

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

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.

T06 - 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!

T07 - eVA Reporting...Your Way

Gail Kemper, VCA - eVA eMail 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

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.

T13 - 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.

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 Searce, 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, CPPO, 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) Coppa, 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, CPPO, 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.