

Monday, August 23, 2021

10:00 AM - 10:45 AM

COFFEE MEET-UP: FIRST TIMERS WITH THE MEMBER COUNCIL

10:00 AM - 10:45 AM

ACCREDITATION COMMITTEE COFFEE MEET-UP - IS YOUR PROCUREMENT DEPARTMENT READY?

Contact Hours: .75

Meet with recipients of NIGP's academic accreditation to learn about their public procurement graduate programs and how accreditation has benefited their universities and their students. Members of NIGP's Accreditation Committee will also be present to answer your questions.

10:00 AM - 10:45 AM

COFFEE MEET-UP - NIGP-CPPS

Rick Grimm, NIGP-CPP, CPPO, CPPB, FCIPS, Diane Daly

10:00 AM - 10:45 AM

COFFEE MEET-UP - "RADIO NIGP: UNPLUGGED AND ON AIR! MEET THE TEAM"

11:00 AM - 12:30 PM

OPENING CEREMONIES & PLENARY: TELL ME SOMETHIN' GOOD – A SIMPLE GUIDE TO OVERCOMING NEGATIVITY

Contact Hours: 1.5

We live in a negative world. We get it regularly from media outlets because it sells. There is no shortage of it from the people around us every day either. Coworkers, bosses, subordinates, friends, family, and strangers on the street will seek us out to share the crud in their lives.

Negativity isn't going away. We'll always have those who constantly complain about their situation. We'll always have those who are excessively pessimistic about their future. We'll always have those who simply cannot see past the challenges in their life.

While we can't eliminate negativity in our life, we can **learn** to overcome it. Since much of our negativity comes from old habits of dealing with the bad stuff in our lives, an effort must be

made to establish new habits of dealing with the crud. When we do, we create a more positive life for ourselves and those around us.

In this exciting kickoff presentation, Clint Swindall shares a simple approach to creating a more positive world. He'll reveal a SIMPLE model that can become a happiness formula for to help you understand the simple steps to overcome negativity.

Clint Swindall, CSP

12:40 PM - 12:50 PM **MINDFUL MOVEMENT**

Join Jody for 10 minutes of mindful movement to stimulate the body and mind. This stretch can be done right from your desk and will give you the tools to connect back to yourself during your busy workday.

Jody Jacoby, NIGP-CPP, CPPO

1:00 PM - 2:00 PM **ENTITY NETWORKING SESSIONS**

Contact Hours: 1.0

-
- Higher Education
 - K-12
 - Large Cities
 - Large Counties
 - Small and Medium Cities
 - Small and Medium Counties
 - States
 - Transportation
 - Utilities
 - Housing Authorities

2:15 PM - 3:15 PM **THE TRUE COST OF PROCURING CAPITAL EQUIPMENT AND SERVICES**

Construction

Advanced

Contact Hours: 1.0

[View Presentation](#)

When procuring capital equipment in a public works setting, significant deliberation goes into technical specifications, cost, and overall value of the good or service being offered. However, the total cost to the entity extends far beyond the initial sale and standard or extended warranty period. Unfortunately, construction specifications and architectural drawings rarely capture these important considerations. This lack of a "game plan" can lead to wasted time, money, and stress that today's public works departments simply cannot afford. This

educational session, built exclusively for the NIGP Virtual Forum, shares a case method approach using real world examples highlighting common mistakes.

Paul Stern



2:15 PM - 3:15 PM

AN INTRODUCTION TO COOPERATIVE PROCUREMENT

Cooperatives

Foundation

Contact Hours: 1.0

[View Presentation](#)

This session answers the following questions:

- What is cooperative procurement?
- Which cooperatives can we use?
- What are the differences between interlocals and cooperatives?
- What happens when a cooperative merges with another cooperative?
- What's the difference between cooperatives and open market analysis?
- What are the responsibilities of a procurement professional?
- How is a gap analysis performed?
- What is the appropriate contract document?
- What is the order of precedence?
- When is insurance required?
- What is survivability and what does it mean?

Erin D'Vincent, NIGP-CPP, CPPB, Sai Xoomsai Purcell, CPPB



2:15 PM - 3:15 PM

PROCUREMENT IS JUST THE BEGINNING

Cornerstones of Procurement

Foundation

Contact Hours: 1.0

[View Presentation](#)

[View](#)

Procuring goods and services correctly is critical to the entity and the end user who must ensure that the goods and services are delivered to contract standards and ultimately meet the entity's needs. Join us and explore how to write a better scope of work, ensuring that you can monitor it alongside deliverables, desk-audits, formal onsite audits, reviewing invoices, change orders, and closeouts.

