Florida Association of Public Procurement Officials

Post Conference News Letter

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Greetings FAPPO Family,

I can’t tell you how rewarding the last few years serving as a FAPPO officer have been for me. FAPPO is among the leaders in the Public Procurement arena and I’ve learned a lot from playing a part in the leadership of this great association. FAPPO is what it is today and presents the value that it does because of those that have lead the association before us, and the many volunteers that work year in and year out to make us better at what we do as Public Procurement Officials. An amazing group of volunteers, the officers and our Executive Director put in many hours of planning and hard work to bring the membership a world class public procurement conference last month, and man did it ever pay off. The planning was not only stellar, the execution was as well, and all of these I have spoken of are to be commended. A special thanks to our Committee Chairs and their Committee Members. Great Job Team!

The job of President cannot be done without some great officers standing side by side with you and I would like to thank Diane Wetherington, Fatima Calkins, and Laurie Victory for all of their hard work and dedication. It has been my pleasure to work with the three of you this past year. My congratulations to our new FAPPO Secretary, Tammy Winton-Spearman. I know she is going to do a great job and will be a tremendous asset to an already amazing team of officers.

Very soon we will be launching a delegate survey to receive feedback on your conference experience. I encourage you to please take the time to complete the survey; your input is extremely valuable to ensure that we continue to provide high quality programming for our attendees. I’d like to extend my congratulations to all of our award winners who were recognized at the Annual Conference, all of which are identified throughout this newsletter. From Entity and Best Practices awards, to Essay, Trade Show, Social Media and First Timer winners, as well as those recognized at the Presidential Banquet for their individual contributions to FAPPO. Congratulations to you all!

Thank you to our Past Presidents and the entire membership for your support and for the privilege of serving as your 2015/16 FAPPO President, it has been an honor to serve.

If you have not already done so, please remember that it is time to renew your FAPPO membership, available online at www.fappo.org.

I look forward to an amazing year under the direction of your incoming President, Diane Wetherington. I am confident she will do a fantastic job as she continues to move this association in a positive direction.

Sincerely,

Joe Benjamin, FAPPO President 2015/16
MESSAGES FROM THE OFFICERS

Diane Wetherington, CPPB, FCCM
FAPPO Vice President

FAPPO Members:

It was so great to see so many of you attend the 49th Annual Conference and Trade Show at the Rosen Centre last month. I hope everyone enjoyed it as much as I did. The workshops and the Keynote speakers were outstanding. Networking with other procurement professionals and the vendors was priceless!

I am so honored to be serving as your 2016/2017 President. The past three years have gone by so fast! I am already putting together committees that will be working hard throughout the year to provide you with quality educational and networking opportunities. Welcome to all the new committee chairs and committee members. It takes a lot of volunteers to put together both the Fall Workshop and the Annual Conference. A great big thank you goes out to all those volunteers that worked so hard this past year to help with a very successful Conference.

Soon you will be getting details about the 2016 Fall Workshop which is scheduled to be held November 4, 2016 at the Sandcastle Resort Lido Beach, Sarasota. The Fall Workshop committee is working on setting everything up and will soon be sending out a Call for Presentations. Keep that in mind if you would like to present at a workshop. Look forward to seeing you at there!

Along with planning the Fall Workshop, we are already making plans for the 50th Annual Conference and Trade Show, “Personal and Professional Excellence”. We are planning the special event and presidential banquet in celebration of FAPPO’s “50th Conference”! You won’t want to miss it! We are also in the planning stage of finding some excellent Keynote Speakers. You will hear more in the coming months. The conference is scheduled to be held at the Rosen Centre Hotel Orlando, May 25th-27th, 2017. Mark your calendars now!

The officers are always available for any suggestions or questions that you may have!!! I am looking forward to a great year!!!

Diane
MESSAGES FROM THE OFFICERS

Fatima F. Calkins, CPPO, CPPB, FCCM
FAPPO Treasurer

It was great to see everyone at the 49th Annual Conference and Trade Show! I hope that you had as great of a time as I did. The 2016 Annual Conference and Trade Show was a great success because of YOU!

