



CORPORATE VENDOR SOURCING AND PROCUREMENT CHALLENGE OR THE SMART SHOPPER CHALLENGE

For this event we will create a custom background story for your company. The custom story will follow the same basic scenario explained below.

Your company will be building a new facility on the Yavapai Indian Reservation. Since the plot of land to be developed is on the Indian Reservation and in a remote location, Temporary Housing Units (T.H.U.) must be erected before any construction on your new facility can begin. Each team has to procure all of the T.H.U. documents and equipment and then build their units at or under budget.

The group will be broken up into seven to ten person teams (this number can change based on the amount of participants). Each team will be responsible for purchasing, procuring material, forming mutually beneficial vendor relationships, and most importantly: constructing the highest quality T.H.U. at the lowest cost. Each team member will be taught a different skill/procurement procedure that is crucial to the successful execution of the T.H.U. project (see list of skill stations). Team members must work together and share their newly acquired knowledge in order to complete the T.H.U.

The maximum budget set forth for each T.H.U is \$100,000 per housing unit. Since the new facility is on Yavapai tribal land, the tribe has insisted that the T.H.U's must reflect Native American architecture and style. A critical issue is that construction on the new facility cannot begin until all T.H.U's have been completed and approved by your company. This project is extremely time dependant.



Arizona Outback Adventures & The Adventure Team™
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SKILL STATIONS

- **Project Manager:** The project manager will be provided with the overview of the event. In collaboration with his/her team members, her/she will assess the team's business objectives and develop an overall strategy. He/she will be responsible for the entire project and its final presentation to the judges' panel.
- **Safety and Environmental Officer:** This person's top priority is to make sure the entire team remains safe throughout the event. There will be no exceptions here. All safety violations reported by the safety officer will result in a \$2,500.00 fine. All safety violations not recorded by the safety officer will result in the dismissal of that offender.
- **Equipment/Supplies Specialist:** Understanding the supply and demand forces in the market place are critical to the success of the entire operation. Options in the middle of the Sonoran Desert and specifically in the Yavapai Indian Reservation are limited. Choosing the right equipment or supplier may prove to be an important aspect of the project.
- **Course Navigator:** Your team has been flown in a complete unknown territory. To retrieve the equipment and supplies necessary for the construction of your project, this person will lead your team through the desert, to the different suppliers' warehouses. Their expertise in map reading and compass directional navigation is essential to keeping your team on track with the time allotted to complete this project.
- **Director of Finance:** They are responsible to ensure that the cost of the entire project comes at or under the budget designated and agreed upon by your company. They will also enforce company specific operating procedure.
- **Lead Negotiator:** As their title indicates, their responsibility is to negotiate all contracts and purchases with suppliers and land owners in order to get the fairest and most equitable agreements that drive the team's desired objectives. How well this person negotiates may determine how well your team performs.
- **Legal Advisor:** You are in an unknown legal territory. No one in your team has ever worked on the Yavapai Indian Reservation. This person will be briefed on how to comply with the legal requirements while on Indian land.



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All procurement teams will be evaluated on the following criteria:

Cost:

- This criterion will evaluate your negotiation skills and your ability to complete the project on or under budget. Every dollar below budget becomes a net profit for your team and for your company. Your team's total net profit is calculated as follows: \$100,000 - total cost of the project +/- bonus and/or penalties. Net Profit will be the determining factor in selecting the most successful team.

Quality of the construction:

- Durability, weather proofing, and engineering soundness
- Décor and congruency with the surrounding Native American culture and desert eco-system

Safety and Code of Ethics:

- OSHA will reward your individual team with as much as a \$10,000 bonus if ALL safety precautions have been use and safety procedures have been followed without fail.
- For a safety or ethics violation that is reported by your Safety Officer, your team will be penalized \$2,500 for each violation.

Time:

- This is a time sensitive project. For every 5-minutes prior to deadline that your team completes construction, your team will receive a \$5,000.00 bonus.



Vendor Lists

- **All in One Tepee Construction, Inc:** The teams may negotiate the purchase of a complete tepee kit, including building materials and engineering plans and design. This might be the quickest way to build this Temporary Housing Unit. It is also the most expensive.
- **Pole Building Materials, LLC:** John Pole is a small operator in the area. He, however, has at his disposal the best material available and readily available. Searching for other suppliers may take precious time, with no guarantee of product quality. John sells tepee frames and other supplies necessary to build your T.H.U.
- **Arizona Tents & Tepees, Ltd:** Your team can buy your tepee canvas here. Arizona Tents and Tepees also has transportation for rent.
- **Deep Desert Deliveries:** They are a delivery service your team can hire in order to save precious time during the event and have your equipment delivered to the construction zone.
- **Black Feather Architecture, LLC:** This firm is not the cheapest architect firm on the market but they get you the best and most accurate plans for the type of structure you are required to build.
- **Home Décor:** This vendor has kits your team can purchase in order to satisfy the requirements put on your team by the Yavapai Tribal Council.
- **Yavapai Tribal Council:** Although your company has already negotiated the land lease for its new facility, you have noticed that there isn't any mention of an approved site for Temporary Housing Units. You must therefore negotiate and sign an additional land lease before you can begin construction.
- **Safety Construction & Supplies, Ltd:** On all construction sites, OSHA requires all workers to operate a safe and hazard-free environment. Safety supplies may be purchased here: hard hats, fire extinguishers, safety kits, signage, etc.

