



Inter-Institutional Committee on Purchasing

... Working Together For A Better Future

ICOP

3rd Quarter 2007



The Future of ICOP

Just as Purchasing has evolved over the years, so too must ICOP. Now more than ever, the value of formalizing the procurement process coupled with effective management is tantamount to our function as managers. The days of bidding pencils have given way to a high-tech analysis of spend, expected trends, supply chains,

informed negotiations, sustainability and continuous reassessment. ICOP must act as the exploratory arm for these and other emerging technologies.

The consortium/sourcing concept is not new to universities. Our libraries have entered into formal partnerships for years as a way of fostering access to resources for all institutions, big and small alike. In procurement this same concept translates into being able to find the best products at the lowest price, not to mention the ensuing strategic partnership with suppliers, consolidation of contracts and improved compliance.

It was interesting to see that all of the Best Practices recently cited by CAFA are related to Purchasing, either directly or indirectly. We should interpret this

as a sign that we are on the right track, but we should be mindful that we have only scratched the surface at this point. Through our involvement with E&I, U.S. Communities and other not-for-profit group purchasing organizations, we must strive to maximize the benefits these groups can offer. Even when it is not broken, we must fix...and refine...and improve!

As Purchasing Professionals we must discern which technologies are best suited to each institution. Legislative and regulatory framework, individual regulations and even a university's "culture" will all play a role in this decision. The use of consortium contracts is just one way to maximize savings and effectively manage the procurement resources. By acting strategically, we are enabling our institutions to funnel more funds to our educational mission.

In the next few newsletters, I would like to feature some of these emerging technologies. I will share some programs which were implemented at my university in an effort to reduce cost, enhance revenue or improve efficiencies. I would also encourage you to use this newsletter as a forum for sharing your experiences as well. Until then, Happy Pencil Bidding!

Ed Schiff
Director of Purchasing
Florida Atlantic University



More Bang For Your Buck

	Commodity	E & I Contract	Developed By
Fisher Scientific	Scientific Equipment		FSU & UF
Glidden	Paint & Supplies	CNR1129	UWF
Global	Furniture	CNR01097	UWF
Grainger	MRO Products	CNR01115	UWF
Hewlett Packard	Computers	CNR01142	UWF
SKU Communications	Conferencing Systems	CNR01052	UWF
Specialty Underwriters	Equipment Maint.	CNR01069	UWF
Technology Integrations	Computers	CNR01143	UWF
VWR	Scientific Equipment		FSU & UF
VWR	Scientific Equipment	CNR01163	UWF
2-13-G	Book Binding		USF
2-14-G	Library Materials		USF

University of Central Florida



FACTORY

Supplier Diversity Day held May 18, 2007 was a great success! The event was planned to increase the University's pool of construction contractors in an era when contractors are frequently discouraged by the challenges of construction and the bid process. There were over 20 small, minority and woman owned businesses that showed interest in doing business with UCF. Training was provided by Turner Construction, a billion dollar national construction company known for its development, training and use of minority businesses.