



Session Descriptions

Tuesday Sessions

T01 – Skills for 21st the Century Professional

Norma Hall, FNIGP, CPPO, CPPB, C.P.M. – Program Manager, Training and Strategic Planning, Materials Management Office, State of South Carolina

The 21st century has opened up a whole new world of challenges for public procurement professionals - challenges such as a failing global economy resulting in smaller budgets and changing regulations. We've also seen an increased global awareness of sustainability and how our actions or inactions are affecting the world we live in. We've experienced three generations merging in the workplace, all with differing professional needs, wants and desires. With all these demands, what skills are necessary to survive and stay ahead of the curve? This session will reveal skills that leaders in the profession have expressed are necessary to survive and thrive in the 21st century.

T02 – Leadership and the Final Four

Mary Ruth Burton – President, Burton-Fuller Management

This presentation describes the eight leadership behaviors that helped catapult the Virginia Commonwealth University (VCU) Rams to the Final Four in 2011. Mary Ruth Burton helped guide Head Coach Shaka Smart and his Assistant Coaches through their leadership transition at VCU. Hear the story through Mary Ruth's observations along with photos and video. Learn to leverage the leadership behaviors that helped this Cinderella team go from inconsistent performance to the NCAA Final Four.

T03 – P-Card Connection 2011

Melinda Pearson, Director of General Accounting, Department of Accounts

Connect with us on cards as we give you an update on the Commonwealth's Charge Card Program! Learn about new card initiatives, including ePayables, changes in policy, and up-and-coming important items for those involved in the card program.

T04 – Social Networking – The Who, What, When, Where, and Why

Marilyn Gettinger – Owner and President, New Directions Consulting Group

Social Networking is really with us. In just a few years, 500 million users have joined Facebook, 57 million have joined MySpace, and 55 million have joined LinkedIn. People are connecting to make new contacts, pursue new jobs, find old friends and business associates, market products, handle customer complaints, and hire new people. This presentation discusses the importance of this form of networking, defines the new terminology, introduces several networking sites, looks at how to get started, and discusses some of the challenges for the networker as well as the organization. Workshop attendees will be ready to set up and manage their own social network for their work, career, hobbies, and family.

T05 – Web-Based Processing of Construction Project Payments

Bert Jones, RA – Director, Division of Engineering and Buildings, Department of General Services

Shirley McNutt, VCO – Manager, Construction and Facilities Procurement, DGS/DEB

There is a statewide contract for public bodies to use a web-based service, called GC Pay, to process payments for construction projects. All payment applications for a specific project can be processed with this system, whether the request for payment is by the contractor, AE, or support vendor. GC Pay will generate reports in real time that will track all commitments, payments, and overall expenditures to date associated with the project. Come learn about this exciting tool and how it streamlines payment processing.

T06 – eVA Goes Mobile and Redefines On-Line

Angel A. Rodriguez Serrano – VCO, eProcurement Support Manager, DGS/DPS

Got an iPhone, iPad, Android tablet or phone? Come see how eVA takes Procurements on-line in the Mobile World with a cool App for LIVE access to VBO and Quick Quote solicitations! Quick Quote also takes On-Line to a new level by joining the VBO. Now, all eVA solicitations can be found using VBO. Come for an exciting walk-through of this new feature and get a first-hand view of the vendor side of Quick Quote.

T07 – Connecting the Dots in the Disposal Process

Bradley W. Crawford – Director, Surplus Property, Department of General Services

This session will present the new electronics recycling contract and explain how agencies/local governments can access and utilize the contract. We also will discuss the process and requirements for agencies/localities regarding the Internet sale contract.

T08 – Negotiations – A Game of Give and Take or Win/Win?

Norma Hall, FNIGP, CPPPO, CPPB, C.P.M. – Program Manager, Training and Strategic Planning, Materials Management Office, State of South Carolina

Are your negotiations a game of give and take or are they truly win/win, mutually acceptable agreements? This session will discuss the fundamentals and techniques of negotiation. It will focus on allowing the negotiation process to change from what's best for ME to what's best for US. After this session you will be prepared to get better results and end up with an agreement that all parties feel good about.

T09 – 2012 Public Procurement Outlook

Brent Maas – Marketing Director, National Institute of Governmental Purchasing

During this session we will briefly review events of 2011 that have influenced the course of trends experienced by public procurement professionals as the foundation for looking ahead to 2012 and beyond. Specific areas of focus are: federal-state-local budget outlook; demographics and employment; procurement's operating environment; and political stature. You are invited to bring additional topics for discussion and we will explore as many as time permits.

T10 – Construction Contractor Panel

*Richard F. Sliwoski, P.E.- Director, Department of General Services
Contractor Panel*

From the perspective of private contractors, learn what agencies can do to make construction projects more successful for both parties. This session offers a unique opportunity to hear from the contractor side the aspects of construction contracting that contribute to a successful partnership and project outcome.

T11 – eVA Update and User Group

Shane Caudill – Deputy Director, eProcurement Bureau, DGS/DPS

Bob Sievert – Director, eProcurement Bureau, DGS/DPS

This session offers the opportunity to collaborate and connect with the eVA User Group while also learning about the latest eVA updates. The eVA User Group presents an open environment where comments, concerns, and issues with eVA can be addressed. And you know Bob always has a trick or two up his sleeve to make the eVA update an entertaining learning experience!

T12 – Fleet Focus 2012

Michael Bisogno, CAFM – Director, Office of Fleet Management Services, Department of General Services

The session will review the progress, successes and lessons learned in the first year of the State Motor Fuel Program – the combined statewide motor fuel contracts. We also will provide a general update on the Office of Fleet Management CY2012 operations outlook.

