

Sunday Sessions

S01 - Leadership Through a Contract Life Cycle

Stephen B. Gordon, Ph.D., FNIGP, CPPO - Director, Public Procurement and Contract Management Certificate Program, Old Dominion University

Norma J. Hall, FNIGP, CPPO, CPPB, C.P.M. - Program Manager, South Carolina Budget and Control Board, Division of Procurement Services; UPPCC Governing Board Chair

Constance L. Merriman, Ph.D. - Assistant Dean, College of Business and Public Administration and Adjunct Assistant Professor of Public Administration, Old Dominion University

Anyone in any position in any place in a public procurement program can be a leader. Leadership in public procurement has no necessary association with location in the food chain, formal title, or role. Using an interactive approach and a real-life case study, the facilitators of this session will strive to inspire you to consider how you can lead in your procurement program.

S02 - Critical Decision Making

Alan H. Culpeper, CPPO, VCO - Procurement Director, Culpeper County, VA

Purchasing Agents are faced with making many decisions every day; being able to make good decisions and think more creatively increases our effectiveness in performing unique purchasing tasks. Good decision making skills and creative thinking are required for such high-risk projects as determining how to cut cost, or whether to purchase new equipment. This workshop examines why Purchasing Agents and leaders may make less than optimal choices, and presents the techniques and behaviors that we can employ to improve our decision making skills.

S03 - Procurement Gone Wild: Tales of Failures...and Redemption from the Trenches of Public Procurement

Barbara R. Johnson, MPA, CPPO, CPP - Contract Administrator, Ohio Dept. of Rehabilitation and Correction

When more can go wrong than right, how do you succeed in public procurement? Sometimes you have to fail first. During this interactive session, you will learn about some procurement engagements that didn't quite go as planned, how to survive and perhaps thrive when it happens to YOU!

S04 - How to Thrive in Spite of Mess, Stress and Less!

Patti Fralix - Professional Speaker and Consultant, Speakers Unlimited

We live in a tug-of-war world where there are more than two ends of the rope. We are simultaneously being pushed and pulled in the directions of work, family and our own personal needs. The opportunities and challenges of our professional and personal lives require different behaviors from us today to be effective. This presentation demonstrates how to build relationships with diverse others (especially personality and generational) to achieve desired results. This informative and engaging session includes an individualized assessment tool that highlights each person's strengths, and how to utilize those strengths to maximize one's effectiveness individually and collectively.

Monday Sessions

M01 - Helping Cardholders to Help Themselves: Strategies for Improving Compliance

Romona Campbell, CPPB, VCO - Procurement Card Administrator, Norfolk Public Schools

This presentation focuses on strategies Norfolk Public Schools implemented to improve compliance in the credit card program. With the growth in the number of cardholders and increased card usage, effective management of the card program becomes more critical to maintaining the visibility of the program and upholding the trust of the taxpaying public we serve. Norfolk Public Schools does this by empowering cardholders with adequate training, reference materials, and by continually monitoring card usage for compliance to procurement policies and procedures, state and federal regulations, and industry best practices. We will discuss steps taken to accomplish these goals.

M02 - It's Not an Audit – It's a Review

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

Kelly J. Langley, CPPO, CPPB, VCO - Procurement Management Account Executive, DGS/DPS

No need for panic, fear or stress when your favorite Account Executive calls to schedule a Procurement Management Review. Attend this interactive session and remove the unknown. Learn everything you need and want to know about a Procurement Management REVIEW.

M03 - Time and Materials Tips and Tidbits

Jim Totty, CPPO, C.P.M., VCO - Purchasing Supervisor, Prince William County Schools

This session will concentrate on the unique characteristics of time and material contracting. It will provide tips on how to set up T & M contracts to control costs and establish procedures for proper contract administration. It is focused on helping buyers provide guidance and assistance to end users on how to effectively utilize and manage T & M contracts.

M04 - \$5,000 - \$100,000 – What Small Method Is It?