I would like to congratulate our Vice-President, Diane Wetherington for an awesome job done on the program! The speakers were great and kept the audience fully engaged and connected with their experiences, successes, failures, and life lessons. I hope that each session that you attended, left you with ideas and tools that you can put into action immediately. Also, congratulations to all FAPPO award winners!

I would like to extend my personal congratulations on a job well done to our outgoing President Joe Benjamin, for his leadership and support during the past year and to our new elected officer Tammy Winton-Spearman, incoming Secretary. I look forward to working with Tammy as we both move up the FAPPO chairs.

A special thank you to Diane Wetherington, Vice-President; Laurie Victory, Secretary; and Craig Rowley, Executive Director for all their hard work and support. Also, for everyone who volunteered to serve on committees this year and the delegates who attended in making the 49th Annual Conference a memorable and amazing one, we could not have succeeded without YOU!

Warmest Regards,
Fatima F Calkins, Treasurer

Laurie Victory, CPPB
FAPPO Secretary

Greetings FAPPO Family,
The 2016 FAPPO Conference & Tradeshow was absolutely awesome. We had great attendance and a lot of new comers this year. President Benjamin and his team did an outstanding job!

The tradeshow was sold out this year and was a very diverse group of vendors which was especially nice. Met a lot of new faces and was able to network with old friends.

Diane also did a fabulous job on the program / speakers. Classes were full and feed back was very positive!

I would like to extend a special thank you to my fellow officers and our Executive Director for all their help this year. They all welcomed me with open arms and were so very helpful.

Also want to welcome our new Secretary, Tammy Winton-Spearman to the team I’m sure she will do a great job.

Looking forward to another good year!

Laurie Victory, CPPB
Secretary
Tammy G. Spearman, CPPO, CPPB, FCCM
Incoming Secretary 2016/17

First let me say it is such an honor to be elected as your secretary. I am humbled that you would place your faith and trust in me. This is a responsibility that I do not take lightly, and I will endeavor to serve you with the utmost transparency and boldness. But most of all, thank you for using your voice, your vote, to express your confidence in me. Thank you for the opportunity to serve you.

I am elated that all the delegates of the 49th Annual FAPPO Conference had a wonderful and enriching experience at this year’s conference. It was a great learning and networking opportunity. I would like to thank Office Depot for their generous sponsorship. I would also like to thank my team of volunteers, Dorothy Gordon, David Santiago, and Teresa Smith. You guys came through for me and I appreciate your service. I am eager to see what the 50th Annual FAPPO Conference will entail. Let’s Get to Work!

Tammy Spearman

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**BENEFITING**

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<tr>
<td>Give Kids the World (Collected + 50/50)</td>
<td>$569.58</td>
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<td>Silent Auction (Norma Showley Program)</td>
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<td>50/50 Raffle (Norma Showley Program)</td>
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2016 Best Practice Award in Public Procurement Winners

City of Punta Gorda: Elimination of the City's Local Vendor Preference Policy, Approved by City Council 4/15/2016

Seminole County, Maximizing Savings Through Innovative Procurement Methods

Tampa International Airport, Automated Inventory Solution

Above and Beyond .................................................................................. Zulay Millan
Volunteer of the Year ............................................................................. Anthony McGee
Educator of the Year .............................................................................. Bobbye Marsala
George H. Wolfe Distinguished Service Award....... Carrie Woodell
2016 AWARD FOR EXCELLENCE IN PUBLIC

