

Sunday Sessions

S01 - eVA Basics – Getting to Know Virginia’s Electronic Procurement System

Janne Erbe, MBA, VCA – eVA Global Security Officer, DGS/DPS

Ghania Matias, VCA – eVA Customer Care Manager, DGS/DPS

This session is an introduction to the core components and basics of eVA. We will review making purchases through the eMall (Shop Now), using the basic functions of Quick Quote and using the Report and Resource Center. Additionally, we will review tools and resources available right off the eVA Home Page for you the buyer and your vendors. If you are a rookie eVA user or thinking about using it, this session is for you.

S02 - eVA Update

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

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

Get the Forum started off right! 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 to eVA very soon.

Welcome to the Forum

The Forum Team

Whether you are a first-timer or a seasoned Forum participant, we understand there are things you need to know to get the most value from the experience. This new session is designed to provide a brief overview of what the Forum offers, explain how to use the Program Guide to select sessions appropriate to your experience and interests, and get you started on creating a personal schedule as your roadmap to a successful conference.

Monday Sessions

M01 - Leveraging the Power of LinkedIn as Government Professionals

Torski Dobson-Arnold – “America’s Top Career Confidence Coach”

In this session, you will learn how to leverage LinkedIn.com to identify potential suppliers, build your online professional profile, expand your network of contacts and create subject matter credibility within your profession. Attendees will be able to understand and utilize the latest features of the world’s #1 professional social networking site, LinkedIn.com, upgrade and update their professional status, and understand how the power of LinkedIn can benefit procurement professionals.

M02 - Building Knowledge to Negotiate

John C. “Jack” Tracy – Retired to the enjoyment of transferring knowledge to others

How well you manage all the activities leading up to the formal negotiation will have a major impact on how successful you’ll be in the negotiation and whether your strategy and tactics will work. How well you manage what you negotiate and what you achieve in the negotiation has a major impact on your costs, risks, quality, performance, and your life cycle cost. How well you manage all the activities following the formal negotiation will determine how much of the value you negotiated you’ll actually keep. Join Jack’s session to learn about negotiation in a whole new light.

M03 - Classroom Feud! (Mandatory and Optional Sources)

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

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

This interactive game session focuses on mandatory and optional sources of supply. What are the sources, when do you need to use them, how do you use them, what conditions must you follow and are there any alternatives are just a few of the questions we will discuss while having fun, too.

M04 - Recognizing and Applying Procurement Preferences

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

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

Recognize the importance of procurement preferences; learn how to research available information, and; understand how to apply preferences to solicitation responses. This session will include solicitation evaluation scenarios that will provide hands-on interactive procurement preference application training.

M05 - Where Does Surplus Go? What Do I Need To Know?

Floyd R. Coburn II – Director, Office of Surplus Property Management, DGS

This session will cover the Surplus process flow and the diverse avenues OSPM has to assist with your Surplus. It will cover many of the questions you may have on how to effectively process your Surplus materials.

M06 - Virginia State Procurement - New Directions: A Vision for the Future

Robert Gleason, CPPO, VCO – Director, Division of Purchases & Supply, DGS

These are exciting times for the purchasing professional. Join us for a brief update on 'the way ahead' and Virginia's new direction for state procurement. As we build on our strong foundation, we will discuss the general areas and specific needs where we must focus– together with the skills and abilities we must develop, the relationships we must build, and the core value that procurement must deliver.

M07 - Quick Needs Request Using the eMall... and More...

Sandra Gill, CPPO, CPPB, VCO – Director, Policy, Consulting and Review, DGS/DPS

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

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

ATTN: Procurement staff ! We have the solution for your agency employees who want nothing more than to create a simple 'Quick Needs Request' for a product or service! It's simple, it's easy, and it's quick. It also offers customizable pre-approvals and routing. Come learn more about the exciting new initiatives the eVA team has been working on to help streamline your procurement processes and make the task of requesting items easy for those unfamiliar with eVA.

M08 - No Seat at the Table? Build Your Own Chair

Tina M. Borger, CPPO – Executive Director, Finance & Administration, NIGP: The Institute for Public Procurement

Have you ever wondered why procurement is seldom seen as a valued and strategic part of your organization? This workshop will include tips on how YOU can help change that perception.

M09 - Procurement Potpourri

Ang Curry, VCO, VCA – Statewide Contract Officer, DGS/DPS

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

Mike Oprysko, CPPB, VCO – Statewide Contract Officer, DGS/DPS

It's the small things that often trip us up and make our work life more difficult. This session will deal with some of those little procurement issues that can cause us problems and unnecessary delays. It will offer hints and tips for Buyers when completing sole source justifications, requests for waivers, etc.