Ricardo Zavala, MPA, CTCM

2:15 PM - 3:15 PM
CONTINUOUS IMPROVEMENT METHODOLOGIES

Leadership and Strategy Foundation *Contact Hours: 1.0*

VIEW VIDEO

Everyone knows client feedback is critical to any program’s success. Gathering actionable and measurable client feedback in our data driven world is a challenge we all face. The session dives into how City of Olympia developed a client-driven approach for establishing priorities, measuring success, and building trust with stakeholders.

Learning Objectives:

- Client interview approach
- Focus area identification and confirmation
- Deliverables and process improvement tracking
- Client satisfaction metrics
- Building trust with stakeholders

Josh Klika, CPPB, LSSGB, Sean Krier, LSSGB

2:15 PM - 3:15 PM
NUMERICAL EVALUATIONS IN BEST VALUE PROCUREMENT

Legal Aspects & Legislation Impacts Advanced *Contact Hours: 1.0* **View**
Presentation

VIEW VIDEO

Do you use numerical evaluations when evaluating proposals? Do you know that the U.S. Department of Defense does not permit numerical weighting of evaluation factors? Laws and practices in this regard vary across Canada and the United States. This presentation discusses why numerical evaluations are useful but the reasons they sometimes are viewed with skepticism. The few court cases that analyze numerical evaluations help explain some fundamental issues with their accuracy and precision, particularly in supporting best value decisions where cost differentials may be offset by proposal superiority. The session concludes with some tips about how to minimize decision errors in your evaluation processes and make numerical evaluations less susceptible to legal claims that they are arbitrary and capricious. The session uses Zoom polls to identify current practices and chat for attendees to

share insights and practices.

Richard Pennington, CPPO, J.D., LL.M.

2:15 PM - 3:15 PM
WHY SUPPLIER DIVERSITY IS SO HARD

Social Responsibility

Foundation

Contact Hours: 1.0

[View Presentation](#)

We often hear why supplier diversity results in good value and general ideas of how to implement inclusion. This session delves more into the technical barriers to inclusion to help you identify key indicators that may help or hinder your inclusion program. Examples of topics we cover include industry barriers, client culture, meaningful data, and tips for considerations for procurement professionals. You can find value in this session whether you are new to supplier diversity or seasoned.

Erin Lopez Nielsen

2:15 PM - 3:15 PM
LEAVING THE STONE AGE BEHIND

Technology Procurement

Foundation

Contact Hours: 1.0

[View Presentation](#)

In the ever changing and ever-growing field of public procurement, we are often faced with many challenges that we must find innovative and intuitive solutions to solve. A change to eProcurement was already happening and that change was accelerated and, in some ways, enhanced by the COVID-19 pandemic. Join Blake Skiles, Purchasing Agent, City of Rosenberg Texas, as he discusses going through not one, but two, eProcurement implementations. We discuss how to assess your current state, how to quickly and effectively implement eProcurement, what eProcurement can do for you, the future of eProcurement, and finding your eProcurement Czar. By the end of the presentation, it will be time to decide, "Are you ready to leave the stone age behind?"

Blake Skiles, CPPB, CPPM, CPP, CPC

2:15 PM - 3:15 PM
PROCUREMENT PRIORITIES IN A POST-COVID WORLD

Case Study

Foundation

Contact Hours: 1.0



As the US continues to re-open, public procurement teams are returning to the office, resuming on-hold projects, and setting their sights on more long-term goals than just the here-and-now of emergency procurements. Although different states are in different stages of re-opening, across the board, it feels like things are going “back to normal”—the reality is, however, that there has been a drastic shift not only in the priorities of procurement teams across the country, but in how your agency views procurement’s role in building for the future.

Join us as we walk you through the 2021 Bonfire State of Public Sourcing report, which explores what’s on every procurement team’s minds these days—what are procurement priorities in a post-COVID world, and how can I learn from the experience of my peers while navigating these new priorities? Themes include:

- Business continuity: How procurement teams were critical in executing business continuity plans in the midst of the pandemic, and how that will continue as your agency builds for the future
- Vendor diversity: Why new legislation from the Biden administration is making this an accelerating priority for public procurement teams, and what your peers are doing to address it
- Software adoption and cybersecurity: How procurement teams are prioritizing data security as public agencies reevaluate the digital solutions put in place during COVID-19 and remote work

Omar Salaymeh, Michael Brinton, Jennifer Frates

3:30 PM - 4:30 PM
PRODUCTS EXPO

4:30 PM - 6:00 PM
TRIVIA PARTY - SOCIAL EVENT

Join us for an evening of enjoyably challenging questions about all kinds of topic during trivia night, hosted by Trivia Mafia, who traditionally provides the best bar trivia! Teams will be randomly assigned so get ready to meet some new people and have fun!

