

<b>Shaping the Future of Procurement</b>	<b>Suite 1 ABC</b>	<b>Suite 1 D</b>	<b>Suite 2 AB</b>	<b>Suite 3 ABCDE</b>	<b>Suite 4ABC</b>	<b>Suite 5AB</b>	<b>Suite 5 CD</b>
<b>Sunday, November 13</b>							
<b>Registration 2:30 - 5:00 pm</b>	<b>Virginia Beach Convention Center - Forum Cafe</b>						
<b>Monday, November 14</b>							
<b>Registration 7:00 am - 3:00 pm</b>	<b>Virginia Beach Convention Center</b>						
<b>Opening Session 8:00 - 9:30</b>	<b>MIKE RAYBURN "What If...?" - Ballroom</b>						
<b>Concurrent Workshops 9:45 - 11:00</b>	<b>M01-Shaping the Future</b>	<b>M02-Low Bid, Really</b>	<b>M03-Small Purchase Jeopardy</b>	<b>M04-Occupation to Profession</b>	<b>M05-Advanced Sourcing &amp; CM</b>	<b>M06-Let Go My Lego</b>	<b>M07-Termination of Contracts</b>
<b>Concurrent Workshops 11:15 - 12:30</b>	<b>M08-eVA Update</b>	<b>M09-Informal RFPs</b>	<b>M10-Contract Admin Toolkit</b>	<b>M04-Occupation to Profession</b>	<b>M11-The Value of SRM</b>	<b>M12-eVA Business</b>	<b>M07-Termination of Contracts</b>
<b>12:30 - 2:00</b>	<b>Lunch and Procurement Xcelerator Awards Program - Ballroom</b>						
<b>Concurrent Workshops 2:15 - 3:30</b>	<b>M13-Common Vendor Questions</b>	<b>M14-VITA's Sourcing Process</b>	<b>M15-Small Purchase Challenges</b>	<b>M16-Top Notch Negotiations Strategies</b>	<b>M17- RFP: From Concept to Contract</b>	<b>M18-Consensus vs Average Scoring</b>	<b>M19-APSPM Poker</b>
<b>Concurrent Workshops 3:45 - 5:00</b>	<b>M20-Evolving eMail</b>	<b>M21-What is Trending- VITA</b>	<b>M22-Bingo! We're the VDC</b>	<b>M16-Top Notch Negotiations Strategies</b>	<b>M23 \$0 - \$5,000</b>	<b>M24-State Procurement Reform</b>	<b>M25-Organize the Way You Think</b>
<b>Tuesday, November 15</b>							
<b>Registration 6:00 am-3:00 pm</b>							
<b>Concurrent Workshops 8:00 - 9:15</b>	<b>T01-eVA Update</b>	<b>T02-Informal RFPs</b>	<b>T03-Organize the Way You Think</b>	<b>T04-The Why of Mandatory Sources</b>	<b>T05- Transforming Procurement</b>	<b>T06-You've Bought It - Now What Do You Do</b>	<b>T07-APSPM Poker</b>
<b>Concurrent Workshops 9:30 - 10:45</b>	<b>T08-Common Vendor Questions</b>	<b>T09- Can't Get Respect; Try an Approach that Works</b>	<b>T10-Building Your Pcard Foundation</b>	<b>T11-Getting Your SWaM (Numbers) On</b>	<b>T05- Transforming Procurement</b>	<b>T12-Fleet Update 2016</b>	<b>T13-Bullies, Jerks &amp; Other Annoyances</b>
<b>Concurrent Workshops 11:00 - 12:15</b>	<b>T14-Evolving eMail</b>	<b>T15-Saving \$ w/Surplus</b>	<b>T16-Five Ways to Shape Your Pcard</b>	<b>T17-Town Hall with Secretaries</b>	<b>T18-Sourcing Business Model</b>	<b>T19-Frazzled by Grants</b>	<b>T13-Bullies, Jerks &amp; Other Annoyances</b>
<b>12:15 - 3:00 pm</b>	<b>Lunch and Supplier Connect - Ballroom and Exhibit Hall AB</b>						
<b>12:15 - 1:30 pm</b>	<b>VCM Lunch Suite 2 CD</b>						
<b>Dine Around 5:00 -10:00 pm</b>	<b>Virginia Beach Town Center</b>						
<b>Wednesday, November 16</b>							
<b>Concurrent Workshops 8:00 - 9:15</b>	<b>W01-eVA User Group-You're in Control</b>	<b>W02-Low Bid, Really</b>	<b>W03-Contract Admin Toolkit for Buyers</b>	<b>W04-SRM: New Tools to Assist Your Decision</b>	<b>W05- RFP: From Concept to Contract</b>	<b>W06-Consensus vs Average Scoring</b>	<b>W07-APSPM Poker</b>
<b>Concurrent Workshops 9:30 - 10:45</b>	<b>W08- Leveraging eVA Reports, Data &amp; Transparency</b>	<b>W09 Value of Trust</b>	<b>W10-Small Purchase Challenges</b>	<b>W11-We All Communicate, but Is It Effective</b>	<b>W12-Advanced Sourcing &amp; CM</b>	<b>W13-eVA Business</b>	<b>W14-Are You Ready to Retire</b>
<b>Concurrent Workshops 11:00 - 12:15</b>	<b>W15-How to Sell eVA to Vendors</b>	<b>W09-Value of Trust</b>	<b>W16-Small Purchase Jeopardy</b>	<b>W11-We All Communicate, but Is It Effective</b>	<b>W17-\$0 - \$5,000</b>	<b>W18-Let Go My Lego</b>	<b>W14-Are You Ready to Retire</b>