M10 - Supplier Relationships & Compliance

Cidna Unger, C.P.M. – ISM President, Richmond Metro Chapter; Supplier Relationship Manager, DGS/DPS

Discover what has been trending in compliance issues with suppliers in the past year and what we can learn from them. We also will explore what we can learn from Supply Chain Management for developing supplier relationships that could benefit the public sector, and what DPS is doing to discover new avenues for continuous improvement in supplier relationships.

M11 - So What? Focusing on Performance Your Customer Cares About

David Dise, CPPO – Director, Department of General Services, Montgomery County, MD

You work hard, you do a lot, and you do this with shrinking resources...nobody cares. While your customers may sympathize, their focus is on their task and their interest is in how you make it easier or harder for them to accomplish their task. How hard you work, and how much you do is anecdotal at best and is not a measure of your performance as it relates to fulfilling your mission or your customer's mission, or that of your organization. Customer expectations can pose a major challenge. Expectations can change based on customer priorities; they shift constantly and they shift easily, and; customer satisfaction (or dissatisfaction) is determined by these expectations and your performance in meeting them. When you're a customer, what matters to you?

This session will define performance as a qualitative, not quantitative, measure, clarifying the differences, and how quality-based measures help improve your organization, sustaining good performance, identifying the causes of poor performance and reversing the trend.

M12 - Don't be a Deer in the Ethics Headlight!

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

Ethics and conflict-of-interest situations can arise with little warning and require prompt action. Join us for this interactive session, which will provide a brief historical background on the Virginia ethics and conflict-of-interest laws that apply to you - including recent gift legislation- followed by scenarios to hone your skill at recognizing and reacting expertly to scenarios faced by procurement professionals and managers.

M13 - Wingman Leadership Workshop

Lt. Col. Rob “Waldo” Waldman – Motivational keynote speaker, leadership consultant and best-selling author

This interactive leadership workshop for senior procurement professionals continues exploring the principles discussed in the Never Fly Solo keynote address. It includes detailed discussions on core values, services and communicating in demanding and stressful environments. If you hold a leadership position in procurement, this is a session you will not want to miss for its valuable take-way messages that will help you lead with courage and compassion.

M14 - The Power of Quick Quote

Brian T. Craig – eSourcing Support Manager, DGS/DPS

Dana Parent, CPPB, VCO – Statewide Contract Officer, DGS/DPS

Jerry Stokes, CPPB, C.P.M., VCO – Procurement Management Account Executive, DGS/DPS

In this session you will learn how to leverage and maximize the use of Quick Quote, how and when to make amendments, and how to optimize the tool’s optional approval functionality.

M15 - Town Hall Conversations and eVA

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

Jan Giffin, CPPO, CPPB, VCO – VAGP President; eVA Business Manager, DGS/DPS

Attend this session to interact with colleagues and learn more about eVA, the statewide electronic procurement system. Gain a better understanding of the eVA Business Plan, Fees, and the Billing and Collections process. Bring your questions to learn the answers to the administrative process that goes on behind the scenes.

M16 - Win - When Negotiating, in the Public Sector

Sharon T Lewis, C.P.M., CPPB, VCO – Director of Procurement, Alexandria City Public Schools

Finding a fair compromise takes skill. Effective negotiation helps you resolve situations where what your agency wants doesn’t agree with what your Contractor wants. Getting to yes and the win-win creates partnerships. This session examines strategies and tactics to achieve successful negotiation outcomes.

M17 - The Purchasing Chessboard®

John D. Blascovich, CPSM, C.P.M. – Partner, A.T. Kearney

In today’s backdrop of government budget cuts and the increased challenge to deliver essential goods and services, procurement organizations must apply advanced concepts to optimize and sustain savings from its supplier and contractor base. Past procurement strategies focused on ways to counter rising raw material prices and scarce resources, but the current economic crisis has forced a shift toward cost containment. To help procurement professionals master the tools of their trade, A.T. Kearney developed The Purchasing Chessboard – a framework to address every supply and demand market condition. The Purchasing Chessboard constitutes 64 methods, each representing a stand-alone, differentiating way to work with suppliers to reduce costs and increase value. This discussion will help the procurement professional address the new realities of a highly volatile economic environment and develop tailored solutions for their public sector environment. Come to the session and be introduced to a more strategic way of thinking and provide more value to your agency.