6:30 PM - 7:30 PM
RADIO NIGP: UNPLUGGED AND ON AIR! FORUM DAILY RECAP

6:00 PM - 8:15 PM
YOUNG PROFESSIONALS OPEN HOUSE

Please join Member Council as we welcome Young Professionals to the 2021 Virtual Forum at our “Open House” event to be held on Monday, August 23 from 6:00pm until 8:00pm EST. This event will include activities, speakers and information about how YOU can get involve with NIGP and the many benefits of being a member. The event is “open” so come as

you are, come when you want, and stay as long as you'd like. We look forward to meeting you!

TUESDAY, AUGUST 24

10:00 AM - 10:45 AM

WORKFORCE DEVELOPMENT: A LOOK BEHIND THE CURTAIN -COFFEE MEET-UP

Contact Hours: 0.75

Join Ronni Levine, NIGP's Web Content Manager and Todd Slater, NIGP's Chief Content Officer as they pull back the curtain and provide a look into NIGP's expansion into workforce development. You will be the first to see a prototype of over 20 new Pathways that align Pathways competencies and credentials to procurement roles, allowing for easier career planning for the individual, Chapter, and Entity. This is a great opportunity to learn more about this new area while helping to shape its direction by providing your thoughts and feedback in an interactive discussion.

Todd Slater, PhD, Ronni Levine

10:00 AM - 10:45 AM

ACADEMIC ACCREDITATION COFFEE MEET-UP - WHAT DOES IT TAKE TO EARN NIGP'S ACADEMIC ACCREDITATION?

Dr. Adam M. Williams, Ph.D, Dr. Mohamad G. Alkadry, PH.D., Lisa Frank

10:45 AM - 10:55 AM

MINDFUL MOVEMENT

Join Jody for 10 minutes of mindful movement to stimulate the body and mind. This stretch can be done right from your desk and will give you the tools to connect back to yourself during your busy work day.

Jody Jacoby, NIGP-CPP, CPPO

11:00 AM - 12:00 PM

PLENARY - THE ART OF ACCELERATED RESILIENCE™ ADAPT FASTER AND ACHIEVE MORE

Contact Hours: 1.0

In today's competitive world, there's no time to recover from our setbacks slowly. The research-based strategies from Courtney's new book, *The Successful Struggle*, will have your team managing change, chaos, conflict, and life's other challenges in the fastest, most productive way possible.

At the end of this session, participants will be able to...

- Recognize the benefits of connecting with the purpose of change
- Develop new strategies to maintain personal power and a sense of control during times of change and chaos
- Apply the "Stop, Drop, and Roll" technique for chaos management

Courtney Clark



12:30 PM - 1:30 PM

CONTRACT ADMINISTRATION: THE NEXT LEVEL

Cornerstones of Procurement

Foundation

Contact Hours: 1.0

As procurement professionals, we often focus a lot of energy on solicitations and getting contracts in place, but what happens next? This is the start of contract administration, which include activities after the contract is executed. To create high-performing contracts, you need to simultaneously engage your client relationships and business-partner relationships to help all parties achieve their goals. Join our presentation to learn best practices that will ensure more effective results throughout your contract's lifespan.

Ginger Line, MPA NIGP-CPP CPPB, Adam Manne, MBA CPPO



12:30 PM - 1:30 PM

SUSTAINABLE PROCUREMENT

Social Responsibility

Advanced

Contact Hours: 1.0

[View Presentation](#)

This session covers the experience of passing and launching a sustainable procurement policy. The City of Dallas passed its policy in May 2021, and the new sustainable procurement policy weaves together various existing policies covering living wage, racial equity, supplier diversity, climate action, and local preference, among others.

Chhunny Chhean



12:30 PM - 1:30 PM

INTERNAL CUSTOMERS AND EXTERNAL SUPPLIERS: INCREASE TRUST AND IMPROVE ACCOUNTABILITY WITH MODERN COLLABORATION TOOLS

Case Study

Foundation

Contact Hours: 1.0



"RFPs take too long." "Procurement gets in the way of innovation." "I can do it better myself." "We should avoid going out to bid." We hear these excuses every day. Even today, these myths still fill the hallways of government administration buildings everywhere. But that's sooo 2020! Today's modern procurement professionals have the skills AND the tools to deliver compliance, quality, best value, and innovation in a fraction of the time from even 2 years ago.... and it all starts with building smart sourcing projects using modern collaborative techniques that turbocharge the entire procurement lifecycle. Join Chris Coghill, Procurement Director for the City of Groveland Florida, and Thao Hill, SVP of OpenGov Procurement, as they tackle every myth and every excuse with real life scenarios that will get the naysayers lining up for your strategic assistance!

