

Inter-Institutional Committee on Purchasing

... Working Together For A Better Future

ICOP

1st Quarter 2008

Surviving Budget Cuts How Two Universities Found a Way

By Tamara Hall, UCF and
Faylene Welcome, UF

The 35th Anniversary of the National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Fair was held in Miami, Florida October 28 - 31, 2007. The NMSDC annual conference boasts of being the largest gathering of minority businesses and rotates the locations among major cities in the United States. Two state universities, University of Florida and the University of Central Florida, found a way to attend despite looming budget cuts. **How did we do it?**



Tamara Hall
UCF

Faylene Welcome
UF

The Strategy

The two universities were given permission by the Board of Governors to exhibit as the State University System of Florida's SMWBE Outreach Team. Tamara V. Hall, UCF said about the conference, "Having the event in Florida was incentive enough to attend, especially when you realize this is one of the premier conferences in supplier diversity and the event is usually held in places like New York City or 2008's location, Las Vegas. We knew this was an

opportunity to send a message in Florida that state universities stand behind socioeconomic diversity."

The Benefits

The partnering between UF and UCF worked so well that the universities shared a booth again during Florida's Office of Supplier Diversity Matchmaker November 16, 2007. The main benefit was sharing booth coverage time and cost associated with exhibiting at a large conference.

Initially six universities were interested in the partnering, but cuts in travel

budgets ended those discussions quickly, as did the unknown cost savings. "Now that we know that these partnerships can work, the cost savings add up beyond a monetary amount/figure," says Faylene Welcome of UF. Partnering with another agency during a trade show can also offer the following: shared cost, splitting time managing booth with vendor one on ones, sharing potential vendor listings and sending a message of solidarity. Both UF and UCF welcome partnering with other universities in the future. In the meantime, the vendor list from any of the trade shows mentioned can be requested of either university. Contact: Tamara Hall at tamhall@mail.ucf.edu and Faylene Welcome at fwelcome@ufl.edu.



Edward Acoff Florida State University Supplier Diversity Director

Edward Acoff is the new Supplier Diversity Director at FSU. He is responsible for the development and implementation of the program in partnership with FSU Purchasing Department and Facilities Design and Construction Department.

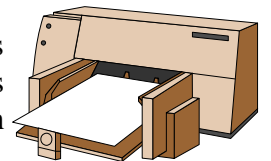


UWF - More Bang For Your Buck

**Piggyback Contract: RFP 06-03
South Florida Community College
Expiration date: 9/30/10**

Do you know the difference between remanufactured and compatible toner cartridges?

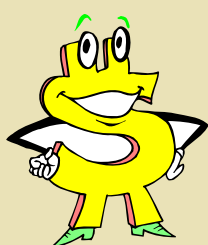
- Remanufactured toner cartridges have 0% new parts, print quality is poor, can cause printer malfunction and can have leakage.
- Compatible toner cartridges have 80% new parts (only the outer shell is recycled), print quality is better or equal to original cartridge, **does not** cause printer malfunction and there is no leakage.



Office Depot sells compatible toner cartridges from Magnetic Imaging Supplies (MIS), a minority owned business:

- There is 100% satisfaction guarantee.
- MIS warrants that under normal use, its cartridges will not cause damage or abnormal wear to any properly maintained, compatible computer. If a MIS compatible cartridge is found to be defective and causes damage to a computer, MIS will pay for the repair or replacement of the damaged printer.

Hooray! Money Saving Contract G E Capital E & I Contract CNR-01117



The University of West Florida contracted with GE Capital utilizing the E & I contract to provide MasterCard purchasing cards for a better rebate package, which translates into increased revenue for the University.

Utilizing the E & I contract at UWF increased the basis points for rebate from 40 to 96.