Big THANKS to the University of West Florida for hosting our January chapter meeting. Our chapter is entering our 15th year. We recognize our current and past Committee Chairs and Board. Installation of our new 2018 officers were conducted. Congratulations to our new officers!

The Chapter is still in need of someone to fill the Secretary position. If you are interested, please contact Cindy Lambeth or Tonia Lawson.

Sheila Faries currently serves as the Purchasing Administrator for the Bay County Purchasing Office. Sheila received her Bachelors in Business Administration from Oklahoma State University and has more than 25 years’ experience in purchasing. The first 17 years of her career was spent in the private sector (Trane) where Sheila obtained her CPM (Certified Purchasing Manager) status. Sheila joined Bay County in 2005 in the Budget Office and was later transferred to Purchasing where she served as Interim Purchasing Director. Sheila’s current job allows her to be involved with all aspects of purchasing for the Bay County Board of County Commissioners.

“[W]hen facing challenging events and troubling times, I turn to the characters that brought such thoughtful and reflective insight as I grew up. So here goes … ‘You are braver than you believe, smarter than you seem, and stronger than you think.’ — Winnie-the-Pooh (A. A. Milne)”

From “September 15, 2017” by Michelle Reid (superintendent, Northshore School District, Bothell, Wash.) on her Superintendent’s Blog.
President Lambeth challenged us **ALL** to obtain additional members from respective local entities with a goal of 3 new members by March. CGCC/NIGP membership is FREE.

Take time to reach out to a non-member and encourage them to join us.

**WELCOME new members!**

*New Members Are Joining*

**James Hunt**  
Purchasing Coordinator  
City of Fort Walton Beach

**DeRita Mason**  
Contracts & Lease Coordinator  
Okaloosa County Purchasing

**Matthew Young**  
Contracts & Lease Coordinator  
Okaloosa County Purchasing

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**What Fuels You?**

Leaders run dry when they "pour out" more than they "pour in." You might think you're Wonder Woman or Superman, but even they have frailties. Igniting and managing energy is the hard stuff of leadership. How can you fuel your energy first to pour in so you can pour out?

Here's what top leaders say fuels their energy:

- Crisis, challenges, problem solving
- Delegating to others
- Mentoring/developing others
- Vacation, hobbies, leisure
- Making progress toward goals/accomplishments
- Money/rewards
- Reconnecting with purpose – purpose if passion
- Aiming beyond having a good day; doing more; taking risks


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Are you looking for professional development opportunities, visit American Purchasing Society  
[https://www.american-purchasing.com/course](https://www.american-purchasing.com/course)

The American Purchasing Society's online purchasing and supply courses are ideal for buyers, purchasing managers, and other people in purchasing who work full-time and have only a limited amount of time to spend on training and education.

The courses are designed to be user-friendly for all, and can be easily taken by people who have limited computer skills.

Purchasing seminars and courses cover important subjects and information that all purchasing professionals should know. These purchasing seminars and courses focus on practical training to enhance skills, and students can take what they learn directly back to their jobs and immediately implement the lessons and techniques.

Most courses will only take students 2 to 3 hours to complete and can be taken whenever is convenient to the student. There are no scheduled hours for course access. Students are emailed course instructions shortly after registration is completed.

Every student receives a certificate upon course completion. You do not have to be a member of the APS to take advantage of these seminars and courses.

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**Procurement vs. Purchasing**

There is a lot more to it than just **buying stuff**.

Procurement and purchasing are often used interchangeably as words, but they are two distinct animals. In fact, purchasing is part of the procurement cycle. It is not the whole picture, though.

Procurement is an end-to-end process, with the result of that process being purchasing. From vendor selection and vetting, to establishing payment schedules and contract terms, the purchase begins with finding what you need, setting up responsive relationships and then defining them in a continual process of renewal.

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Happy Valentine's Day❤️
2017 has come and gone, but procurement is and always will be here. Procurement is adapts to the every evolving response to changes and advancements in technology, personnel and hiring requirements, consumer demands and concerns, and business practices. Here are our top ten procurement trends for 2017 per SpendEdge.

Have you started planning for 2018?

Transformation is the watchword for today's procurement organization, as an ever-increasing number of teams look to revitalize the function and provide even greater value to the wider business. According to Procurement Leaders' 2016 report, Transformation: Redefining the role of procurement, 82% of functions are currently undergoing a transformation. In 2014, this figure stood at around 33%.

So how can procurement best position itself as new trends such as technology, supplier relationship management and risk management are set to shape transformation processes in 2018?

Here are four factors to consider throughout your transformation journey:

1. **Know your goal:**
   Before embarking on a transformation, consider the reasons for this. When does a change become an improvement? While change should not be made for change's sake, if the aim of the transformation exercise is to improve purchase order management then this change is worth making. Procurement chiefs must ensure that each aspect of the change has clear goals for improving specific areas of the function. If the means cannot justify the ends, procurement executives should think twice before undertaking any transformational activities.

   Periods of stagnation and complacency may also encourage the function to transform as a way of showing the wider business that it can help drive the business forward.

2. **Think objectively**
   After identifying the reasons for the transformation, everyone in the team must understand the key objectives the function seeks to achieve. If everything is a priority, nothing is important. At times, the most difficult part of a transformation process is omitting what not to do. Procurement must identify its primary stakeholders, establish two or three key objectives that most align with their priorities and use this as a basis for the focus of the transformation. This activity will help ensure the focus of the transformation is streamlined and aligned to the objectives of key stakeholders.

3. **It's a marathon, not a sprint**
   Transforming the procurement function should never be seen as a race to the finish. Ensure the pace of change suits the needs and priorities of the business. New ways of working must be introduced incrementally, with periodic breaks to allow the team to adapt. Move too quickly and there is the risk that people will fail to assimilate the changes, affecting your chances of success.

4. **Follow the leader**
   As a leader, it is not unreasonable to demand more from your procurement team. Team members often perform down to the minimum expected of them and do not excel beyond this. This is problematic in daily business ventures, but even more so during a transformation. A good leader should work to discourage this type of complacency. Sometimes this can mean acting in a way that is perceived by some staff as being slightly unreasonable, yet this is often a misunderstanding. If employees feel change is being forced upon them and not with them, then they can become apathetic to the process. Procurement executives must strike a balance between applying productive pressure when driving transformation and encouraging staff to drive change.

Procurement Leaders is currently witnessing an influx of discussions on accelerating transformation. There will be heavy investments over the next few months in terms of resources to get transformation journeys under way for the coming year. Procurement must be on top of its game from the very inception of these new processes if it wants to get ahead on its journey.

*This article is a piece of independent writing by a member of Procurement Leaders' content team.*