Christine A. Coghill, NIGP-CPP, CPPO, CPPB , Thao Hill, SVP

12:30 PM - 1:30 PM

PROCUREMENT IN THE NEXT AGE: LEVERAGING THE LESSONS LEARNED DURING THE PANDEMIC

Cornerstones of Procurement

Foundation

Contact Hours: 1.0

The past 18 months have presented countless, unprecedented challenges for all of us. We have pivoted to (and for some now from) a remote workforce, we maneuvered supply chain disruptions, we attempted to balance a home and work life in the same space, and we strived to continuously support our organizations' needs. Throughout all of it, we figured out new ways to work, with new technologies, new tools and a new perspective on our work as public servants. There have been so many lessons learned by public procurement practitioners throughout the pandemic. Join our panel of NIGP Consulting experts as they discuss the impacts of the pandemic on the public procurement (operations/environment/staff/practices), highlight discoveries and innovations, and share how to leverage the opportunities of the past and present, as we work toward the next era of public procurement.

Paul J. Brennan, FNIGP, NIGP-CPP, CPPO, Terry L. McKee, NIGP-CPP, CPPO, CPPB, MPA, C.P.M. CPCP, Denise K. Finn, NIGP-CPP, CPPO, CPPB, C.P.M., Marcheta Gillespie, FNIGP, NIGP-CPP, CPPO, C.P.M., CPPB, CPM

12:30 PM - 1:30 PM

ASKING THE TOUGH QUESTIONS WITH COOPERATIVE PURCHASING

Cooperatives

Foundation

Contact Hours: 1.0

Every day more and more cooperative purchasing organizations "pop-up." Leaving buyers confused about what their best options are and how to easily find answers. Don't get discouraged!

RuthAnne and Jennifer share first-hand experience on how to use available tools and resources to make using cooperative purchasing easier all the while saving time, money and staying in compliance.

In this session, we will answer the tough questions like,

- "How do I know I'm getting the best deal?,"
- "How do coops help me stay in compliance,?"
- "What about my Ts &Cs,"
- "Can I or should I negotiate pricing,?"

and include varied real-life examples from RuthAnne's decades of procurement experience and Jennifer's previous time working directly for a coop and vendor.

This interactive session will encourage the audience to provide examples of their experiences during each topic.

RuthAnne Hall, CPPO, Jennifer Sulentic, VP, CompareCoops

12:30 PM - 1:30 PM

PROPOSAL COST MODELS FOR CONSTRUCTION SOLICITATIONS

Construction

Advanced

Contact Hours: 1.0

[View Presentation](#)

In this session we explore the cost models for construction solicitations and the methodologies for best value construction proposal evaluation using computational models. Through an exploration of the sources, real world case studies, and examples, this session informs the beginner and empowers the experienced procurement professional to maximize the value from their construction cost evaluation models. Cost models for construction solicitations are

complex and require special computational models. Attendees explore the remarkable potential of construction cost models and the practical application of data tabulation, as well as built-in computational models to compare proposals for best value in competitive bidding. Specifically, attendees learn how to employ construction cost models such as Greatest Benefit for Dollar Cost, Competitive Range Analysis, Least Cost Evaluation, Greatest Benefit for Dollar Cost, Cost as an Evaluation Category, Self-Adjusting Cost Evaluation, Cost as a Subjective Criteria, and Revenue as an Evaluation Category.

Sheema Mirchandani, CDPSE



1:45 PM - 2:45 PM

HOW TO CRAFT A SUCCESSFUL, RESULTS-DRIVEN RFP

Cornerstones of Procurement
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

We know that for many procurement professionals, writing an RFP can feel daunting. As you face an upcoming need for contracted services, you may be tempted to fall back on a previously issued version of an RFP, simply mimic what a peer city or state has done, or renew an existing contract – even though you know you could probably find a better performing supplier!

In this session, the Harvard Kennedy School Government Performance Lab (GPL) guides you through the process of creating an inviting, results-driven RFP, from early planning through administering a contract. We also share helpful tools and planning resources to manage the process to reduce delays, while gaining input from stakeholders.

From this workshop, you'll emerge with a new step-by-step framework to make your next RFP writing experience more productive, resulting in an RFP that will be welcoming to the supplier community, generate proposals offering new solutions and outcomes you hope to see from the resulting contract.

Elena Hoffnagle, MPP, Sarah Mostafa, MPP



1:45 PM - 2:45 PM

CREATING COOPERATIVE CONTRACTS: LESSONS FROM LOCAL AGENCIES

Cooperatives

Foundation

Contact Hours: 1.0

[View Presentation](#)

[VIEW VIDEO](#)

You may have utilized cooperative contracts to help your agency save time and achieve better pricing on goods and services. But have you ever considered creating a cooperative contract? In this session, we'll bring together procurement leaders from local public agencies who will share the value of creating cooperative contracts for their agencies and beyond. Hear from agencies about how creating cooperative contracts can spur economic development, generate revenue, and benefit other public agencies in a region. We'll discuss the tactics different agencies have taken and the benefits and challenges of each approach. Especially as COVID-19 continues to impact budgets and increase the pressure on governments to do more with less - this session is one you won't want to miss!

