



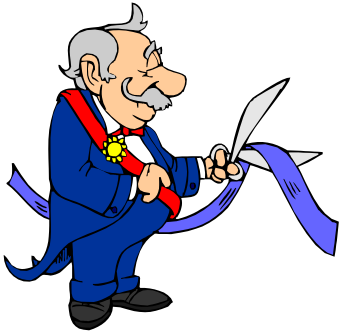
# Inter-Institutional Committee on Purchasing

... Working Together For A Better Future

ICOP

January 2007

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## Inaugural Issue

This is the first edition of the ICOP quarterly newsletter. The intention is to enhance networking opportunities and the sharing of information among all members.

During the coming months you will receive information on contracts that can be shared, be on top of the latest trends and source the best products and services.

In order for this newsletter to remain relevant and useful, we must depend on your questions, comments, input and constructive criticism to provide a document that is worth your time and reading. We are very excited about the ICOP newsletter and hope you are as well.

### Contact information:

Send information/questions to Judy Jasmyn at [jjasmyn@uwf.edu](mailto:jjasmyn@uwf.edu) for inclusion in the newsletter.

## Strategic Sourcing

Strategic Sourcing is a systematic procurement process that continuously improves and re-evaluates the purchasing activities of a company. It is one component of supply chain management.



While most organizations implement strategic sourcing to save money, other reasons for its use include improving supplier performance and minimizing risk.

Strategic Sourcing is made up of seven steps:

1. Assessment of a company's current spend
2. Assessment of the supply market
3. Development of a sourcing strategy
4. Identification of suitable suppliers
5. Negotiation with suppliers
6. Implementation of new supply structure
7. Track results and restart assessment

Systematic strategic sourcing was initiated by General Motors in the 1980s and soon became a common strategic business tool. Many companies worldwide reviewed their purchasing activities and initiated strategic sourcing programs in response to the rise of China as a global manufacturing hub after its accession to the World Trade Organization in 2001.



**Opportunity is missed by most people because it is dressed in overalls and looks like work.**

*Thomas A. Edison*

## Vendor Fair

The University of West Florida is hosting its 4th Annual Vendor Fair. We all know that vendors provide products, but even more importantly, they can help find solutions to challenges. This Vendor Fair is an opportunity to develop partnerships with vendors for mutual success.



**Thursday, February 22, 2007  
10 AM to 2 PM  
Conference Center**

## Contract Sharing

Would it be helpful to you to be able to quickly find a contract with piggy-backing capabilities? If you will send [jjasmyn@uwf.edu](mailto:jjasmyn@uwf.edu) the bid number and name of at least two of your best contracts for sharing, the list will be compiled and published in the April issue, and updated periodically.



The ability to piggyback our contracts opens the field for greater efficiency. After all, working smarter is more productive than working harder.

## University of West Florida

1. **Hazardous Waste Disposal - 05/ITB-21/RB**
2. **Disaster Debris Removal Services**-contract with Asplundh Environmental Services
3. **Electric-powered Tram-06RFQ-49438RH**

## Florida State University

1. **Information Technology (IT) computer hardware and Peripherals - ITNK5067-4**-negotiations are in progress.

## University of Florida

1. **Lab Supplies - ITN07TO-135** (the current UF Lab Supply bid expires 2/07)-working jointly with FSU

### Pending ITNs

- **Courier Services - ITN07HK-120**-negotiations in progress.
- **Office Supplies -ITN070BM-124**-negotiations in progress.
- **Car Sharing Services-ITN07TO-118TC**-negotiations in progress.
- **Automated Meter Reader (electric) ITN06MB-16** - pricing is being negotiated.
- **High B/T Magnet System-ITN05TO-243**. Negotiations are almost complete. Professors on the project are working with FSU's National High Magnetic Field Laboratory.