

Leveraging the Power of Procurement	Classroom 102-103	Classroom 104-105	Classroom 106-107	Classroom 108-109	Conference AB	Conference CD	Ballroom EF	Classroom 203-204
Sunday, November 16	Registration 1:00 – 4:00 pm – Convention Center							
2:00 – 3:30			eVA Basics ★		eVA Update ★			
3:30 – 4:00					Welcome to the Forum ★			
Monday, November 17	Registration 7am – 3 pm – Convention Center							
Opening Session 8:00 – 9:15	Lt. Col. Rob “Waldo” Waldman – “Never Fly Solo” – Ballroom A-D							
Workshops 9:30 – 10:30	Leveraging the Power of LinkedIn	Building Knowledge to Negotiate◆	Classroom Feud (Mandatory & Optional Sources)	Recognizing and Applying Procurement Preferences	Where does Surplus Go ★	Virginia State Procurement- New Directions	Quick Needs Request Using the eMail	No Seat at the Table Build Your Own Chair◆
Workshops 10:45 – 11:45	Leveraging the Power of LinkedIn	Procurement Potpourri	Supplier Relationships & Compliance	So What Focusing on Performance Your Customer Cares About	Don't Be a Deer in the Ethics Headlight	Wingman Leadership Workshop ★◆	The Power of Quick Quote	Town Hall Conversations & eVA
11:45 – 1:15 Ballroom	Lunch and Procurement Xcelerator Awards Program - Ballroom A-D							
Workshops 1:30 – 2:30	Buying and Leasing Real Estate...Is it Procurement	The Purchasing Chessboard® ★◆	Strategic Decision Making	Visibility, Analysis & Process: The ABC of Spend Analysis★◆	Don't Be a Deer in the Ethics Headlight	Speak Now or Forever Hold Your Peace	Navigating the Contract Maze★	Building Bridges: How to Develop Relationships that Work for You◆
Workshops 2:45 – 3:45	Buying and Leasing Real Estate...Is it Procurement	Building Knowledge to Negotiate◆	Strategic Decision Making	Is Public Procurement a Profession ★	Executive Order 20 – Supplier Diversity	Speak Now or Forever Hold Your Peace	Advanced VBO for RFPs and IFBs ★◆	Become an Exceptional Leader◆
Workshops 4:00 – 5:00	On Speaking Terms	Rising to the Challenge: Outcome-based World is Transforming Procurement ★◆	Inventory Management – What Am I Going to do with All this Stuff★	Ups and Downs of Cooperatives	APSPM Update	How to Talk to Vendors about Accepting Card Payments★	Empower Yourself by Utilizing eVA Data ★◆	Purchasing ‘Wheel of Fame’ (Facts, Tips & Tricks)
Tuesday, November 18								
Workshops 8:45 – 9:45	New Wheels★	Vested Outsourcing ★◆	Name that Price★	Procurement Excellence: Enabling Growth through Innovation ★◆	Virginia State Procurement- New Directions...	Small Business Supplier Diversity ★	The Vendor Experience – A Tour for eVA Buyers★	The Procurement Journey...a Continuing Saga◆
General Session 10:00– 11:15	“Leveraging the Power of Procurement” Panel Ballroom A-D Moderator: Jon Hansen Panelists: Tim Cummins, Chris Sawchuk, Rick Grimm, Kate Vitasek							
11:15 – 12:30	Lunch - HALL A							
12:00 – 2:30	EXPO – HALL B							
Workshops 2:45 – 3:45	Recognizing and Applying Procurement Preferences	So What Focusing on Performance Your Customer Cares About	What's in Your File - How FOIA Keeps Procurement Transparent	Updates on Statewide Construction Procurement Initiatives/Efforts ★	The Power of the Pcards ★	The Future of Virginia's Cities and Communities	Managing Your Unruly and Divergent Contracts ★◆	Building Bridges: How to Develop Relationships that Work for You◆
Workshops 4:00 – 5:00	What's in Your File - How FOIA Keeps Procurement Transparent	CPO Debrief on LPP Panel ★◆	VITA's IT Procurement Trivia	Getting it Done: DEB Statewide Contracts ★	APSPM Update	The Future of Virginia's Cities and Communities	Advanced Tools for IFB ★◆	Town Hall Conversations & eVA
Wednesday, November 19								
Workshops 8:30 – 9:30	Enhancing Professional Communication Skills	Classroom Feud (Mandatory & Optional Sources)	Bridging the Disconnect Between Finance & Purchasing ★◆	Executive Order 20 – Supplier Diversity	VITA's IT Procurement Trivia	Effective Cross Culture Communications	The Power of Quick Quote	The Procurement Journey...a Continuing Saga◆
Workshops 9:45 – 10:45	Enhancing Professional Communication Skills	Ups and Downs of Cooperatives	Supplier Relationships & Compliance	Retirement-Before & After	The Dark Side of Negotiations: Ploys and Tactics	Effective Cross Culture Communications	Quick Needs Request Using the eMail	No Seat at the Table Build Your Own Chair◆
Workshops 11:00 – 12:00	On Speaking Terms	Purchasing ‘Wheel of Fame’ (Facts, Tips & Tricks)	Procurement Potpourri	Retirement-Before & After	The Dark Side of Negotiations: Ploys and Tactics	It's a Multigenerational World: Are You Ready★	eVA User Group – Where Do You Want to Go Next★	Become an Exceptional Leader◆