Mariel Reed, Keith Glatz, NIGP-CPP, CPPO, Krystle Sigman, NIGP-CPP, Rita J. Parker, CPPB

1:35 PM - 2:45 PM

MOVING BEYOND THE “NEW NORMAL”: FUTURE-PROOFING YOUR EPROCUREMENT INFRASTRUCTURE

Technology Procurement

Foundation

Contact Hours: 1.0



Major disruptions brought on by the COVID-19 crisis forced many public procurement departments into highly reactive measures. These reactive measures severely stretched and tested procurement infrastructures designed to maintain public safety and access to critical services. Further, some agencies without an existing eProcurement infrastructure were thrust into technology transformation mode just to simply function in the “new normal” environment of remote work and social-distancing. As repercussions of the pandemic continue to present serious economic and supply chain challenges, public procurement departments should assess the consequences of recent disruptions and plan accordingly for the future. As the focus of government purchasing begins to turn toward recovery initiatives, we are moving beyond our reactive “new normal” and entering a proactive “new now” phase. This “new now” presents governments with a prime opportunity to reprioritize procurement and public investment plans to meet new thresholds of sustainability and resilience. A solid eProcurement infrastructure allows for organizations to mitigate the risk of disruptions --- whether such disruptions are in the form of serious risk to public safety or in the form of new competitive realities and a potential influx of federal funds from the US government’s landmark infrastructure legislation.

In this session, we will discuss why procurement teams should prioritize eProcurement infrastructure as a critical cornerstone of their mission. Participants will also be presented with a framework to capitalize on eProcurement transformation through best practice change management and adoption strategies.

[Adam Magalei](#)

1:45 PM - 2:45 PM

PUBLIC PROCUREMENT PROFESSIONAL PERSPECTIVES-CURRENT CHALLENGES & OPPORTUNITIES

Case Study

Foundation

Contact Hours: 1.0

[VIEW VIDEO](#)



Challenges & Opportunities

- **PPE Crisis**-Broken Supply Chain-Lessons & Remedies
- **Innovation**-Adapting to Change in Work & Service Delivery
- **Marketplaces**- Barriers, Solutions & Diversity Opportunity

[James E. Foley, MBA, CPPO, CPPB](#), [Ms. Cathy A. Muse, NIGP-CPP, CPPO](#), [Jack Pellegrino, CPPO, CPCM, NIGP-CPP](#), [Gerald R. Plummer](#), [Gregory K. Spearman, CPPO, NIGP-CPP](#), [Joseph Thomas, CPSM, C.P.M.](#), [Stephen A. Hamill](#), [Dave Trudnowski](#)

1:45 PM - 2:45 PM

WHEN PROCUREMENT MEETS DATA

Leadership and Strategy

Advanced

Contact Hours: 1.0

[View Presentation](#)

While entities use data increasingly across departments and programs to improve performance, data-driven management approaches may not have reached your Procurement Department. Tracking performance can be the first step to improving performance. We discuss real-world examples from projects the Harvard Kennedy School Government Performance Lab (GPL) has done in Memphis, TN, and Long Beach, CA. From Memphis, we show you procurement data dashboards used regularly in leadership meetings to elevate the status of Procurement for city leadership. From Long Beach, we share how the City developed a Procurement Strategic Plan with KPIs to measure success across eight core values. You take away a starting list of metrics, tips on how to measure them, and strategies to run processes to bring about improvements in the metrics, and ideas for drawing attention to those improvements from senior government officials, thereby elevating the status of Procurement.

[Danielle Kavanagh-Smith, PhD](#), [Rebecca Graffy](#), [Michelle Wilson](#)

1:45 PM - 2:45 PM

HOW ADDRESSING INDIVIDUALS' MENTAL HEALTH CONCERNS CAN BENEFIT THE ENTIRE ENTITY

Cornerstones of Procurement
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

Management Therorist, Peter Drucker is quoted as saying “One cannot hire a hand – the whole man always comes with it.” Such is the reality of public entities with regards to the mental health of its employees. Management hires for skills, but the entire person shows up. Therefore, it is ideal when everyone can collaborate in an environment that is harmonious and productive. Realistically, the whole person comes to work with stress, trauma, experiences, and perceptions that have absolutely nothing to do with the office, the work, or the rest of the team--but can adversely impact the entire organization. In this session, participants may expect to take away meaningful nuggets through a participative dialogue with Stacy Gregg and Licensed Professional Counselor, Sandy Boone, which focuses on: (1) Me – how do I address my needs (2) Them – how do I identify and approach the needs of others, and (3) Us – How do we work together to create a healthy work environment that encourages positivity, collaboration, harmony, and productivity. The duo is planning a partnership, which optimizes their collaborative insights to inspire others to greatness.