CITY OF BOCA RATON
PURCHASING DIVISION

THE SCHOOL BOARD OF BREVARD COUNTY, FLORIDA OFFICE OF PURCHASING & WAREHOUSE SERVICES

BROWARD COUNTY
BOARD OF COUNTY COMMISSIONERS
PURCHASING DIVISION

CITY OF LAKELAND
PURCHASING & STORES DIVISION

MANATEE COUNTY
PURCHASING DIVISION

SCHOOL BOARD OF ORANGE COUNTY
PROCUREMENT SERVICES

CITY OF ORLANDO
PROCUREMENT & CONTRACTS DIVISION

CITY OF PORT ST. LUCIE
OFFICE OF MANAGEMENT & BUDGET

SEMINOLE COUNTY GOVERNMENT
PURCHASING & CONTRACTS DIVISION

SOUTH FLORIDA REGIONAL TRANSPORTATION AUTHORITY
PROCUREMENT DEPARTMENT

ST. JOHNS RIVER WATER MANAGEMENT DISTRICT PURCHASING DIVISION

TAMPA INTERNATIONAL AIRPORT
PROCUREMENT DEPARTMENT

TAMPA INTERNATIONAL AIRPORT
PROCUREMENT DEPARTMENT

SCHOOL DISTRICT OF VOLUSIA COUNTY
PURCHASING & WAREHOUSE SERVICES DEPARTMENT

CONGRATULATIONS
The 49th Annual FAPPO Conference and Trade Show Photo Album
MEMBERSHIP

2016/2017 Membership Structure

The new membership structure, which begins on July 1, 2016, will be an Agency Group based structure.

<table>
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<tr>
<th>Tier</th>
<th># of Members</th>
<th>Annual Fee</th>
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<tr>
<td>1</td>
<td>1—2</td>
<td>$ 120.00</td>
</tr>
<tr>
<td>2</td>
<td>3—6</td>
<td>$ 275.00</td>
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<tr>
<td>3</td>
<td>7—10</td>
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<tr>
<td>4</td>
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<td>$ 750.00</td>
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<tr>
<td>5</td>
<td>21—25</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>6</td>
<td>26 +</td>
<td>$2,000.00</td>
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Who qualifies for FAPPO membership?

All employees of a FLORIDA governmental agency

Retired procurement professional who previously belonged to a public procurement association

Individual Membership:

Individuals are eligible to be considered for voting membership if they are: employed in a public purchasing organization whose agency (1) cannot fund membership in professional organizations, or (2) will not fund membership in professional organizations, or (3) does not include the individual in its membership. The individual membership rate is $120.00.

Renewing your membership

Log into www.fappo.org
Click on the “Member Only” link at the top of the screen
Click on “NEW Renew Membership for Your Entire Agency” for payment with a credit card
Select the MEMBERS in your agency to renew

NOTE: If there are members listed that are no longer with your Agency leave them unchecked. You may STILL continue with the renewal process
You may notify Marian Pace and advise which previous members to remove or these members will be removed during the annual maintenance of the database

Need to ADD new staff? Click on the link and enter the information for new members

Do you have additional room in your agency tier? Remember any governmental employee in your agency is eligible for membership. Ask your MBE, contracts, project management, finance and delegated buyer staff if they are interested in being a member!

If you will be paying by check you will need to select “To pay by check, download the renewal form here”, complete the fill in form and follow the directions to process payment.

Miss renewing a staff member or need to add staff to your agency membership?

Select “To pay by check, download the renewal form here”
Add the member to renew/add
Follow the directions to process payment (credit card or check) and send to FAPPO’s Executive Director.

Need to transfer a current membership to a different employee?

Navigate to the “Membership Information” tab and select “Membership Transfer Form”

Have a member of your agency who recently retired? Please send an email to Marian Pace with the retiree name and contact information (telephone and email if possible).

REMINDERS....

Please take a moment to review your Member Information on-line and make necessary updates and remind your fellow members to do the same
FAPPO benefits are forfeited if a member does not pay their dues by September 1 for the current year.
Benefits include FAPPO Bucks, Member Participation Credits and Scholarships.
UPDATE ON FLORIDA 2016 LEGISLATIVE SESSION
FAPPO - LEGISLATIVE COMMITTEE
March 19, 2016

The 2016 Florida Legislative Regular Session closed on March 11, 2016. Several procurement related House and Senate Bills that affect local government procurement were passed and have either been entered into law, or pending sign-off. New legislative requirements related to Public Records, Public Meetings, On-line procurement for district school boards and Florida College Systems, Scrutinized Companies, Trade Secrets, Public Corruption, and Public-Private Partnerships (P-3’s) were approved.