M18 - Strategic Decision Making

R. Kirk Jonas, Ph.D. – University of Richmond

Decision making in government is a tricky proposition. Decisions must be fair, transparent, and correct. The way a decision is made often affects the outcome of the decision. This session will focus on (1) how decisions are made including pros and cons of different approaches, (2) hidden traps in decision making, and (3) two brief interactive decision exercises (“Mustang” and “Zero Sum”).

M19 - Visibility, Analysis and Process: The ABC of Spend Analysis

Jon Hansen – Editor and On-Air Talk Radio Host, Procurement Insights, PISocial Media Network

What is Spend Analysis? It seems like a simple question that has an even more obvious answer. But – and isn’t there always a ‘but’ – there is more to it than meets the eye. Based in part on my popular series “The Origins and Evolution of a Paradigm Shift in Spend Management Technology,” you will gain both a unique and unparalleled look at one of the most misunderstood areas of the modern procurement practice.

M20 - Speak Now or Forever Hold Your Peace!

Gwen Williams Dandridge – Teaching Professor, Director of Academic Communications, Department of Mass Communication and Communication Services, Virginia State University

When it comes to speaking up, many of us would rather live beneath our potential than to ask for what we want. There will be a time in your career when you will need to sell yourself in an interview, to your clients, or even to your boss. You need a plan! In this fun and interactive session, we will discuss some quickly implementable strategies to showcase your talents and increase your workplace worth. Learn the right language and the dos and the don’ts. YOU have the choice to change your professional future.

M21 - Navigating the Contract Maze

Dana Parent, CPPB, VCO – Statewide Contract Officer, DGS/DPS

Michelle Skaggs, VCO – Statewide Contract Officer, DGS/DPS

The State Contracts web page presents a great way to access contract information and documents. Join us as we journey from the statewide list page, through the contract document, to placing your eVA order using the most consistent and time saving methods.

M22 - Building Bridges: How to Develop Relationships that Work for You

Betty Lowther, CPPB, C.P.M., VCO, VCCO – Director, Procurement & Support Services, Department of Agriculture & Consumer Services

This session is aimed at exploring ways we can communicate to build and maintain strong business relationships. Building relationships can sometimes present challenging opportunities. In the long term, however, we will learn how these relationships can help establish credibility and lead to demonstrating the value of procurement to your organization.

M23 - Buying and Leasing Real Estate...Is It Procurement?

Lyman Brown – Senior Transaction Manager, Division of Real Estate Services/DGS

Holly L. Eve, CCIM – Director, Division of Real Estate Services/DGS

Karl Saimre – Senior Transaction Manager, Division of Real Estate Services/DGS

The Division Director of Real Estate Services will review important elements to consider when conducting a successful real estate transaction; review the services offered by the Division; and highlight state contracts that are available to other agencies and localities.

M24 - Is Public Procurement a Profession? Why You Should Care About the Answer!

Rick Grimm, CPPB, CPPO – Chief Executive Officer, NIGP: The Institute for Public Procurement

Public Procurement professionals often times mimic the Rodney Dangerfield mindset about not getting the respect they deserve. If we don't currently earn the respect from our colleagues and bosses, what careers are recognized as a profession and what sets them apart? Learn about the essential pillars of a profession and hear how public procurement is currently benchmarked against those pillars. More importantly, learn what you can do to influence our goal in achieving the status of public procurement as a powerful profession.

M25 - Executive Order 20 – Supplier Diversity – What Does this EO Require and How Does It Impact My Procurements, Planning, and Compliance.

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

Sandra Gill, CPPO, CPPB, VCO – Director, Policy, Consulting and Review, DGS/DPS

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

Learn more about this recent Executive Order and the potential impact on your procurements. Hear about the revised qualifications for certified businesses, new set-aside requirements and more. This session should get you thinking about what you need to do to comply with these new requirements, the potential impact to you as your current certified vendors may no longer be certified and much more.

M26 - Advanced VBO for RFPs and IFBs

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

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

eVA's new Advanced VBO tool is changing the way complex procurements are conducted in the Commonwealth. This 'how to' session will review the policy and procedures to make Advanced VBO work the right way for your RFPs and IFBs.

M27 - Become an Exceptional Leader

Donald R. Rainey, Sr., CPPB, VCO – Division Director, General Services, Department of Social Services

This session will focus on helping leaders gain a better understanding of leadership. We will identify leadership styles; provide information and tools for current and future leaders in leadership style development, and; examine how to use management skills to lead and guide staff to do the right thing in an effective and efficient manner.