Katherine Bosdell, CPPB, VCO - Statewide Contract Officer, DGS/DPS

Jan Giffin, CPPO, CPPB, VCO - eVA Deputy Business Manager, DGS/DPS

When do you use Quick Quote, unsealed bid or unsealed proposal? What is the difference between a bid and a proposal? Attend this session and test your knowledge on which small purchase method to choose for different scenarios. Learn more about the VCA + class now being offered by the Virginia Institute of Procurement.

M05 - Brain Fitness – Improve Your Brain Health and Performance

Claire Herring - Partner, The Rowing Team, LLC (Blue Ocean Brain and Daisy Brains)

Learn the top ten brain-healthy habits; how to add brain games to your regular workouts and; how to improve performance through brain fitness in the workplace. The session also will include a quick update on the latest brain research – you will be amazed at how far this science has developed in recent years.

M06 - Procurement Topics and Trends

Ron Bell, CPCM - Director, Division of Purchases and Supply, DGS

This session offers a opportunity to discuss current topics and trends challenging the procurement workforce. The profession continues to evolve in response to budgetary and other influences. Come hear what is trending on the national level and how that may affect state and local programs. Discussion topics will be driven by audience questions but likely will include Cooperative Contracts, eProcurement and Supplier Diversity. Other topics are up to you!

M07 - SWaM Matters: Why and How?

Angela Chiang, VCO - Director of Operations, Department of Minority Business Enterprise

Ida Outlaw McPherson - Director, Department of Minority Business Enterprise

- Explore the relationship of SWaM to job creation and economic development in Virginia.
- Explore the tools that are effective in enhancing your agency's program.
- Examine what tools you have in your tool box to promote your agency's program and explore new SWaM initiatives.

M08 - Crack the Codes: the Key to Managing Your eVA Fees and Certifying Your eVA Dashboard

Bryan Chamberlain, VCA - Billing and Collections Manager, DGS/DPS

Jan Giffin, CPPO, CPPB, VCO - eVA Deputy Business Manager, DGS/DPS

Sandra Gill, CPPO, CPPB, VCO - eVA Business Manager, DGS/DPS

The eVA Business Management team is here to help you crack the codes and successfully manage your agency's eVA transaction fees. This interactive session will walk through how the fee is calculated based on the vendor code and PO Category; and also will cover Certifying the eVA Dashboard.

M09 - Counterfeiting in the Imaging Supplies Industry

Valerie S. Deloach, CPPO, CPPB, VCO - Contract Compliance Officer, DGS/DPS

Allen Westerfield - President, Imaging Supplies Coalition (ISC)

Counterfeit products and other Intellectual Property Right infringements are a significant problem in the Imaging Supplies Industry. This session will discuss the scope and size of the problem broadly and within the government market place. We will discuss the ways procurement agents can protect their organization from counterfeit products. We also will discuss the Imaging Supplies Coalition's activities and its WHEN IN DOUBT – CHECK IT OUT Program (WIDCIO).

M10 - Lateral Leadership, High-Flying Procurement Teams, and You

Richard Pennington, J.D., LL.M., CPPO, C.P.M. - Managing Member, SCOPEVision, LLC;

General Counsel, WSCA-NASPO Cooperative Purchasing Organization

The quarterback is the recognized football team leader but when he tosses a lateral pass to a teammate, that teammate becomes responsible for moving the ball forward. How do you get the job done when you are not necessarily the boss but are expected to lead the team? Where do you start when you assemble a new evaluation team? The answer is lateral leadership – exerting influence without authority. This session employs fun visual metaphors to illustrate the essential skills and behaviors that make you effective as lateral leaders on teams.

M11 - eVA Update and User Group

Shane Caudill, VCA - Deputy Director, eProcurement Bureau, DGS/DPS

Bob Sievert, VCA - Director, eProcurement Bureau, DGS/DPS

Come join us for a review of the big changes that we have made to eVA this year and the exciting new things that are coming very soon! We'll also hear from Shannon Finley from the University of Mary Washington on their exciting results using the Quick Quote Reverse Auction tool. Then we'll take time to really talk about what you want and need next.