I would like to express a special “thank you” to the FAPPO Legislative Committee members who took time to monitored all of the proposed items throughout the 2016-Session. To see a copy of the team’s final summary please visit the FAPPO website Legislative Update page at: [http://www.fappo.org/LegislativeUpdate/List](http://www.fappo.org/LegislativeUpdate/List)

In addition to the 2016-Legislative Session Update, our team has received requests to provide information regarding the federal regulation contained in 2 C.F.R. Part 200 (Subparts A-F); aka “Super Circular” or “Omni Circular”. A synopsis has also been posted to the FAPPO Legislative Update webpage. If you would like to hear more about this federal regulation, please visit the National NIGP website as they have a webinar scheduled for Wednesday, May 18, 2016. Please visit their website for more information.

Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA
Legislative Committee Chair
FAPPO Legislative Committee

2016 Synopsis on the Federal “Super Circular” or “Omni Circular”

- Titled “The Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards” aka the “Super Circular”

- Consolidates and streamlines eight previous federal regulations into comprehensive guidance codified at 2 C.F.R. Part 200 (Subparts A-F)

- Agency must document whether it is in compliance with the old or new standard, and must meet the documented standard by one full fiscal year that begins on or after 12/26/14 (December 31st year end would be 12/31/15; June 30th year end would be 6/30/16; September 30th year end would be 9/30/16).

- Procurement Involving Federal Funds: When procuring property or services under a federal award, the City must use its own documented procurement procedures which reflect applicable State, local, and tribal laws and regulations, provided that the procurements conform to applicable Federal law and standards found in C.F.R. 200.318 general procurement standards through C.F.R. 200.326 Contract provisions.

- Procurement Standards: Federal related purchases must follow the same procedures and policies for all purchases except when they are in conflict with federal procurement standards. In those instances, purchases made involving Federal Funding including FEMA disaster relief will comply with the most restrictive of the two standards.

I. Federal standards are broken down into the following categories:

   a. General procurement standards (2 C.F.R. § 200.318)
   b. Competition (2 C.F.R. § 200.319)
   c. Methods of procurement (2 C.F.R. § 200.320)
   d. Contracting with small and minority businesses, women’s business enterprises, and labor surplus area firms (2 C.F.R. § 200.321)
   e. Procurement of recovered materials (2 C.F.R. § 200.322)
   g. Awarding agency and pass-through entity review (2 C.F.R. § 200.324)
   h. Bonding requirements (2 C.F.R. § 200.325)
   i. Contract provisions (2 C.F.R. § 200.326 and Appendix II)
II. Federal standards require the entity to:

a. Maintain oversight of contractors to ensure that contractors perform in accordance with the terms, conditions, and specific contract administration system ensuring that contractors perform as required

b. Maintain a written code of standards of conduct covering conflicts of interest and governing the performance of employees engaged in the selection, award, and administration of contracts, and avoid conflicts of interest

c. Maintain procedures that provide for a review to avoid purchase of unnecessary or duplicative items; make lease versus purchase determinations

d. Award only to responsible contractors

e. Maintain sufficient records to detail the significant history of a procurement

f. Be responsible for the settlement of all contractual and administrative issues

• **Time and Material Contracting**: The use of Time and Material contracting is permitted; however, they may use only after a determination that no other contract is suitable, and the contract includes a ceiling price that the contractor exceeds at its own risk. Generally limits the use of these contracts to the first 70 hours of work performed after a disaster when a clear scope of work cannot be developed.

• **Open Competition**: All responsible sources shall be permitted to compete for purchases involving Federal funding.

I. Contractors that develop or draft specifications, requirements, statements of work, or invitations for bids or proposals must be excluded from participating for such procurements.