[Stacy Gregg, NIGP-CPP, CPPO, CPPB](#), [Sandy Frye Boone](#)

1:45 PM - 2:45 PM

TIPS AND TRICKS TO UNDERSTAND THE SUPPLIER PERSPECTIVE

Social Responsibility

Foundation

Contact Hours: 1.0

[View Presentation](#)

We all hope a range of diverse suppliers will respond to our contracting opportunities, especially because supplier diversity can equal higher quality services, better pricing, and growth for local firms. Yet, we often see the same suppliers responding and winning contracts time and time again! In this session, the Harvard Kennedy School Government Performance Lab (GPL) shares strategies to understand what barriers suppliers face, based on experiences in Los Angeles, Saint Paul, and Tulsa. You also see how process mapping and client journey mapping can be valuable tools to identify complex process steps and administrative hurdles. From this workshop, you emerge with new tools to understand the contracting experience through your suppliers' eyes. You will be prepared to take a more informed approach to your supplier diversity efforts - rooting new strategies in the real challenges they face.

[Kate Mertz, MPP](#), [Anh Ton, MPA](#), [Lars Benson, MPA](#)

1:45 PM - 2:45 PM

DEMYSTIFYING ALTERNATIVE DELIVERY METHODS IN CONSTRUCTION

Construction

Advanced

Contact Hours: 1.0

Capital improvement projects are more in demand than ever as a project delivery method. One of the prime reasons is the notion that it takes less time and financial resources. The team is key along with the commitment for strong communication and follow up. Procurement professionals learn how to manage the construction procurement process and how to find resources to assist with comprehending and mitigating risk. Information on the construction industry, funding mechanisms, and processes available to assist using departments are shared. This session provides some means and strategies to apply the right delivery method for the right project. Procurement can migrate from a "one shoe fits all" approach to construction.

Althea Pemsel, MS, CPSM, C.P.M.

3:00 PM - 4:00 PM

A LAYERED APPROACH TO SECURING YOUR ORGANIZATION'S ENVIRONMENT

Contact Hours: 1.0



Please join our discussion to learn how to help protect your organization from security risks, data breaches and malware attacks. Learn how Canon Solutions America's 5 pillars of security can help you mitigate those risks.

Aaron Hale

3:00 PM - 4:00 PM

REFRAMING POSSIBLE: THE CRITICAL ROLE PROCUREMENT PLAYS IN RE-BUILDING RESILIENT COMMUNITIES WITH THE USE OF FEDERAL FUNDING

Contact Hours: 1.0



DISASTER
RECOVERY
SERVICES

Dr. Kim Abrego, PT, DPT, Shelley Vineyard, MBA, RTSBA

**3:00 PM - 4:00 PM
CONNECTING, POWERING & SECURING THE NEW ERA**

Contact Hours: 1.0



Jeff Peskuski, Rob Rhoads

**3:00 PM - 4:00 PM
RE-OPEN CONFIDENTLY**

Contact Hours: 1.0



Alyn Bailey

**3:00 PM - 4:00 PM
N95 RESPIRATORS - WHAT HAPPENED, WHY IT HAPPENED, WHY IT WILL HAPPEN AGAIN**

Contact Hours: 1.0



Rick Bond, David Kidd

**3:00 PM - 4:00 PM
THE EVOLUTION OF PROCUREMENT TECHNOLOGY – A Q&A WITH VIRGINIA BEACH CITY PUBLIC SCHOOLS AND PERISCOPE HOLDINGS**

Contact Hours: 1.0



Join Kevin Beardsley, CPPO, CPPB, Director of Purchasing at Virginia Beach City Public Schools as he discusses how procurement technology has benefitted the organization over the last 20 years. From digitizing paper based systems to helping manage through the pandemic, Kevin will walk through the evolution of eProcurement at his organization and answer live Q&A.

Kevin Beardsley, CPPO, CPPB

4:15 PM - 5:15 PM
PRODUCTS EXPO

5:30 PM - 6:30 PM
SPEED NETWORKING

Participate in this fun and educational speed networking event, featuring four opportunities to connect and interact.

6:30 PM - 7:30 PM
RADIO NIGP: UNPLUGGED AND ON AIR! FORUM DAILY RECAP

Wednesday, August 25, 2021

10:00 AM - 10:45 AM
COFFEE MEET-UP - INSTRUCTORS

Contact Hours: 0.75

Todd Slater, PhD, Ron King, NIGP-CPP, CPPO, CPPB, VCM, VCO

11:00 AM - 12:00 PM
PLENARY - PERMISSION GRANTED: TO GET RID OF YOUR BS

Contact Hours: 1.0

Whether implicit or conscious, bias is the number one threat to humanity and any company's success. If your company's goal is to create cohesiveness within your organization, increase revenue, be innovative and/or elevate your reputation-the bias in your workforce and

community is a roadblock. You know the problem. Permission: Granted is your answer.