M28 - On Speaking Terms

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

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

Why are Terms & Conditions important? They dictate the vendor/entity relationship and state the responsibilities of each party. They may be used to settle disputes or to protect the vendor as well as the Procurement Officer. The General Terms & Conditions are boilerplate and mandatory. Whereas, some Special Terms & Conditions are mandatory, others are optional and have a specific intent and function that may be used to minimize risk to the government entity and to the contractor. We will share when and how to use particular Special terms to both protect and maximize the contract's value to the entity. Discover which terms are used for an IFB versus an RFP. Join us for a fun experience to understand more about Terms and Conditions.

M29 - Rising to the Challenge: How an Outcome-based World is Transforming Procurement

Tim Cummins – President & CEO, The International Association for Contract and Commercial Management

Roselle Harde – Senior Director, The International Association for Contract and Commercial Management

This discussion session explores the challenging contracting environment and what Procurement can do to deliver value and drive improved supply outcomes.

M30 - Inventory Management – What Am I Going to Do with All this Stuff?

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

Are you responsible for maintaining inventory or know someone who is? Learn the basics of managing inventories and how to be prepared for audits or reviews.

M31 - Ups and Downs of Cooperatives

Lynn Enders, VCO – CAPA President; Statewide Contract Officer, DGS/DPS

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

Join in a lively discussion as we analyze Cooperative Contracts. We will answer questions such as:

- How would I determine if a Cooperative Contract will meet my needs?
- How do I use a Cooperative Contract?
- What is my responsibility if I use one?
- Are there certain Cooperative Contracts I can't use?

This workshop will examine case studies of actual Cooperative Contracts that represent the Ups and Downs of Cooperatives.

M32 - APSPM Update

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

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

The Agency Procurement and Surplus Property Manual (APSPM) has been updated with PIM 32. This session will explore the changes to the APSPM since the last Forum and provide you an opportunity to discuss any section of the manual where you have questions or need clarification.

M33 - How to Talk to Vendors about Accepting Card Payments

Kristen Bolden – Lead Card Analyst, Department of Accounts

Dave Nakagawa – VISA Senior Account Executive

Jamie Spears – Charge Card Analyst, Finance and Administration, Department of Accounts

Maureen Sudbay – Senior Card Account Manager, Bank of America

This session will discuss the Merchant world of accepting card payments. Topics will include an overview of how Merchants process their card payments and how Merchants can lower their cost of accepting card payments by submitting Level II and III data-Large Ticket Interchange and Check Out Fees.

M34 - Empower Yourself by Utilizing eVA Data

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

Procurement officers can expand their view and understanding of the big picture by learning how to make the best use of eVA reports! Come to this class to learn how you can best track SWAM, Approver Cycle Times, and so much more...

M35 - Purchasing ‘Wheel of Fame!’ (Facts, Tips, & Tricks)

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

Jerry Stokes, CPPB, C.P.M., VCO – Procurement Management Account Executive, DGS/DPS

This interactive game session engages and provides buyers from local governments and other public bodies a wealth of knowledge on VPPA topics and eVA facts, tips, and tricks!

Tuesday Sessions

T01 -New Wheels

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

Gary Johnson – Planning & Deployment Manager, Office of Fleet Management Services, DGS/Fleet

From leasing to purchasing and everything in between, learn about the Commonwealth’s policy and procedures for obtaining a new vehicle. This session will include how to obtain approval, when is the best time to buy, common pitfalls, new versus used, understanding build-out dates, and what to expect from the auto industry in the 2015 model year.

T02 - Vested Outsourcing

Kate Vitasek – Faculty, Graduate & Executive Education, University of Tennessee

Many supplier contracts are structured with fundamental flaws in the business model that prevent transformational results. The University of Tennessee has been researching leading companies that are challenging conventional outsourcing, proving that outsourcing is not a dirty word – but rather a way to help organizations transform their business with highly strategic and vested supplier relationships. Author, educator and business consultant Kate Vitasek will share the game changing rules for outsourcing from her research and book *Vested Outsourcing: Five Rules that Will Transform Outsourcing*. Participants will leave with insights that include: - What is Vested Outsourcing - and why outsourcing does not have to be a dirty word - The Five Rules of Vested Outsourcing that will transform how companies outsource.

T03 - Name that Price

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

Have you ever wondered if you are REALLY getting the best deal? Test your knowledge, learn about the value of VDC quality products and win prizes.

