

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.