Risha Grant

12:10 PM - 12:20 PM **MINDFUL MOVEMENT**

Join Jody for 10 minutes of mindful movement to stimulate the body and mind. This stretch can be done right from your desk and will give you the tools to connect back to yourself during your busy workday.

Jody Jacoby, NIGP-CPP, CPPO

12:30 PM - 1:30 PM **EXPLORING AND DEMYSTIFYING JOB ORDER CONTRACTING**

Construction Advanced *Contact Hours: 1.0* [View Presentation](#)

Through the use of Top 10 Lists this session explores Job Order Contracting, one of the newest and least understood construction delivery processes available to the public sector. Our first list explores the Top 10 misconceptions about Job Order Contracting (JOC) and debunks such myths as JOC is a construction prequalification program to JOC is an IDIQ contracting method. Our second list explores the Top 10 Job Order Contracting best practices. Using lessons learned from hundreds of contracts and thousands of projects completed across the country, we explore the characteristics that contribute to the success of the best JOC programs in delivering great programs on time and within budget.

Michael Bevis, JD, NIGP-CPP, CPPO, C.P.M

12:30 PM - 1:30 PM **BYPASSING BURNOUT AND SUCCESSFULLY NAVIGATING CHANGE**

Cornerstones of Procurement Foundation *Contact Hours: 1.0*

One of the most popular ways to describe 2020 was "dumpster fire," and 2021 so far isn't shaping up to look a whole lot easier. Pandemic fatigue, virtual meeting burnout, stress at home and in the workplace... it's been a lot, and the the impacts of this for you, your clients, and your coworkers are real. Now, we're figuring out how to reintegrate, establish new normals, and reconnect as humans. Navigating this changed environment requires new skills for finding our way and operating at full capacity. This session targets specific tactics and concepts to help you navigate current and ongoing changes while also leveraging these changes to build relationships for optimal outcomes. We cover three of the most important F words of the current time (Fear, Fluidity, Flexibility) and hone in on strategies to help you respond optimally to difficult situations, stay nimble, and proactively respond to opportunities

without sacrificing your own wellbeing.

Nicole Lance

12:30 PM - 1:30 PM
LET'S JUST COOPERATE!

Cooperatives Foundation *Contact Hours: 1.0*

If you've ever heard of cooperative procurement, but are not really sure how to build a strategy – this session is for you! Learn the history of cooperative and government procurement; discover how cooperative contracts can assist you in your procurement role; determine when using a cooperative may or may not be the best idea; and utilize the National Cooperative Procurement Partners' (NCP) "Roadmap to a Cooperative Procurement Strategy" to your advantage. Real case studies and success stories are shared, along with a fun game called "Let's Just Cooperate" with T-shirts given out!

Tammy Rimes, MPA

12:30 PM - 1:30 PM
CONTEMPORARY BUSINESS PRACTICES, FINDING COMMON GROUND

NIGP
Business Council

Finding mutually beneficial partnerships to ensure fair competition and inclusion to achieve your entity's new regulation goals.

12:30 PM - 1:30 PM
THE CHOICE IS YOURS! ON-PREMISES, CLOUD-HOSTED, OR SOFTWARE-AS-A-SERVICE?

Technology Procurement Foundation *Contact Hours: 1.0* [View Presentation](#)

Technology is making up a larger and larger portion of our total spend as procurement professionals. Everyone wants you to get them that shiny new plaything that will make their work easier and make them look faster, more efficient, and more effective in the process. The problem is, how do you know which option is right for you and your entity's needs? Whether you choose to implement a solution that is on-premises, cloud- or supplier-hosted, or Software

as a Service (SaaS) will have a significant impact on how you develop your procurement. In this session, you are invited to join a discussion with two experienced technology procurement professionals as they examine the differences between the various software implementation options, and guide you through the factors you need to consider when planning your entity's next big IT purchase.

[Nathan Dawson, Kristen Hutto, NIGP-CPP, CPPB](#)

12:30 PM - 1:30 PM

SURELY WE CAN TRUST THE BOSS: CAN'T WE?

Legal Aspects & Legislation Impacts
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

He was the Town Administrator for a small community in south Florida - smart, charismatic and admired by the both the public and his employees. However, over a period of months, he came up with a scheme to defraud his entity of thousands of dollars in public funds through the creation of dummy companies and fraudulent approvals of work that was never performed. His machinations were eventually revealed and reported to the police by an intrepid procurement manager who bore the brunt of the resulting criticism from not only the town's elected officials, but his own supervisor. In this workshop, participants learn how the whole plan unfolded, how it was uncovered, and the impact it had on how procurements were handled in the entity for several years afterwards.