T04 - Procurement Excellence: Enabling Growth through Innovation

Chris Sawchuk – Principal and Global Sourcing & Procurement Practice Leader, The Hackett Group

Procurement executives' priorities have shifted from a traditional focus on purchase cost to expanding the scope of spend under management, and influencing and supporting supplier-led product innovation in helping organizations reach their strategic objectives. From reaction to pro-action, using demonstrated world-class tools and techniques to leverage organizational procurement from a performance-based activity to a value-based activity through supplier networks, creative contracts, master data management, and analytics as keys to enabling this change. To succeed, procurement will need to revisit and reinvent how its value and success is monitored, measured and reported to the organization. Christopher Sawchuk will discuss how world-class procurement organizations enable greater business value and support innovation-fueled growth and how you can leverage their insights to improve your organization's business performance.

T05 - Virginia State Procurement - New Directions: A Vision for the Future

Robert Gleason, CPPO, VCO – Director, Division of Purchases & Supply, DGS

These are exciting times for the purchasing professional. Join us for a brief update on 'the way ahead' and Virginia's new direction for state procurement. As we build on our strong foundation, we will discuss the general areas and specific needs where we must focus— together with the skills and abilities we must develop, the relationships we must build, and the core value that procurement must deliver.

T06 - Small Business & Supplier Diversity – Micro is Big

Tracey Jeter – Director, Department of Small Business and Supplier Diversity

What does Virginia's new micro business designation mean for your state agency? This session will cover important information about the new micro business certification category including how state procurement specialists will search and find micro businesses; and review how spend data will be captured and reported. Participants will gain a better understanding of the correlation between small businesses, economic growth and job creation.

T07 - The Vendor Experience - A Tour for eVA Buyers

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

Ever wondered what eVA Vendors see? Ever wonder what it is like to update a vendor account, respond to a solicitation, or even to get registered in eVA? If so, come take a tour of the eVA Vendor Experience.

T08 - The Procurement Journey...a Continuing Saga

Erma Baker, VCO – Assistant VP, Business Services & Chief Procurement Officer, University of Mary Washington

This session will look at one agency's path to fortify the procurement function, demonstrate value-add procurement practices, monitor quality control and adhere to industry best practices. The session will include the importance of integrating the mission of the institution into the procurement office.

T09 - Recognizing and Applying Procurement Preferences

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

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

Recognize the importance of procurement preferences; learn how to research available information, and; understand how to apply preferences to solicitation responses. This session will include solicitation evaluation scenarios that will provide hands-on interactive procurement preference application training.

T10 - So What? Focusing on Performance Your Customer Cares About

David Dise, CPPO – Director, Department of General Services, Montgomery County, MD

You work hard, you do a lot, and you do this with shrinking resources...nobody cares. While your customers may sympathize, their focus is on their task and their interest is in how you make it easier or harder for them to accomplish their task. How hard you work, and how much you do is anecdotal at best and is not a measure of your performance as it relates to fulfilling your mission or your customer's mission, or that of your organization. Customer expectations can pose a major challenge. Expectations can change based on customer priorities; they shift constantly and they shift easily, and; customer satisfaction (or dissatisfaction) is determined by these expectations and your performance in meeting them. When you're a customer, what matters to you?

This session will define performance as a qualitative, not quantitative, measure, clarifying the differences, and how quality-based measures help improve your organization, sustaining good performance, identifying the causes of poor performance and reversing the trend.

T11 - What's in Your File? How FOIA Keeps Procurement Transparent

Julie Whitlock – Policy, Legislative & FOIA Analyst, Department of General Services

This session will review the Virginia Freedom of Information Act records requirements, along with the exceptions found in the Virginia Public Procurement Act. Review what vendors must do to request protection, what buyers must do when receiving a request for records, and how to avoid creating a situation where you have to choose between violating FOIA or violating your contract.

T12 - Updates on Statewide Construction Procurement Initiatives/Efforts

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

This session delivers a general overview and update on processes and efforts related to the procurement of construction and professional services. Sample topics include: overview of the Virginia Public Procurement Act (VPPA) legislative reform working groups; review of the Secretary of Administration procedures for Construction Management at Risk and of DEB's Enjoinment and Debarment procedures; and a presentation on successful procurement and management of professional services (A/E) contracts.

