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. This year’s event will take place in Austin, TX.

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.

11 Healthy Habits at Work
If you want to live a healthy lifestyle, you can't just leave your good habits at home each time you go in to work. Despite the office treats and the post-work happy hours, you'll want to try your best to figure out ways to stay healthy at the office. As easy as it is to say I'll eat healthy at dinner or I'll be more active this weekend, you likely spend a good chunk of your time at work, and the choices you make throughout these days matter.

1. Get up and Move
2. Pack Your Own Lunch
3. Keep a Healthy Snack at Your Desk
4. Drink Water
5. Take Breaks
6. Get Some Fresh Air
7. Don’t Neglect Your Mental Health
8. Ditch The Sugar
9. Decorate Your Desk
10. Collaborate With Your Coworkers
11. Talk to Management

Feeling healthy at work is just as important as picking up good habits at home, so try to put your best foot forward no matter where you are.

Registration is now open for the Fall 2019 SCOPE Procurement Summit held at The Red Rock Resort in Las Vegas on August 18-20th, 2019. Invitations are reserved for senior procurement execs like yourself and include a complimentary all-access pass which includes:
- $300 Travel Voucher (Limited Availability)
- Programming and speakers selected by a peer executive steering committee
- 1 night complimentary hotel accommodation
- 5 star onsite catering
- Personal meetings with leading solution providers of your choice
- Spouses are welcome!

For over a decade, Fortune 500 executives join forces at SCOPE, working together to tackle the challenges of the current landscape.

For more information, visit: https://quartzevents.com/events/supply-chain/scope-procurement-summit-fall/

Good Information:
- Forum 2019 VCON: NIGP’s Virtual Conference bringing 5 Keynote sessions and 6 workshops live to you from Austin. Only $200 for members and $400 for non-members. Earn 13 contact hours from the comfort of your own desk. Visit: https://www.nigp.org/home/attend-events/virtual-conferences.
- New NIGP Course: NIGP has a new one-day Negotiations for the Public Procurement Professional course taught by Mike Kolodisner. This course awards 7.5 contact hours and .8 CEU’s. Click on link below to the course description https://www.nigp.org/home/your-learning-journey/education/catalog-courses/negotiations-for-the-public-procurement-professional.
- Pathways: Professional Development and Credentialing designed to get you where you want to go! NIGP is working on printed collateral such as flyers and brochures as well as videos that we can pass along to the chapters. Please visit the website for details and check out the FAQ’s.
Procurement Dictionary Terms

**BACK ORDER**
In supply chain terms when a customer order cannot be immediately fulfilled from stock, the customer requirement may be placed on ‘back order’. This implies that a replenishment order will be raised on the next tier of the supply chain and, when sufficient materials are available, the outstanding ordered amount will be forwarded to the original customer.

**BEST VALUE**
A result intended in the acquisition of all goods and services. Price must be one of the evaluation criteria when acquiring goods and services. Other evaluation criteria may include, but are not limited to environmental considerations, quality, and vendor performance.

**CONSUMER PRICE INDEX (CPI)**
A consumer price index measures changes in the price level of a market basket of consumer goods and services purchased by households. The CPI is a statistical estimate constructed using the prices of a sample of representative items whose prices are collected periodically.

**EMERGENCY ACQUISITION**
A threat to public health, welfare, or safety that threatens the functioning of government, the protection of property or the health or safety of people.

**LESSEE**
One to whom a lease is granted.

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GovQuote is fast, user-friendly, and 100% web-based. For more information, please visit their website at [https://www.govquote.us/](https://www.govquote.us/).

***The Rise of the Robots***
Robots in logistics and warehouse applications are much more cost-justifiable than they used to be. It used to seem that a headline like the one for today’s column would freak everyone out that “robots are taking all of our jobs.” However, low unemployment combined with dropping prices and increasing capabilities for robots has to a great degree silenced that cry, especially in logistics where companies are having a hard time with staffing (especially finding pickers) and where, in total, there are 600,000 open jobs industry-wide.

In logistics, robots can pay for themselves within three to nine months, and with lower purchase prices, easier-to-configure robots and greater capabilities of robots that can find their way around a building, even small- and mid-size companies can now more easily deploy robots and gain a fast return.

So it’s no surprise that in logistics and warehousing, robots are taking a larger and larger role, at least partially due to their greater capability to find their way around a building.
5 Simple Ways to Relax at Work Without Leaving Your Desk

Who knew that an ear massage could help decrease stress? We've all been there before. Sometimes you know that taking a step back and heading outside for a breath of fresh air would help you power through the day, but you're stuck at your desk waiting for a call, or you have a meeting starting in six minutes, or just can't.

This is when you have to opt for a right-where-you-are destresser. And to help you out, I've rounded up five tips to reduce stress right from your desk.

1. Ear Massage
   This may seem like strange workplace advice, but this practice from traditional Chinese medicine has been proven to work! Medical studies have shown that ear massage (or auricular acupressure, if you're feeling fancy) relieved stress and anxiety in pre-op and post-op hospital patients.