M12 – Grow Your Purchasing Career

Nancy M. Davis, CPPO, CPPB, VCO - Contracts and Procurement Director, DMV

Lynn L. Enders, VCO - Procurement Specialist Senior, DMV

Are you a new buyer or a new VCA who wants to learn and grow in order to join the ranks of the purchasing professional? Do you want to be able to get ahead, get a promotion or be hired for a more responsible position? A real-life example will be there to lend some tried and true guidance on how to get there. We will explore where you can look for new opportunities in purchasing. This interactive session provides a great opportunity to explore these issues and walk away with ideas that will get you on your way to pursuing your professional goals.

M13 - Emotional Intelligence (EQ) – Learning and Developing the Five Competencies for Success

Barbara Williams - Partner, Global Associates, Inc

Emotional Intelligence (EQ) – would you like to measure yours? Attend this session and discover the five success competencies that are available to all of us. This session will provide a measure of where we are now and guidelines for developing competency areas for continuous growth and ongoing success. Attend and measure your EQ!

M14 - Why Should My Locality Become a Full eVA Client?

Gregory L. Brown, CPPB, VCO - Procurement Management Account Executive, DGS/DPS

Jerry Stokes, VCO - Procurement Management Account Executive, DGS/DPS

Localities will be given information on the advantages of becoming a full eVA client, and how doing so may help to increase proficiency with local e-procurement functions. The session also will include a broad overview of the eVA applications and provide available resources from the eVA Team.

M15 - Full Disclosure...or Not: That Is the Question!

John Westrick - Senior Assistant Attorney General, Office of the Attorney General

This session will explore the disclosure requirements of Procurement Laws and Regulations and the Freedom of Information Act in Virginia. Which holds the trump card and under what circumstances? How do you know what to disclose; when should you not disclose; and what is different about disclosure requests from out-of-state vendors? Learn about a recent Supreme Court opinion on disclosure and participate in a lively situational team competition. Bring your questions – we have answers!

M16 - Can You Hear Me Now?

Gwen Williams Dandridge - Director of Academic Communications, Virginia State University

Presentation and Public Speaking skills are essential in our everyday lives. Developing both the confidence and capability to give a good presentation, to stand up in front of an audience and to speak well are core competencies for self-development. In this fun and interactive presentation, you will learn quick, easy, and implementable tips to help you 'let yourself be heard.' This session will explore the topics: overcoming anxiety, understanding your audience, effective preparation, essential parts of the presentation, and ending on an up note.

M17 - Three Shades of Grey: Crucial Conversations About Ethics

Eugene Anderson, CPPO, VCO - Director of Procurement Services, Norfolk State University

This session will examine the State and Local Government Conflict of Interests Act, the Virginia Governmental Frauds Act and the Virginia Public Procurement Act on ethics in public procurement. The class will have crucial conversations and debate about potential grey areas and help attendees better understand when and how to prevent your public body's staff from participating in potential unethical behavior.

M18 - How Mandatory Is the VPPA?

Bill Lindsey, CPPO, C.P.M.- VAGP President; Purchasing Director, Gloucester County, VA

This session will explore the unique exemptions of the Virginia Public Procurement Act for local public bodies. It will describe how such relief can be leveraged into the development of alternative procurement policies and procedures to appropriately guide local procurement actions.

M19 – RFP Evaluation Considerations

Ron King, CPPO, CPPB, VCO - Manager, Services & Statewide Contracts, DGS/DPS

There's a lot to consider when creating RFP evaluation teams, evaluation criteria and scoring methodologies. This session will cover some of these important issues, discuss pros and cons of different approaches and provide the opportunity to challenge your mind in several scenarios.

M20 - Quick Quote – New and *Improved*

Brian T. Craig, VCO - eSourcing Support Manager, eProcurement Bureau, DGS/DPS

No, really! It is new and improved. We will discuss the new feature that allows you to edit/amend your Quick Quote to handle everything from fixing simple typos to adding attachments or new line items. We also will cover the new Approval feature that allows the Procurement Office to check out Quick Quotes, including amendments, before they hit the street. Then we'll talk about what else is down the road.