T13 - The Power of Pcards

Kristen Bolden – Lead Card Analyst, Department of Accounts

Dave Nakagawa – VISA Senior Account Executive

Jamie Spears – Charge Card Analyst, Finance and Administration, Department of Accounts

Maureen Sudbay – Senior Card Account Manager, Bank of America

This session will help you gain insight into the Small Purchase Charge Card (SPCC) program for the Commonwealth of Virginia. We will discuss cost savings using the SPCC, the new Works User Interface, Cardholder Reconciliation Options, and Works Reports for procurement analysis.

T14 - The Future of Virginia's Cities and Communities

Susan Baxter – Vice President, GenerationsMatter

This session will be specific to procurement professionals about the key demographic, societal and cultural changes coming to Virginia and what it means for Cities and Communities. Based on insights and research from SIR Research and its think tank, GenerationsMatter, you will gain a clear understanding of the 'future we already know.' You will leave this informative and entertaining session not only having a better understanding of what's coming, but with specific action steps you and your organization can take to achieve greater success in the future.

T15 - Managing Your Unruly and Divergent Contracts

Brian Craig, eSourcing Support Manager, DGS/DPS

Kim Hatala, CPPO, CPPB, VCO – Procurement Management Account Executive, DGS/DPS

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

Learn how to utilize eVA's Contract Management tool to enhance your contract management activities. See how the spend tracking tool can match your orders to your contracts (and anyone else that uses your contract) to help you gain a better understanding of overall contract utilization.

T16 - Building Bridges: How to Develop Relationships that Work for You

Betty Lowther, CPPB, C.P.M., VCO, VCCO – Director, Procurement & Support Services, Department of Agriculture & Consumer Services

This session is aimed at exploring ways we can communicate to build and maintain strong business relationships. Building relationships can sometimes present challenging opportunities. In the long term, however, we will learn how these relationships can help establish credibility and lead to demonstrating the value of procurement to your organization.

T17 – Win -When Negotiating, in the Public Sector

Sharon T Lewis, C.P.M., CPPB, VCO – Director of Procurement, Alexandria City Public Schools

Finding a fair compromise takes skill. Effective negotiation helps you resolve situations where what your agency wants doesn't agree with what your Contractor wants. Getting to yes and the win-win creates partnerships. This session examines strategies and tactics to achieve successful negotiation outcomes.

T18 - CPO Debrief on Leveraging the Power of Procurement Panel Discussion

Jon Hansen – Editor and On-Air Talk Radio Host, Procurement Insights, PISocial Media Network

In this Chief Procurement Officer debrief session, we will provide you with the opportunity to share your take on what you heard during the panel discussion on Leveraging the Power of Procurement. The open format, which will be moderated by the panel discussion host, will enable you to speak frankly about real-life procurement issues in an effort to better understand and address the obstacles CPOs face at their agencies.

T19 - Getting it Done: DEB Statewide Contracts

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

This session will speak to the statewide contract program administered by the Division of Engineering and Buildings (DEB), to include guidance on contracts available, how to use them, and their benefits. The session will also provide guidance on specific contracts, such as energy efficiency projects (ESCOs), job order contracting (JOC), and the pre-qualified SWaM and design pools.

T20 - APSPM Update

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

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

The Agency Procurement and Surplus Property Manual (APSPM) has been updated with PIM 32. This session will explore the changes to the APSPM since the last Forum and provide you an opportunity to discuss any section of the manual where you have questions or need clarification.

T21 - Advanced Tools for IFB

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

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

Did you know you can simplify the IFB process with eVA's advanced eProcurement tool? See how to get detailed electronic responses from vendors and learn about detailed information on how to make the IFB process easier by getting 'advanced' in eVA.

T22 - Town Hall Conversations and eVA

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

Jan Giffin, CPPO, CPPB, VCO – VAGP President; eVA Business Manager, DGS/DPS

Attend this session to interact with colleagues and learn more about eVA, the statewide electronic procurement system. Gain a better understanding of the eVA Business Plan, Fees, and the Billing and Collections process. Bring your questions to learn the answers to the administrative process that goes on behind the scenes.

T23 – VITA' s Basic It Procurement Trivia

Greg Searce, CPPB, VCO – Strategic Sourcing Consultant, Virginia Information Technologies Agency

This session will include a brief discussion on Virginia Institute of Procurement newest class "Basic IT Procurement for Executive Branch Agencies" which will cover the processes and requirements for basic IT procurements. Some of the highlights to be covered during this fast paced trivia game will include:

- VITA's Procurement Authority
- VITA's Delegation Policies
- eVA Coding
- Sourcing
- IT Contingent Labor
- And Others

Come prepared to have your IT procurement knowledge tested and win fabulous prizes.