II. Federal procurement does not allow for:

a. Unreasonable qualification requirements

b. Requiring unnecessary experience and bonding

c. Noncompetitive pricing practices between firms

d. Noncompetitive awards to consultants on retainer

e. Organizational conflicts of interest

f. Specifying a “brand name” product only instead of allowing an “equal” product

g. Any arbitrary action in the procurement process
• **Procurement Thresholds:**
  I. Purchases of $3,000 or less are considered to be micro-purchases and do not require competitive pricing. It should be noted that this limit is less than the purchasing threshold used for non-federal purchasing.
  II. Purchases for $3,000 to $149,999 requires quotations but no cost or price analysis.
  III. Sealed bid for $150,000+ required for construction projects, when price is a major factor.
  IV. Competitive proposals $150,000+ requires an RFP with evaluation methods
  V. Purchases above entity threshold which are stricter than federal guidelines must follow a sealed bid process, competitive proposal process or noncompetitive proposal process.
  VI. Sole Source / Non-competitive proposals may be used ONLY if the one of the following applies:
     a. Only available from a single source
     b. Emergency purchase
     c. Federal awarding agency of pass through entity expressly authorizes it
     d. After solicitation, competition is deemed inadequate

**Contracting:** The Federal procurement standards include public policy objectives related to the use of small businesses, minority firms, women's business enterprises, and labor surplus area firms. With respect to these firms, the entity must:
  a. Place qualified firms on the solicitation lists
  b. Assure these firms are solicited whenever they are potential sources
  c. Divide total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation
  d. Establish delivery schedules, where the requirement permits, that
  e. Encourage participation by these firms
  f. Use the services and assistance of the Small Business Administration, and the Minority Business Development Agency of the Department of Commerce
  g. Require prime Contractors to take these same steps
## Approved—Procurement Related Bills

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<tr>
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<tr>
<td><strong>OGSR/Competitive Solicitation or Negotiation Strategies</strong></td>
<td>Amending provisions which provide an exemption from public records requirements for bids, proposals, or replies submitted to an agency in response to a competitive solicitation; amending provisions which provide an exemption from public meetings requirements for portions of meetings in which a vendor participates in a negotiation, makes an oral presentation, or answers questions as part of a competitive solicitation or in which negotiation strategies are discussed, and which provides an exemption from public records requirements for the recording of, and any records presented at, exempt portions of such meetings; removing the scheduled repeal of the exemptions, etc.</td>
<td>03/10/16 Chapter No. 2016-49, Effective Date 10-1-2016</td>
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<td><strong>Public Records</strong></td>
<td>Requires public agency contract for services to include statement providing contact information of public agency's custodian of public records; prescribes form of statement; revises required provisions in public agency contract for services regarding contractor's compliance with public records laws; requires public records request relating to records for public agency's contract for services to be made directly to public agency; requires contractor to provide requested records to public agency or allow inspection or copying of requested records; specifies circumstances under which court must assess &amp; award reasonable costs of enforcement against contractor; specifies sufficient notice; provides that contractor who takes certain actions is not liable for reasonable costs of enforcement.</td>
<td>Effective March 8, 2016</td>
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<td><strong>Trade Secrets</strong></td>
<td>Including financial information in provisions prohibiting the theft, embezzlement, or unlawful copying of trade secrets; providing criminal penalties, etc.</td>
<td>Effective 10/1/2016</td>
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<td><strong>Public Records and Meetings/Trade Secrets</strong></td>
<td>Expanding public records exemptions for certain data processing software obtained by an agency, certain information held by a county tourism promotion agency, information related to trade secrets held by specified entities, and specified data, programs, or supporting documentation held by an agency; providing for future legislative review and repeal of the exemptions; providing a statement of public necessity, etc.</td>
<td>Effective 10/1/2016</td>
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<td><strong>Public Records/Security System Plans</strong></td>
<td>Revising exceptions to a public records exemption; providing exceptions to a public records exemption, etc.</td>
<td>03/18/16 Signed by Officers and presented to Governor</td>
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<td><strong>Public Records/Utility Security Information</strong></td>
<td>Defines term &quot;utility&quot;; provides exemption from public records requirements for information related to security of information technology systems or industrial control technology systems of utility owned or operated by local government; provides for future legislative review &amp; repeal of exemption; provides statement of public necessity.</td>
<td>3/9/2016 - Signed by Officers and presented to Governor - HJ 980</td>
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<td><strong>Online Procurement</strong></td>
<td>Revising the powers and duties of the district school board to authorize the adoption of rules regarding procurement practices; authorizing a district school board to use online procurement for certain services and purchases; authorizing each district school board, Florida College System board of trustees, and university board of trustees to make purchases through an online procurement system, etc.</td>
<td>Effective 7/1/2016</td>
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### Scrutinized Companies