M21 - New Employee Orientation Plan for Managers

Nancy M. Davis, CPPO, CPPB, VCO - Contracts and Procurement Director, DMV

You hired a new employee. What's next? How will you get him/her acclimated to the job, new teammates, the office area, building location, surrounding area, the particular procedures that are unique to your public entity and your internal purchasing policies and procedures? You also need to get the office area set up, computer and telephone equipment in place, and network service requested with the IT software and applications needed to do the job. This workshop addresses those issues and provides a sample of a New Employee Orientation Manual which was customized for a purchasing department.

M22 - State Contracts and eVA Catalogs – Making Life Easier

Tom Gilbert, VCA - eVA Catalog and ACP Manager, DGS/DPS

Pete Stamps, CPPO, VCO - Manager, Statewide Contracts, DGS/DPS

Have you ever been frustrated trying to find items on a State Contract? How about ordering items in eVA? Knowing how to find, search and navigate state contracts and eVA catalogs definitely can save time and make your purchasing life easier. The key knowing the tips and tricks! Join this session to learn from the experts.

M23 - Knowledge to Practice: A Model for Individual and Organizational Learning

Richard Pennington, J.D., LL.M., CPPO, C.P.M. - Managing Member SCOPEVision, LLC;

General Counsel, WSCA-NASPO Cooperative Purchasing Organization

Are you a new or existing employee looking to improve your expertise? Are you a supervisor or manager looking for ways to manage learning through transitions? This session will teach a model for managing your own (and others') learning by turning knowledge into practice.

M24 - Could You Conduct Business with the Commonwealth?

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

Angel Rodriguez, VCO, CEPP - Procurement Management Account Executive, DGS/DPS

Wear the hat of a vendor for a change! Find out how much you know about conducting business with the Commonwealth. In this session, teams will respond to day-to-day challenges vendors encounter: from responding to a solicitation to securing final payment. Spin the wheel and earn points to become the preferred vendor!

M25 - Score with the P-card

Kristen Bolden - Lead Financial Analyst, Finance & Administration, Dept. of Accounts

Amanda Mitchell - Assistant Director, Finance & Administration, Dept. of Accounts

Maureen Sudbay - Senior Card Account Manager, Bank of America

This session will review the changes in the charge card industry over the last year, including ePayables, a Fraud update, Checkout Fees, a review of IntelliLink and Online Reconciliation. We also will discuss the changes in the eCommerce unit that may affect Program Administrators.

M26 - From Revolution to Evolution: eVA Leads the Way

Jon Hansen - Author, Blogger & Talk Radio Host, Procurement Insights, Gatineau, Quebec Canada

From its beginning, eVA established a collaborative framework to implement an eProcurement solution in government – a revolutionary approach at the time – and in the process became a globally recognized leader. As eVA has evolved into mobile applications and accessibility, it continues to lead through its collaborative approach. Learn from an international thought leader where eVA is today and how it compares to other eProcurement solutions around the world.

M27 - eVA Contract Officer Tools

Shane Caudill, VCA - Deputy Director, eProcurement Bureau, DGS/DPS

Completely manage the full procurement cycle via eVA: from solicitation generation and sealed electronic vendor responses; to contract management and contract spend tracking. Interested? Stop by this session to learn about this great eVA functionality and see it in action.

Tuesday Sessions

T01 - Surplus Property Program: It's Not What You Think It Is

Floyd Coburn II - Manager, State Surplus Property Warehouse - Wytheville, DGS/Surplus

This session will explain what the Surplus Property Program consists of, and what services are offered to agencies and localities to assist in handling Surplus Property in accordance with the Code of Virginia.

T02 - The Road to Savings: Opportunities to Cut Costs in Your Fleet

Michael Bisogno, CAFM - Director, Office of Fleet Management Services, DGS/Fleet

This session will provide an overview of the many programs offered by the Office of Fleet Management Services (OFMS) that are available to state agencies and other public bodies. These programs include the State Motor Fuel Program, Alternative Fuel Program, and the Vehicle Management Control Center (VMCC). Come hear about how these programs can benefit your organization by saving time and money.

T03 - Identifying Risk in the Procurement Cycle

Myra Smith, CPPB - Master Instructor, National Institute of Governmental Purchasing

The procurement cycle is a series of steps that must take place to provide goods or services to the end users. This presentation will focus on the risk associated with performing these steps and ways to identify, assess, control or mitigate those risks.

