned their NIGP-CPP during the August and November 2020 testing windows.

The NIGP-CPP is the only certification that is anchored in the Public Procurement Competency Framework. The Framework is rooted in research produced by the Volcker Alliance that seeks effective public service through workforce competencies. It is the only certification that specifically targets mid to executive level procurement leaders in the public sector. It is the only certification that integrates with NIGP's Pathways program featuring competency development within 33 learning modules. And it is the only competency-based certification that expands beyond public procurement's technical aspects and assesses the more holistic competencies needed to be successful leader within a public entity, embracing elements of leadership, business principles, and procurement strategy.

Registration for the next testing window (February 2021) is currently available and the May 2021 testing window will become available after the New Year.

Professionals holding a current CPPO or CPPB certification can augment their credentials by applying for the NIGP-CPP certification at no cost through June 2021. Those professionals will take an abbreviated bridge exam and the fees for the initial exam are also waived through June 2021.

To learn more information about the NIGP-CPP, please visit <https://www.nigp.org/certification/nigp-cpp>.

## **Eight procurement leadership themes for 2021**

15Jan21 -Will Green

The pandemic has “thrown out the rulebook” for organizations with global supply chains and a new one is needed, according to a report.

GEP's *2021 Outlook Report* looked at the priorities that will dominate in 2021, including risk reduction, diversity and inclusion, and sustainability.

John Piatek, vice president, consulting, consumer goods and retail, and chairman of the Thought Leadership Council at GEP, said: “This report provides companies with a new playbook to come to grips with a post-pandemic cost structure and supply chain uncertainty.”

GEP's eight leadership themes for 2021 are:

- 1. Supply chain leaders must invest to remain resilient and reduce risk**

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The key to resilience will be visibility and close collaboration. Visibility of suppliers will be critical and customer visibility will allow for better demand forecasting.

“Managing effective supply chains is no longer only about lean processes or the lowest cost,” said the report. “The breakpoints are commonly found in the conditions of supply connections that occur in real time.

“In the year ahead, procurement and supply chain leaders need to invest in making those connections seamless and resilient — without losing the advantages of efficiency.”

## **2. Supply chain network strategies are changing amid sourcing complexity**

The essential questions are whether to reshore, nearshore, stay offshore or dual source. However, firms can expect more supply chain complexity as a result of reducing risk.

“The events of 2020 might prompt some firms to trade one value type, such as cost, for another, such as speed or consistent reliability. By diversifying supply sources or distribution channels, businesses increase overall supply chain complexity,” said the report.

## **3. Essentialism has been redefined for procurement and supply chain leaders**

The pandemic has “pushed firms to the limit” and thrown into question ways of working. Home working has become the norm for many and technology has become a much greater part of the working day.

“In many cases, these digital options significantly improved processes, eliminated unnecessary manual and physical tasks, automated paperwork and supercharged productivity.”

## **4. Sustainability is finally a board-level topic and sustainable procurement is the key**

Expectations are higher than ever for businesses to make sustainability a priority. Procurement decisions must be made not simply on economic criteria but also the implications for society and the environment, and suppliers must be chosen who make sustainability a core value.

“Procurement leaders need to define a sustainable procurement strategy and align sustainability goals with the executive team and related functions, such as finance and new product development.”

## **5. Diversity and inclusion should be hardwired into procure-to-pay processes and technologies**

In 2021 procurement and supply chain leaders will need to do more to achieve real targets for supplier diversity, obtaining executive buy-in and possibly establishing diversity and inclusion councils to create clear goals.

“Diversity and inclusion goals are generally substantial and ambitious. To truly realize these objectives, metrics need to be tracked and benchmarked at the transaction level within a P2P

platform.”

## **6. A post-pandemic strategy requires a post-pandemic cost structure**

Procurement professionals should consider demand sensing to manage inventory and distribution in real time, purchasing only when there is demand and capacity. Savings from suppliers should be linked to their contribution to innovation and revenue.

## **7. Budget-to-pay will unify finance and procurement under one model**

Leaders have a unified model that connects budget availability with real-time spend decisions and payment authorization.

“Known as the budget-to-pay model, it can be aligned to turn the levels of spend on and off when global and local economic conditions require.”

## **8. Substantial procurement and supply chain activities can now be automated**

The pandemic has accelerated the trend to automating tactical work, but it must be coupled with human insight into category demand and the impact of a lingering recession.

“In 2021, automation will help streamline processes and allow smarter collaboration in core procurement and supply chain activities.”

## **UPPCC Announces New Recipients of the CPPO and CPPB**

**Lexington, KY - January 25, 2021 - The Universal Public Procurement Certification Council (UPPCC)** is pleased to announce and congratulate the 199 individuals who have successfully completed the fall 2020 certification examinations. To date, the UPPCC has certified 13,947 professionals in 8 countries, 10 provinces and territories in Canada, and in 52 of the states and territories of the United States.

The highly coveted **Certified Public Procurement Officer (CPPO)** and **Certified Professional Public Buyer (CPPB)** credentials, are recognized throughout the public procurement profession and demonstrate an individual’s comprehensive mastery of public procurement competencies. The **CPPO** and **CPPB** are widely recognized as the industry gold standard.

**Congratulations  
to our newest  
member - DeRita  
Mason. DeRita**



**has earned the CPPB certifications.  
Welcome to the Club!**

## Help Other Departments & Get Them to Help Yours

For various reasons, sometimes a buyer needs to tell an employee that it is impossible to obtain a product or service that he requested. Perhaps the supplier is unable to deliver quickly. Any refusal to do what the requester wants must be handled very diplomatically. Otherwise, a



requestor may spread unfavorable reports about the buyer's ability or cooperation.