Wednesday Sessions

W01 - Enhancing Professional Communication Skills

Meriah L. Crawford – Assistant Professor, Virginia Commonwealth University

You will be called on to write professional messages in many difficult circumstances throughout your career. Being professional, clear, and persuasive will be essential to your success. This session will examine real-world examples as well as sample scenarios and discuss best practices for responding and getting results.

W02 - Classroom Feud! (Mandatory and Optional Sources)

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

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

This interactive game session focuses on mandatory and optional sources of supply. What are the sources, when do you need to use them, how do you use them, what conditions must you follow and are there any alternatives are just a few of the questions we will discuss while having fun, too.

W03 - Bridging the Disconnect Between Finance and Procurement

Jon Hansen – Editor and On-Air Talk Radio Host, Procurement Insights, PISocial Media Network

"Why doesn't procurement register on financial management's radar in a manner proportionate to its growing importance within the organization?" The answer is fairly straight forward . . . we don't speak the same language as finance. The consequences of this disconnect have meant that just 20% of CFOs consider the work of CPOs and their staffs as having a very positive impact on competitiveness, while only 57% of CFOs feel that procurement contributes to enterprise profitability. In the public sector these challenges are further magnified by the need to demonstrate social and economic value. In this session we will learn how to bridge this chasm of misunderstanding so that we as procurement professionals will be better positioned to both identify and effectively brand our contributions to the collective bottom line.

W04 - Executive Order 20 – Supplier Diversity – What Does this EO Require and How Does It Impact My Procurements, Planning, and Compliance.

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

Sandra Gill, CPPO, CPPB, VCO – Director, Policy, Consulting and Review, DGS/DPS

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

Learn more about this new Executive Order and the potential impact on your procurements. Hear about the revised qualifications for certified businesses, new set-aside requirements and more. This session should get you thinking about what you need to do to comply with these new requirements, the potential impact to you as your current certified vendors may no longer be certified and much more.

W05 – VITA' s Basic It Procurement Trivia

Greg Searce, CPPB, VCO – Strategic Sourcing Consultant, Virginia Information Technologies Agency

This session will include a brief discussion on Virginia Institute of Procurement newest class "Basic IT Procurement for Executive Branch Agencies" which will cover the processes and requirements for basic IT procurements. Some of the highlights to be covered during this fast paced trivia game will include:

- VITA's Procurement Authority
- VITA's Delegation Policies
- eVA Coding
- Sourcing
- IT Contingent Labor
- And Others

Come prepared to have your IT procurement knowledge tested and win fabulous prizes.

W06 - Effective Cross Cultural Communications

Sonia Aranza – Award Winning International Speaker

This is a wake up to the new global reality! You don't need to get on an airplane to realize we live and work in a multicultural environment. This dynamic session is led by an award-winning global speaker who will reveal three action steps to help you engage effectively in a multicultural environment!

W07 - The Power of Quick Quote

Brian T. Craig – eSourcing Support Manager, DGS/DPS

Dana Parent, CPPB, VCO – Statewide Contract Officer, DGS/DPS

Jerry Stokes, CPPB, C.P.M., VCO – Procurement Management Account Executive, DGS/DPS

In this session you will learn how to leverage and maximize the use of Quick Quote, how and when to make amendments, and how to optimize the tool's optional approval functionality.

W08 - The Procurement Journey...a Continuing Saga

Erma Baker, VCO – Assistant VP, Business Services & Chief Procurement Officer, University of Mary Washington

This session will look at one agency's path to fortify the procurement function, demonstrate value-add procurement practices, monitor quality control and adhere to industry best practices. The session will include the importance of integrating the mission of the institution into the procurement office.

W09 - Ups and Downs of Cooperatives

Lynn Enders, VCO – CAPA President; Statewide Contract Officer, DGS/DPS

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

Join in a lively discussion as we analyze Cooperative Contracts. We will answer questions such as:

- How would I determine if a Cooperative Contract will meet my needs?
- How do I use a Cooperative Contract?
- What is my responsibility if I use one?
- Are there certain Cooperative Contracts I can't use?

This workshop will examine case studies of actual Cooperative Contracts that represent the Ups and Downs of Cooperatives.

W10 - Supplier Relationships & Compliance

Cidna Unger, C.P.M. – ISM President, Richmond Metro Chapter; Supplier Relationship Manager, DGS/DPS

Discover what has been trending in compliance issues with suppliers in the past year and what we can learn from them. We also will explore what we can learn from Supply Chain Management for developing supplier relationships that could benefit the public sector, and what DPS is doing to discover new avenues for continuous improvement in supplier relationships.