T04 - Getting It Done!!

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

This session will focus on the statewide contract program by Division of Engineering and Buildings: how to use them, the benefits, and how to make it happen. It also will touch on ESCOs, pre qualified SWaM pool, pre qualified design pool, non professional services and testing.

T05 - Score with the P-card

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T07 - eVA Reporting...Your Way

Gail Kemper, VCA - eVA eMall and Reports Manager, DGS/DPS

Bob Sievert, VCA - Director, eProcurement Bureau, DGS/DPS

In past Forums, you have asked for a way to get 'real' insight into your own eVA world. That time has arrived and we're here to show you what's available. Join us to see the new procurement metrics dashboard and the custom reporting tool that is now available. We will also take a peek at the Public Report side to view what your vendors see and discuss other possible eVA data streams that have occurred in 2013.

T08 - A Look at Mandatory Sources (OGC, VCE & DBVI)

Paris Ashton - Creative Director/Business Manager, DGS Office of Graphic Communications

George Hesser - Agency Analyst, Virginia Correctional Enterprises

Van McPherson - Plant Manager, Virginia Industries for the Blind

Pat Thomas - Plant Manager, Virginia Industries for the Blind

Presented as a panel discussion, representatives from state mandatory source organizations will describe the scope of their products or services, how to make inquiries, submit orders and request waivers. Participants will have the opportunity to ask questions and receive guidance on using mandatory sources appropriately.

T09 - The VDC Word Jumble Game

Andrew W. Repak, CPA, CMA, CFM, VCO - Director, Virginia Distribution Center, DGS

Does your brain feel "JUMBLED" when trying to procure goods for your agency? Join the staff from the Virginia Distribution Center (VDC) in this entertaining and educational session to test your knowledge, see how the VDC unscrambles procurement to make it easier, and win prizes.

T10 - CM at Risk Procedures

W. Michael (Mike) Coppa, RA - Director, Bureau of Capital Outlay Management, DGS

This session presents a review of the procedures for utilizing the Construction Manager at Risk (CM at Risk) construction method and insight on lessons learned for this process.

T11 - Understanding WORKS

Kristen Bolden - Lead Financial Analyst, Finance & Administration, Dept. of Accounts

Amanda Mitchell - Assistant Director - Finance & Administration, Dept. of Accounts

Maureen Sudbay - Senior Card Account Manager, Bank of America

This session will be a fun and interactive exploration of the WORKS Charge Card System. Those who interact with the card on a daily basis and manage programs at their agency will gain valuable and useful tools to run their programs.

T12 - Lateral Leadership, High-Flying Procurement Teams, and You

Richard Pennington, J.D., LL.M., CPPO, C.P.M. - Managing Member, SCOPEVision, LLC; General Counsel, WSCA-NASPO Cooperative Purchasing Organization

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T14 - Communication Styles: Do You Know Your Type?

Susan Mongold - Director, Training & Exercise, Virginia Dept. of Emergency Management

How we communicate with others and how we want someone to communicate with us can make or break a working relationship. In this session we will examine four basic communication styles, find out what your preferred style is and how to use this information in a work setting. By the end of this session you should have tips on how you can make small changes in your communication strategies to be more productive and work well within a diverse workforce.

T15 - Play the Cards You're Dealt

Carol D. Hodes, CAE - Executive Director, Knowledge Management, NIGP, The Institute for Public Procurement

Brent Maas - Executive Director, Business Strategy & Relationships, NIGP

No two card hands are the same and every learning experience has its own opportunities. No aces up your sleeves, no need to wear your dark glasses to hide behind, you'll learn helpful tools for success in the classroom. You can be a great trainer for your organization and your colleagues.

T16 - VITA Update

Greg Scarce, VCO - Strategic Sourcing Specialist, Virginia Information Technologies Agency

This session presents an update on new developments at VITA. We will review the APR process and delegation; take a look at the newest VITA contracts; and discuss how to use the new printer/copier contracts. We also will explore managed print services and the upcoming PC and software procurement.

