"Significance of Technology Products In The Current Local Government & Education Space"
Welcome and Introductions

The Host

• Jeff Peskuski / Graybar - Strategic Contract Manager, Public Sector

The Moderator:

• Rob Rhoads / Graybar - Strategic Contract Manager, Public Sector

The Panelist:

• Michael Sherwood – Chief Innovation Officer – City of Las Vegas NV
• Denise Finn – Procurement Manager – City of Fort Myers FL
• Eric Toenjes - National Market Manager – Technology & Wireless - Graybar Corporate
Agenda:

- NIGP Business Council Overview and Mission
- Overview of the Panelists & Panelist Organizations
- Panel Discussion on “Significance of Technology Products in the Current Local Government & Education Space
  - Challenges faced to work or learn remote & safely distance
  - Challenges faced in the return to work or school and staying remote
  - What role do your strategic partners play – Then & Now
  - Existing contracts - Were they adequate – What did we learn
- Questions and Answers
NIGP’s Business Council is comprised of two representatives from each company participating in the Institute’s Enterprise Sponsor Program.

Enterprise Sponsors are leaders in their respective industries and have demonstrated a shared commitment to NIGP’s values: Accountability, Ethics, Impartiality, Professionalism, Service, and Transparency.
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Serve the NIGP membership and procurement profession through the sharing of resources and expertise in support of NIGP’s educational, research and advocacy mission.
WHO IS Graybar?

A leading distributor of Electrical, Lighting, Communications, Data Networking, MRO, Industrial, and Security products

- Started in 1869
- 2019 Annual Revenue: $7.5 billion
- No. 423 on the FORTUNE 500
- Fully integrated SAP/IBM Infrastructure
- ISO 9001:2015 Registered
- 289 North American Locations
- 8,500+ Employees
TYPES OF PRODUCTS

- Electrical
- DataComm & Security
- Lighting & Controls
- Power Distribution
- Industrial Control & Automation
- Conduit, Raceway & Cable Support
- Wire, Cable & Wiring Devices
- Power Protection & Maintenance Supply
Panelist Discussion
Denise Finn, CPPO, C.P.M. CPPB - Procurement Manager
City of Fort Myers FL

Michael Sherwood - Chief Innovation Officer
City of Las Vegas NV

Eric Toenjes – National Market Manager – Technology & Wireless
Graybar Electric Company, Inc.
Question #1

- What challenges did you face adapting to the Safely Distance and Work or Learn Remote? How did you overcome those challenges?

- Purchasing Perspective

- CIO Perspective

- Supply – Vendor Perspective
Question #2

• What challenges are you experiencing currently as we adapt to changes in the way we work or learn: Remote Workforce, Hybrid / Split Schedules, Return To Work, More On-Line Services, Remote Learning?

• Supply – Vendor Perspective
• CIO Perspective
• Purchasing Perspective
Question #3

• What role did your Strategic Vendors play in your actions or planning in the beginning? What role are they playing now?
  • CIO Perspective
  • Purchasing Perspective
  • Supply – Vendor Perspective
Question #4

• Were your existing contracts or cooperative agreements adequate to meet your requirements? What did you learn?

• Purchasing Perspective

• CIO Perspective

• Supply – Vendor Perspective
Open Discussion

Questions & Answers
Thank you for attending