

2016 FORUM SCHEDULE AT-A-GLANCE

	Suite #1 ABC	Suite #1 D	Suite #2 AB	Suite #3 ABCDE	Suite #4ABC	Suite #5AB	Suite #5 CD
Sunday, November 13							
Registration 2:30-5:00 PM	<i>Virginia Beach Convention Center Forum Cafe</i>						
Monday, November 14							
Registration 7am-3PM	<i>Virginia Beach Convention Center</i>						
Opening Session 8:00 – 9:30 AM	<i>Keynote Speaker: Mike Rayburn</i>						
Concurrent Workshops 9:45– 11:00 AM	<i>M01-DPS Town Hall</i>	<i>M02-Low Bid Really?</i>	<i>M03-Small Purchase Jeopardy</i>	<i>M04-Planning for the Future</i>	<i>M05-Advanced Sourcing & CM</i>	<i>M06-Let Go my Lego</i>	<i>M07-Termination of Contracts</i>
Concurrent Workshops 11:15 – 12:30 PM	<i>M08-eVA Update</i>	<i>M09-Informal RFP s</i>	<i>M10-Contract Admin Toolkit</i>	<i>M04-Planning for the Future</i>	<i>M11-Supplier Relationships</i>	<i>M12-eVA Business</i>	<i>M07-Termination of Contracts</i>
12:30 – 2:00 PM	<i>Lunch & Xcelerator Awards</i>						
Concurrent Workshops 2:15 – 3:30 PM	<i>M13-Common Vendor Questions</i>	<i>M14-VITA's Sourcing Process</i>	<i>M15-Small Purchase Challenges</i>	<i>M16-Top Notch Negotiations Strategies</i>	<i>M17- From Concept to Contract</i>	<i>M18-Consensus VS Average Scoring</i>	<i>M19-APSPM Poker</i>
Concurrent Workshops 3:45 – 5:00 PM	<i>M20-Evolving eMail</i>	<i>M21-What is Trending VITA</i>	<i>M22-What can VDC do for you?</i>	<i>M16-Top Notch Negotiations</i>	<i>M23- \$0 - \$5,000</i>	<i>M24-Governing Institute - DP</i>	<i>M25-Organize the Way You Think</i>
Tuesday, November 15							
Registration 6:00-3:00 PM							
Concurrent Workshops 8:00 – 9:15 AM	<i>T01-eVA Update</i>	<i>T02-Informal RFP s</i>	<i>T03-Organize the Way You Think</i>	<i>T04-Mandatory Council</i>	<i>T05- Transforming Procurement</i>	<i>T06-You've Bought it – Now What Do you Do?</i>	<i>T07-APSPM Poker</i>
Concurrent Workshops 9:30 – 10:45 AM	<i>T08-Common Vendor Questions</i>	<i>T09- Can't Get No Respect; Try an Approach that Works</i>	<i>T10-Building your Pcard Foundation</i>	<i>T11-Getting your SWaM (numbers) On!</i>	<i>T05- Transforming Procurement</i>	<i>T12-Fleet Update 2016</i>	<i>T13-Bullies, Jerks & Other Annoyances</i>
Concurrent Workshops 11:00 – 12:15 PM	<i>T14-Evolving eMail</i>	<i>T15-Surplus</i>	<i>T16-5 Ways to Shape your Pcard</i>	<i>T17-Town Hall with Secretaries</i>	<i>T18-Strategic Sourcing</i>	<i>T19-Frazzled by Grants</i>	<i>T13-Bullies, Jerks & Other Annoyances</i>
11:00 – 12:15 PM	<i>Vendor's Lunch - Hall B</i>						
12:15 – 1:30 PM	<i>Buyer's Lunch – Ballroom</i>						
12:15 – 1:30 PM	<i>VCM Lunch – Meeting Room 2CD</i>						
12:30 – 3:00 PM	<i>Supplier Connect - Exhibit Hall A</i>						
5:00 – 10:00 PM	<i>Dine Around</i>						
Wednesday, November 16							
Concurrent Workshops 8:00 – 9:15 AM	<i>W01-eVA User Group-You're in Control</i>	<i>W02-Low Bid Really?</i>	<i>W03-Contract Admin Toolkit for Buyers</i>	<i>W04-SRM: New Tools to Assist your Decision...</i>	<i>W05- From Concept to Contract</i>	<i>W06-Consensus VS Average Scoring</i>	<i>W07-APSPM Poker</i>
Concurrent Workshops 9:30– 10:45 AM	<i>W08-Leveraging eVA Reports, Data & Transparency</i>	<i>W09 Value of Trust</i>	<i>W10-Small Purchase Challenges</i>	<i>W11-We all communicate, but is it effective</i>	<i>W12-Advanced Sourcing & CM</i>	<i>W13-eVA Business</i>	<i>W14-Are you Ready to Retire</i>
Concurrent Workshops 11:00 – 12:15 PM	<i>W15-How to Sell eVA to Vendors</i>	<i>W09-Value of Trust</i>	<i>W16-Small Purchase Jeopardy</i>	<i>W11-We all communicate...</i>	<i>W17-\$0 - \$5,000</i>	<i>W18-Let go my Lego</i>	<i>W14-Are you Ready to Retire</i>