T17 - CM at Risk Panel Discussion

Ed Gully, P.E., - Director, Division of Engineering and Buildings, DGS

Construction Managers, General Contractors and Architects/Engineers share their perspectives on the Construction Manager at Risk (CM at Risk) procurement method in the Commonwealth.

T18 - Mitigating Fraud in a Card and Card Not Present Environment

Matthew Cissne - Senior Vice President, Fraud and Claims, Bank of America

This interactive session is targeted to an end cardholder perspective. We will share industry fraud trends and best practices that cardholders can leverage to help reduce fraud activity, as well as safeguard their personal identify. Bank of America will share common tactics used by fraudsters today, including actual fraud cases, to create an awareness of proliferation of organized fraud rings across the US.

T19 - APSPM Update – Just the Facts!

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

Clarence, CPPB, VCO - Procurement Management Account Executive, DGS/DPS

The APSPM has been updated with PIM 31. Find out what's in and what's out. No chaser, straight up!

T20 - Easy eMall – the Advanced Way!

Gail Kemper, VCA - eVA eMall and Reports Manager, DGS/DPS

Let eMall tools work for you to help better organize your work and allow you to quickly get to the transactions you seek. Learn a few tricks to share with other eMall users and come prepared to share your eMall ideas with the eVA instructor so we can better serve you!

T21 - Procuring and Managing Professional Services Contracts

W. Michael (Mike) Copp, RA - Director, Bureau of Capital Outlay Management, DGS

A review of procedures and keys to success in the procurement and management of professional services (A/E) contracts.

T22 – Compliance: the Proactive Solutions

Valerie S. Deloach, CPPB, VCO - Statewide Contract Compliance Officer, DGS/DPS

This session presents a review of the compliance process with emphasis on implementing pro-active solutions before non-compliance takes place.

T23 - Strategically Speaking: Procurement, the Organization and You

Jon Hansen - Author, Blogger & Talk Radio Host, Procurement Insights, Gatineau, Quebec Canada

Increasingly, we are witnessing the recognition of procurement's strategic role in the organization. Financial imperatives such as declining budgets are driving eProcurement initiatives and other changes to enhance organizational effectiveness. Procurement cannot support the organization solely behind the scenes, it also must lead and be a center of excellence on par with financial and administrative functions. This session will explore the transition taking place and provide insights on positioning your procurement operation – and yourself – for the future.

T24 - \$10,000 eVA Pyramid

Dave Foster - eVA Webmaster, DGS/DPS

Kim Madison, VCA - eVA Outreach & Marketing Coordinator, DGS/DPS

Fun. Interactive. Learn about eVA. You guessed it! The answer is the \$10,000 eVA Pyramid! Come have some fun and test your knowledge of "all things eVA" playing this fast-paced game where players attempt to guess a series of words or phrases based on descriptions given to them by their teammates.

Wednesday Sessions

W01 - New Employee Orientation Plan for Managers

Nancy M. Davis, CPPO, CPPB, VCO - Contracts and Procurement Director, DMV

You hired a new employee. What's next? How will you get him/her acclimated to the job, new teammates, the office area, building location, surrounding area, the particular procedures that are unique to your public entity and your internal purchasing policies and procedures? You also need to get the office area set up, computer and telephone equipment in place, and network service requested with the IT software and applications needed to do the job. This workshop addresses those issues and provides a sample of a New Employee Orientation Manual which was customized for a purchasing department.

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W03 - What's so Special About Special Terms & Conditions?

Chris Nichols, CPPB, VCO - Statewide Contract Officer, DGS/DPS

Cindy Wilson, CPPO, CPPB, VCO, CEPP - Statewide Contract Officer, DGS/DPS

Become skilled at using ST&Cs through case studies to improve your solicitation and contract writing abilities. Do you know when to use a Bid Bond and when it just adds extra cost? Why do I have to put the eVA Business-to-Government term in the Specials when it is already in the General Terms? Do I need to take out all that "stuff" about when to use this clause? Which ST&C protects the contractor? None of the Specials really fit my situation, what's a buyer to do?

W04 - \$5,000 - \$100,000 – What Small Method Is It?