One way to avoid a conflict is to be as helpful as you

can with employees in other departments. That way you gain a reputation of being a pleasure to work with. Not only that, but you may need help from other departments. The employees will likely be more willing to give you what you need if you have helped them in the past.

Purchasing operations often need information from other departments. Accounting information is needed about outstanding bills, payment discounts, or company financial information. Good relations with accounting personnel leads to quicker responses to your requests. Buyers frequently need help from engineering or product design. Clarification of specifications is an example. So, too, is any change in the material to be used to a less expensive type.

Quality control may be less critical about product specifications from the supplier if you have more tolerance for that department's requirements.

Beware however, if you are the first to ask for a favor or help. You are likely to be asked to return a favor from the other department. The request from other employees may be inappropriate and you should be prepared to politely deny the request. You may offer to do something that is perfectly acceptable, but is a compromise. For example, an employee may ask you to buy something from one of your company's suppliers that is for their personal use. Rather than do so, you can simply give the names of several suppliers who will handle the order to an individual, not as an employee of your company.

## How to Meet With Suppliers



Be prepared when you meet with suppliers. Avoid meeting with salespeople without preparation. That means nearly all meetings with suppliers should be by appointments set up before hand. Leave enough

time before the appointment to gather any information you may need for the meeting.

Of course, there are exceptions. Emergency situations may call for quick action, but try to leave several hours so you can get the facts you will need for a meeting. For example, suppose a defect has been discovered in a key item from a supplier that is needed immediately. You should allow time to find out when the item was delivered, how many pieces were found defective, and what damage the defect has caused. Some of the information may be difficult to learn right away, but you should find out as much as you can before a meeting. When you gather the information, you could discover that the problem was created by your own workers. Learning this ahead of time will avoid embarrassment.

The topics to be discussed in a meeting should be part of the plan. Set an objective about what you hope to achieve. Keep a written agenda to make sure that the most important topics are covered.

Avoid meeting with suppliers who simply want to make a courtesy call with nothing in particular to talk about. It will waste your time and the supplier's time.

A good plan will include a list of open orders yet to be filled with the scheduled delivery date. Review this list with the supplier and ask about any expected delays. The best suppliers will be prepared to answer your questions immediately.

Your plan may include the supplier's performance for previous orders. You can then ask about any deficiencies that caused problems and if those problems have been corrected.

A meeting agenda may include a discussion about price or product costs. However, that is a major topic and it may be better to have a separate meeting to discuss it. Allow plenty of time in the schedule to talk about major issues or plan to have several meetings to cover multiple aspects of the subject.

If more than one buyer in your organization deals with a supplier, it is a good idea to compare notes and decide on your efforts and approach to avoid conflicting messages.

*Business opportunities are like buses, there's always another one coming."*

- Richard Branson, British Entrepreneur, Tycoon, Billionaire

# 2021 House/Senate Bills To Watch For

## **HB 7 / SB 72 – Civil Liability for Damages to COVID-19 (McClure/Brandes)**

Provide requirements for civil action based on COVID-19 related claim; provides that plaintiff has burden of proof in such action; provides statute of limitations; provides retroactive applicability.

## **HB 51 – Charter Schools (McClain)**

Authorizes state universities & Florida College System institutions to sponsor charter schools; revises reporting & accountability requirements & populations for which charter school is authorized to limit enrollment process; provides for funding; authorizes career & professional academy to be offered by charter school.

## **SB 52 Postsecondary Education (Rodrigues)**

Postsecondary Education; Clarifying fee exemptions for the Department of Children and Families; establishing the Dual Enrollment Scholarship Program; requiring students participating in dual enrollment programs to meet specified minimum eligibility requirements in order for institutions to receive reimbursements; authorizing university boards of trustees to implement a bonus scheme for state university system employees based on awards for work performance or employee recruitment and retention.

## **SB 84 Retirement (Rodrigues)**

Providing for compulsory membership in the Florida Retirement System Investment Plan for employees initially enrolled on or after a specified date; modifying provisions governing participation in the investment plan for individuals who are eligible to participate in the State University System Optional Retirement Program to conform to changes made by the act; modifying provisions governing the administration of the investment plan to reflect compulsory membership for specified employees.

## **HB 99 / SB 538 Use of Epinephrine Auto-injectors on Public K-20 Campuses (Gottlieb/Polsky)**

Providing that state universities and Florida College System institutions are considered authorized entities for specified purposes relating to the emergency use of epinephrine auto-injectors; requiring, rather than authorizing, public schools to purchase or acquire a supply of epinephrine auto-injectors for specified purposes; requiring state universities and Florida College System institutions to purchase or acquire a supply of epinephrine auto-injectors for specified purposes.

## **HB 233 / SB 264 Intellectual Freedom in Postsecondary Education (Roach/Rodrigues)**

Requires SBE & BOG to require each Florida College System institution & state university to conduct annual assessment related to intellectual freedom & viewpoint diversity; provides requirements for such assessments; prohibits SBE & BOG from shielding students from certain speech; allows recording certain audio & video in classrooms at public postsecondary institutions.

## **SB 258 Internship Tax Credit Program (Jones)**

Providing a corporate income tax credit for qualified businesses employing degree-seeking student interns if certain criteria are met.

## **HB 6037 Postsecondary Out-of-State Fee Waivers (Fine)**

Deletes provisions relating to waiver of out-of-state fees for certain students.

**NOTE: If you know of any other House/Senate Bills, please share with Tonia Lawson.**