T13 – Billing and Collection of eVA Fees – Basics for Vendors

Rebecca Barnett, VCO – eVA Business Manager, DGS/DPS

Bryan Chamberlain, VCA – eVA Billing and Collections Manager, DGS/DPS

Kelly Flexon, CPPO, CPPB, VCO – Deputy eVA Business Manager, DGS/DPS

When it comes to antiques and collectables the saying goes: “the older the better.” When it comes to eVA fees, older definitely is not better! That’s why the eVA business team strives to keep eVA accounts receivable from becoming antiques. In this session, vendors will learn about the eVA fee billing and collections process, how the team works with vendors to collect eVA fees, escalation measures for aging receivables and what happens if vendors are deactivated for nonpayment. Collection of eVA fees is mandated by the Code of Virginia – understanding the requirement and the process may save you a few gray hairs.

T14 – Connect Your WORKS Knowledge

Melinda Pearson, Director of General Accounting, Department of Accounts

Maureen Sudbay – Senior Card Account Manager, Bank of America

Sit back and get ready for a dose of WORKS Charge Card System training in a competitive – but fun – environment. Put on your thinking caps as we delve into areas of WORKS, which some of you may know and some not, but which everyone can benefit from in your day-to-day interactions with the card program.

T15 – Debarment and Enjoinment Procedures for Construction

Bert Jones, RA – Director, Division of Engineering and Buildings, Department of General Services

Steve Owens, Senior Assistant Attorney General and Chief of the Real Estate and Land Use Section, Office of the Attorney General

Have you experienced extreme difficulties with a contractor during a construction project? This session will teach you the various remedies that are available to state agencies.

T16 – A Vendor View of Procurement: Where and How Do I Fit In?

Vicki Beasley, VCA – eVA Vendor Support Manager, DGS/DPS

Dennis Blackwell, CPPS, VCO – Procurement Management Account Executive

Vendors need to know the rules and how to identify opportunities. Buyers need to find the best deals and secure the most competition. Join us to review procurement rules from a vendor perspective and learn how to leverage eVA Public Reports for a view into Virginia procurement. Who’s buying what? How much are they paying? Who are they buying from? All this and more...

T17 – VDC: The Right Procurement Connection

Andrew W. Repak, CPA, CMA, CFM, VCO – Director, Virginia Distribution Center, Department of General Services

This session will give you the opportunity to take a virtual tour of the VDC and meet the staff. They will be prepared to answer your most perplexing questions about leveraged procurement and amaze you with their range of knowledge! So, get connected to the VDC and discover how leveraged procurement and cost efficiencies for freight distribution are great tools for success.

T18 – Keeping Your Balance on the Procurement Tightrope

Paul R. Higgins, VCO – Manager, Services & Statewide Contracts, DGS/DPS

Preferences; Set-Asides; Small Business Considerations; Cooperative Procurements; Lowest Responsive/Responsible Bidders; Best Value; Staffing Shortages; Loss of Procurement Expertise Political Pressures; – What’s a Contracting Officer supposed to do? We’ll examine these thorny issues and suggest strategies to help you keep your balance on the procurement tightrope.

T19 – State of the Profession: What Values, Guiding Principles & Standards of Practice Mean to You

Candice Riddle, M.A. – Standards of Practice Manager, National Institute of Governmental Purchasing

This session will explore the development of the Values, Guiding Principles, and Standards of Practice for the public procurement profession. It is designed to help you understand what the Principles & Practices project means for the profession; how to get involved in the project, and; what steps have to be met in creating a true profession. In addition, important updates and exciting news will be revealed during this session.

T20 – The Threshold Has Changed: Now What Should I Do?

Jan Giffin, CPPO, CPPB, VCO – Procurement Management Account Executive, DGS/DPS

The small purchase threshold has increased to \$100,000. Is Quick Quote the best way to go or should you use an Informal IFB or RFP? Each has its particular uses and benefits. We will help you sort through the options and learn how to match the right tool or method to the job and – perhaps – even make your job a little easier.

T21 – Self Bonding for Construction Projects

W. Michael (Mike) Coppa, RA – Director, Bureau of Capital Outlay Management, Department of General Services

Don LeMond – Director, Division of Risk Management, Department of the Treasury

Recent changes to procurement law have increased the threshold of construction projects that do not require bid, performance, and payment bonds from contractors. This session will explain the Code changes and the Department of the Treasury's new program to provide bonds for agency projects.

T22 – I Heard It through the Grapevine That There is a PIM29...

Dennis Blackwell, CPPB, VCO – Procurement Management Account Executive, DGS/DPS

Frank Denny, CPPO, VCO – Procurement Management Account Executive, DGS/DPS

Pete Stamps, CPPO, VCO – Procurement Management Account Executive, DGS/DPS

Suzanne Swinson, CPPO, VCO – Procurement Management Account Executive, DGS/DPS

I bet you're wondering how we knew; that we need to review all that's new for you...Join Gladys Right and the PIMs as they lead you on a midnight train into a lively discussion of the most recent APSPM updates. We will examine scenarios, interpret regulations and answer questions about PIM29 – all designed to keep you from losing your mind!

T23 – The ABCs of Service Contracting

Maureen Daniels, CPPO, CPPB, VCO – Procurement Management Account Executive, DGS/DPS

Clarence Wilson, CPPO, CPPB, VCO – Procurement Management Account Executive, DGS/DPS

Service contracts have some unique characteristics – what are they? This session will explore the fundamental differences between buying services and goods so you will be better prepared to create solid and manageable service contracts.