W11 - Retirement: Before & After

Risë Flenner, CPA/PFS, JD – Dixon Hughes Goodman LLP

You have a lot of questions about money before you retire: How much money will you need to retire and what will be your income sources? How will expenses change when you retire? What can you do with your employer sponsored retirement plan? The questions about money are just as important after you retire: Will you still pay taxes? What happens to social security if you decide to go back to work full or part-time? How much of your social security is taxable in Virginia? What happens when you turn 70 ½? Come to this session and learn valuable information about spending your money in retirement.

W12 - The Dark Side of Negotiations: Ploys and Tactics

Irene Marnell, CPSM, CTL, MPS-SCM&L, CPCM, CPSD – Sr. Director, National Rural Electric Cooperative Association (NRECA)

In this action-packed session, learn the difference between principled negotiations and the 'dark side' of negotiations. Based upon years of hand-to-hand negotiation experience, you will learn how to spot vendor negotiation ploys and use deflating counter-tactics. Vendor sales secrets will be examined and explained to help you distinguish between sales representatives who want to earn your business and the rest of the pack. After this session, you'll never look at vendors or negotiations the same way again.

W13 - Quick Needs Request Using the eMall...and More...

Sandra Gill, CPPO, CPPB, VCO – Director, Policy, Consulting and Review, DGS/DPS

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

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

ATTN: Procurement staff ! We have the solution for your agency employees who want nothing more than to create a simple 'Quick Needs Request' for a product or service! It's simple, it's easy, and it's quick. It also offers customizable pre-approvals and routing. Come learn more about the exciting new initiatives the eVA team has been working on to help streamline your procurement processes and make the task of requesting items easy for those unfamiliar with eVA.

W14 - No Seat at the Table? Build Your Own Chair

Tina M. Borger, CPPO – Executive Director, Finance & Administration, NIGP: The Institute for Public Procurement

Have you ever wondered why procurement is seldom seen as a valued and strategic part of your organization? This workshop will include tips on how YOU can help change that perception.

W15 - On Speaking Terms

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

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

Why are Terms & Conditions important? They dictate the vendor/entity relationship and state the responsibilities of each party. They may be used to settle disputes or to protect the vendor as well as the Procurement Officer. The General Terms & Conditions are boilerplate and mandatory. Whereas, some Special Terms & Conditions are mandatory, others are optional and have a specific intent and function that may be used to minimize risk to the government entity and to the contractor. We will share when and how to use particular Special terms to both protect and maximize the contract's value to the entity. Discover which terms are used for an IFB versus an RFP. Join us for a fun experience to understand more about Terms and Conditions.

W16 - Purchasing 'Wheel of Fame!' (Facts, Tips, & Tricks)

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

Jerry Stokes, CPPB, C.P.M., VCO – Procurement Management Account Executive, DGS/DPS

This interactive game session engages and provides buyers from local governments and other public bodies a wealth of knowledge on VPPA topics and eVA facts, tips, and tricks!

W17 - Procurement Potpourri

Ang Curry, VCO, VCA – Statewide Contract Officer, DGS/DPS

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

Mike Oprysko, CPPB, VCO – Statewide Contract Officer, DGS/DPS

It's the small things that often trip us up and make our work life more difficult. This session will deal with some of those little procurement issues that can cause us problems and unnecessary delays. It will offer hints and tips for Buyers when completing sole source justifications, requests for waivers, etc.

W18 - It's a Multigenerational World! Are you Ready? ©

Sonia Aranza – Award Winning International Speaker

This dynamic and interactive session was rated #1 by SHRM (Society for Human Resource Management) national conference participants. For the first time in history, four generations -soon to be five- are working side by side. Each generation brings its own philosophy and approach to work. This condition presents both challenges and opportunities! In this fun and engaging session, you will learn about the generations and how to leverage the differences they bring!

W19 - eVA User Group - Where Do You Want to Go Next?

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

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

It's your chance to make your voice heard. Ask questions of the eVA team, provide feedback, review enhancements, ask for new enhancements, and help set the direction of eVA.

W20 - Become an Exceptional Leader

Donald R. Rainey, Sr., CPPB, VCO – Division Director, General Services, Department of Social Services

This session will focus on helping leaders gain a better understanding of leadership. We will identify leadership styles; provide information and tools for current and future leaders in leadership style development, and; examine how to use management skills to lead and guide staff to do the right thing in an effective and efficient manner.