   The trick is to massage your ear gently, right in the middle of the upper third of your ear. This spot, called the Shen Men point, reportedly decreases stress and boosts energy—just what you need on a trying day.

   If you have trouble finding the particular spot, start by massaging your earlobes then working your way up and around the outer shell of your ear. This should produce much the same effect as Shen Men.

2. Workspace Reset
   Your parents were right when they told you to clean your room. Your mindset is reflected in your space—and vice versa.

   Even if you're swamped with work, take the time to put empty wrappers and scrap paper in the trash, tidy up your workspace, and clean out your digital desktop.

   Most importantly? When you've reset your desk, reset yourself! You can kick your energy up a notch just by sitting up straighter.

3. Hand Trick
   If you want to give your hands themselves a break (sore wrists from constant typing are real), pay attention to your thumbs.

   Start by lightly pinching the muscle between your thumb and index finger and massaging in small circles. Remember to keep it firm yet gentle, to relax the muscles. You'll feel your hands, shoulders, and neck start to relax, and, in no time, you'll be ready to start working again.

4. Breathing Technique
   Before you say that you already know this one, bear with me. While taking a deep breath is the oldest trick in the book, you can enhance the calming effect of this simple tip with some basic body mechanics.

   It's simple: When you breathe in, imagine the air inflating your stomach instead of your chest. Push your stomach outwards to draw the air down, then pull it back in to really empty your lungs of air. Put some muscle into it for three breaths, then fall back into your normal rhythm newly relaxed, and ready to take on your tasks. If you find that this works for you, then you should definitely check out this two-minute exercise.

5. Progressive Relaxation
   This meditation technique's used to combat anxiety and stress, and is a fast way to reconnect with your body without going anywhere.

   Start at your toes, tensing and slowly releasing the muscles. Work your way up your body, tensing and releasing the muscles in your feet, your legs, torso, arms, neck, and even into your face (but don't scare your co-workers!). It doesn't take long to work all the way up your body and you'll finish feeling energized, ready to tackle the day anew without having left your desk!

Stress in the office feels inescapable, but it doesn't have to be that way. Remember: Take the time to care for yourself, and you'll reap the rewards with smoother workflow and increased productivity.
Congratulations are in order!!!

Angie & Chris Jones on the arrival of their first grandbaby, Wyatt Christopher Jones, born on May 5, 2019 (Cinco de Mayo day - Tacos & Tequila).

Jeff Hyde for Chapter 2019 Manager of the Year

Jeff is employed with Okaloosa County as a Purchasing Manager.

This award recognizes the outstanding professional achievements, developments and contributions to the advancement of the purchasing profession at the Chapter Level.

Kristin Smith for Chapter 2019 Buyer of the Year

Kristin is employed with Escambia County School District as a Purchasing Agent.

This award recognizes the outstanding professional contributions, achievements and developments to the advancement of the purchasing profession at the Chapter Level.

Both Jeff & Kristin will be acknowledged at the NIGP FORUM in Texas.

Travis Fulton for receiving his CPCC certification from NAPCP.

PROCUREMENT PONDERABLE

Leveraging Procurement to Close the Budget Cap
by Stephen B. Gordon, PhD, FINGP, CPPO

A respected federal contracting expert has raised a question that all who share an interest in advancing the practice of public procurement must contemplate. That question is: “Is innovative procurement the answer to budgetary constraints?”

Funds that public procurement officials have helped to “free” through savings and cost avoidances often have been used to fulfill low priority needs at the end of the fiscal year, in order to preserve base amounts in clients’ budgets for the following fiscal year. We have had little control over how these funds have been redirected unless we have “had the ears” of budget directors and other senior officials. Your ability to engage your budget and other decision makers in such discussions may have been constrained by factors beyond your control; but, then again, perhaps not.

If procurement officials want to be considered professionals, we must be willing and able to question how things are done, with the end-goal being to optimize results for our clients, stakeholders and entities as a whole. We must be willing and able, using good judgment of course, to ask ourselves and others if there are things that should be done differently.

A newspaper article forwarded to me recently highlights a question we should ask ourselves. That questions, which is directly related to the federal contracting expert’s question, is how willing are we to “go along to get along”. The newspaper article described how a local government chief procurement officer, during the hearing of a protest filed by an unsuccessful competitor, a developer that long has had strong political connections within the jurisdiction but did not appear to submit the better proposal.

If we want to do our part to assure that public funds are spent as they should be, we must be willing to advocate and consistently employ sound procurement practices. The wise and competent use of innovative procurement practices clearly can be used to close the budgetary gap in public entities; but such practices must be applied in broader context of ethical, proven practice procurement and driven by a desire to contribute as much as practicable to achieving enterprise goals.

Innovative procurement can help close budgetary and other gaps; but, so can doing well the things we always should have been doing.

Words of Wisdom

Never assume, always confirm.

Chris Ascencio, Jr.
Operations, DSV