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W10 - Who's Your Great, Great Granddaddy? Finding Your Family in Virginia

Cassandra Britt Farrell - Senior Reference Archivist, The Library of Virginia

This session will review the types of genealogical resources available at the Library of Virginia for anyone researching their family history including: vital records; wills; deeds and other county court records; Virginia Revolutionary War and Civil records; and other Virginia state and local records. So, if you want to dig among your family roots, this is the session for you.

W11 - RFP Evaluation Considerations

Ron King, CPPO, CPPB, VCO - Manager, Services & Statewide Contracts, DGS/DPS

There's a lot to consider when creating RFP evaluation teams, evaluation criteria and scoring methodologies. This session will cover some of these important issues and give you a chance to discuss these issues, as well as the pros and cons of different approaches.

W12 - Civil War Logistics

Steven E. Anders, Ph.D. - Department of Defense Historian, Retired

This presentation is a discussion of the key role and evolution of Logistics – the so-called “sinews of war” – during the American Civil War. It will include a description of wartime procurement, acquisition, distribution and use of Army supplies, arms and equipment, food and clothing; plus look at different modes of transportation, contracting and accounting procedures, as well as care of the sick and wounded, and burial of the dead.

W13 - Buyer Beware: The (Dirty) Secrets of Internet Search

Kathryn M. Bowers - Applications Instructor, New Horizons Computer Learning Center

Join Kathryn for a look behind the scenes at how search works. Discussion topics will build from understanding various search technologies and engines to how results can be manipulated for commercial interest, recognizing a scam site,

and how your engine of choice 'learns' you and the impact that can have on your results. Once you have those fundamentals in mind, we'll finish up by discussing how you can think like a researcher. With a wealth of timely info that will come in handy whenever you sit down at your computer, this is one session you won't want to miss!

W14 - \$10,000 eVA Pyramid

Dave Foster, eVA Webmaster, DGS/DPS

Kim Madison, VCA - eVA Outreach & Marketing Coordinator, DGS/DPS

Fun. Interactive. Learn about eVA. You guessed it! The answer is the \$10,000 eVA Pyramid! Come have some fun and test your knowledge of "all things eVA" playing this fast-paced game where players attempt to guess a series of words or phrases based on descriptions given to them by their teammates.

W15 - Three Shades of Grey: Crucial Conversations About Ethics

Eugene Anderson, CPPO, VCO - Director of Procurement Services, Norfolk State University

This session will examine the State and Local Government Conflict of Interests Act, the Virginia Governmental Frauds Act and the Virginia Public Procurement Act on ethics in public procurement. The class will have crucial conversations and debate about potential grey areas and help attendees better understand when and how to prevent your public body's staff from participating in potential unethical behavior.

W16 - State Contracts and eVA Catalogs – Making Life Easier

Tom Gilbert, VCA - eVA Catalog and ACP Manager, DGS/DPS

Pete Stamps, CPPO, VCO - Manager, Statewide Contracts, DGS/DPS

Have you ever been frustrated trying to find items on a State Contract? How about ordering items in eVA? Knowing how to find, search and navigate state contracts and eVA catalogs definitely can save time and make your purchasing life easier. The key knowing the tips and tricks! Join this session to learn from the experts.

W17 - Could You Conduct Business with the Commonwealth?

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

Angel Rodriguez, VCO, CEPP - Procurement Management Account Executive, DGS/DPS

Wear the hat of a vendor for a change! Find out how much you know about conducting business with the Commonwealth. In this session, teams will respond to day-to-day challenges vendors encounter: from responding to a solicitation to securing final payment. Spin the wheel and earn points to become the preferred vendor!

W18 - Quick Quote – New and Improved

Brian T. Craig, VCO - eSourcing Support Manager, eProcurement Bureau, DGS/DPS

No, really! It is new and improved. We will discuss the new feature that allows you to edit/amend your Quick Quote to handle everything from fixing simple typos to adding attachments or new line items. We also will cover the new Approval feature that allows the Procurement Office to check out Quick Quotes, including amendments, before they hit the street. Then we'll talk about what else is down the road.