Requiring the State Board of Administration to identify all companies that are boycotting Israel or are engaged in a boycott of Israel in which the public fund owns direct or indirect holdings by a specified date; requiring the public fund to create and maintain the Scrutinized Companies that Boycott Israel List that names all such companies; prohibiting a state agency or local governmental entity from contracting for goods and services that exceed a specified amount if the company has been placed on the Scrutinized Companies that Boycott Israel List, etc.

03/10/16 Chapter No. 2016-36

### Public Corruption

Revising the definition of the term "bribery"; revising requirements for prosecution; revising the prohibition against unlawful compensation or reward for official behavior to conform to changes made by the act; revising the prohibition against official misconduct to conform to changes made by the act; revising applicability of the offense to include public contractors; revising the prohibition against bid tampering to conform to changes made by the act, etc.

3/11/16 - Signed by Officers and presented to Governor, Effective Date 10/1/2016

### Public Records and Public Meetings/Public-private Partnerships

Transferring, renumbering, and amending provisions relating to public-private partnerships for public facilities and infrastructure; providing an exemption from public records requirements for a specified period for unsolicited proposals received by a responsible public entity; providing an exemption from public records requirements for a specified period for the recording of, and any records generated during, a closed meeting; providing for future legislative review and repeal of the exemptions; providing a statement of public necessity, etc.

Effective: On the same date as SB 124 3/8/2016 Senate - Ordered enrolled -SJ 836

### Public-private Partnerships

Deleting provisions creating the Public-Private Partnership Guidelines Task Force; requiring a private entity that submits an unsolicited proposal to pay an initial application fee and additional amounts if the fee does not cover certain costs; deleting provisions relating to notice to affected local jurisdictions; authorizing a negotiated portion of revenues from fee-generating uses to be returned to the responsible public entity, etc.

Effective 7/1/2016 3/8/2016 Senate - Ordered enrolled -SJ 836
Case Closed: FTC Blocks Staples and OD Merger
Barbara Grilli CPPO, CPPB, C.P.M., FCCM
Purchasing Manager – City of St. Petersburg

Well, most of you probably predicted this outcome, but last month the FTC halted Staples’ much heralded acquisition of Office Depot. Those of you whose piggyback agreement with Staples was expiring last summer were most likely assured not to assess other options as the sale would be imminent, with Staples as the last supplier standing.

On May 10, the retailers announced the abandonment of their merger plans. This occurred after a federal judge granted a preliminary injunction at the FTC’s request. In the month of April, several large businesses filed notices of appearance with the court, including Canon U.S.A., The Walt Disney Company, MGM International and Rent-A-Center. As proceedings heated up, on April 21 a joint motion for a 21-day stay of proceedings was granted. The intent of the stay in April was that a more organized and compelling argument could be presented by the retailers. This subsequently proved to be too tall of an order.

According to the FTC, their issue with the merger was the reduction (read monopoly) of office supply market competition for big business, as opposed to consumers. Staples and Office Depot have shrunk in recent years and have both taken hits due to online consumer shopping and the declining printer cartridge market, which have both spurred the decision to merge. (Many young consumers don’t even own printers). It is clear that consumers have many options for office supply sources. However, the FTC stated that the merger would eliminate competition for large businesses and lead to higher prices, lower quality, and would violate anti-trust law.

Some argue that the feds are taking too much interest in the cost of pens and paper for big business, however they may be missing one simple fact: large public and private agencies are not buying pens and paper. They are buying a robust e-commerce solution backed by fast-delivered inventory, which allows them to focus on their core function. The refinement of these shopping solutions over the years, including redirects to company standard or green items, blocked sku’s, favorites lists, saved shopping lists and more is something that is unique to Staples and Office Depot. As my old marketing professor stated, “they are not buying the drill, they are buying the hole.” MGM and Walt Disney are in the entertainment business, as public agencies are in the governing business. Valuable time spent cherry-picking office supplies online from sites designed for low volume purchases presents a significant opportunity cost.

As a result of this decision, as well as the increase of consumer online shopping, we may see these two “category killer” office supply retailers further reduce storefronts, focus more on their contract and commercial divisions and emphasize a b2b wholesaler strategy just to survive. If you think this sounds a bit like Amazon, your crystal ball is crystal clear. Presumably Amazon is busy sharpening its b2b e-commerce solutions and, by all indications, has the potential to emerge as a third player in office supplies and be a multi-category killer!

You may recall that this was the second time the FTC has blocked the merger of Staples and Office Depot (the first was in 1997). Therefore, if Amazon, or some other category killer with a robust b2b e-commerce solution, emerges as a third viable office supply player, the third try may be the charm should Staples and Office Depot decide to attempt another merger. After all, the FTC has once again made their position on solo acts pretty clear.
New Webinar Series:

The 3 C'S of Cooperative Purchasing: Critical Analysis, Contract Comparison, & Creating a Successful Cooperative Strategy

Whether you are new to public procurement, or a seasoned veteran with years of experience, most can admit that the public procurement world has become an adventure. When I ask the question at national procurement conferences, "What’s the best part of the job for you?", the same theme resonates across all audiences. The answers range from "There's always something new to learn" to "there is never a dull day!" Even during my own years of government experience, Purchasing was my most exciting role.

However, let’s face it. As interesting and varied as our jobs can be, we each buy a lot of the same stuff. As a former Purchasing Agent, what I purchased for my former City of San Diego - pens and paper, fleet vehicles and playground equipment - is the same stuff that many other cities, counties, school districts and universities also purchase. And once we put a contract in place, that contract may stay in place for up to five years. Before the expiration date, then we go out to bid again...repeating the same process over and over again for all the commodities and services every month of every year that our organization needs.

And then the recession hit, and the idea of "piggybacking" on other established agency or cooperative contracts became more attractive as procurement teams were reduced. Driving savings by leveraging our spend with that of other organizations, and working smarter or "doing more with less" became the rule of the day. So cooperative contracting, while not a new idea, became a very popular concept over the past few years.

And while many of us have used cooperatives, it's time to ask yourself, "does our team really have a cooperative strategy?"

Join the National Coalition for Public Procurement (NCPP) sponsored 3-part webinar series to help answer that question. As moderator, I will be asking real questions of "in the know" procurement professionals who deal with the same issues and problems that you deal with. The goal is to assist you in creating your own strategy, with new ideas to bring your procurement operation to the next level.
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Tammy Rimes, MPA, Former Purchasing Agent for City of San Diego & Procurement Consultant

Guest Panelists:
Wayne Casper, former Director for City of Tucson & State of AZ
Marcheta Gillespie, Director of Procurement, City of Tucson, AZ
Matt Morgan, Asst. Superintendent of Support Svcs, Cypress-Fairbanks ISD, TX
Darren Muci, Division Director of Operations for Wichita, Kansas Public Schools - USD 259
Diane Palmer-Boeck, Director of Procurement and Project Management for City of Plano, TX
Sergio Paneque, former CPO for City of New York and States of New York and Michigan
Jack Pellegrino, Purchasing Director for County of San Diego
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- Kahlil Gibran

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