[David E. Nash, CPPO, CPPB, NIGP-CPP](#)

12:30 PM - 1:30 PM

HALIFAX'S JOURNEY TO SOCIAL PROCUREMENT

Social Responsibility

Foundation

Contact Hours: 1.0

Halifax Regional Municipality's journey to social procurement began in 2017 with a request from our Council to consider applying a social lens to future solicitations and culminated in the approval of a Supplier Code of Conduct and Social Value Procurement framework in 2020. The session provides an overview of the Municipality's journey, including how "local preference" evolved into "social procurement" and the considerations, direction, and decisions made through our evolution to a social procurement entity with a focus on improving accessibility to SWaM suppliers, diversity, quality of life, and workforce development. The session focuses on social responsibility objectives, how they have been considered, and how they were incorporated into our policy and framework. We discuss political direction and how Procurement addressed it, the jurisdictional research performed, outcomes of market consultation, how regional and industry concerns have been addressed, and the first stages of the implementation of social procurement in Halifax, including lessons learned.

[Stephen Terry, NIGP-CPP, SPSM2, Erin MacDonald](#)

12:30 PM - 1:30 PM

BEST PRACTICES FOR CONTRACT ADMINISTRATION IN A VIRTUAL WORKSPACE

Cornerstones of Procurement
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

We will discuss our Goods and Services Team's journey to convert contract administration training from an in-person workshop to an e-Learning experience during the pandemic. This session will highlight the benefits of offering training in a virtual, self-paced environment as well as provide a demonstration of our final product.

[Briana Kass, Melody Buchanan](#)

1:45 PM - 2:45 PM

PARADIGM SHIFTS: WHO MOVED MY OFFICE?

Cooperatives

Advanced

Contact Hours: 1.0

Working off the philosophy of the book/concept, "Who Moved My Cheese?", Tammy Rimes takes this concept and relates it to cooperative procurement. Whether reworking existing policies, allowing new processes to accommodate social distancing, and shifts in daily operations, it is time to reflect on how we conducted procurement processes in the past and what is possible for the future. The use of cooperative contracting is on the rise, especially because of COVID 19, pushing teams to becoming more creative and develop new ways to be strategic while taking care of daily business. After 2020, procurement life will never be the same again.

[Tammy Rimes, MPA, Duff Erholtz, Doug Looney, Ronnie Barnes, Bill DeMars](#)

1:45 PM - 2:45 PM

10-STEP CHECKLIST FOR YOUR PROCUREMENT DEPARTMENT & ENTITY TO SURVIVE A POST COVID WORLD

Leadership and Strategy

Advanced

Contact Hours: 1.0

[View Presentation](#)

In this session, we share a ten-step checklist to help your procurement department and entity survive and thrive in a changed, post COVID world. The steps are practical, as well as easy to

follow and understand. So, join us, and come away with a plan to move forward successfully--with one less thing to worry about or stress over!

James Tanzosch, CPPB, CPPO, MBA

1:45 PM - 2:45 PM

MYTHS & FACTS OF EPROCUREMENT

Case Study

Foundation

Contact Hours: 1.0



Implementing a new procurement system or process will have its difficulties, but there's no reason these can't be overcome with proper planning, the right team, and the right technology powering your transformation. When determining if eProcurement is the right fit for your organization, it's important to recognize the difference between legitimate obstacles to overcome, and myths that could deter you unnecessarily. We'll present on some of the main myths that could be deterring you – cost, complexity, vendor preferences, data security, and more – and demonstrate real-world examples of the actual facts.

Kurt Rohmann

1:45 PM - 2:45 PM

SAFEGUARDING COMPETITION IN THE NEW FRONTIER OF E-PROCUREMENT

Legal Aspects & Legislation Impacts
Presentation

Advanced

Contact Hours: 1.0

View

Do unscrupulous suppliers groan or cheer when a procurement professional rolls out a new e-procurement program? The answer: It depends on the features of the program selected and how it is used. This session explores the potential pitfalls of e-procurement from an antitrust and competition perspective and provides tips on how to avoid them.

We discuss the ways in which e-procurement systems can provide the procurement professional superior protection from supplier collusion over traditional procurement processes, ways in which certain e-procurement systems might actually increase the entity's exposure to supplier collusion, and tips for selecting and implementing an e-procurement

system to minimize those risks.

Jennifer Pratt



1:45 PM - 2:45 PM

INTEGRATED ENVIRONMENT FOR BEST VALUE SOURCING, EFFICIENT SPEND MANAGEMENT, AND AUGMENTED DIVERSITY PARTICIPATION

Technology Procurement

Advanced

Contact Hours: 1.0

In this session, we explore an integrated environment for database driven eProcurement, contract management, supplier performance KPIs, and spend analytics for best value sourcing, efficient spend management, and augmented access, inclusion, diversity participation, and utilization. Through an exploration of the sources, real world case studies, and examples, this session informs the beginner and empowers the experienced procurement professional to maximize the value from their procurement and supplier management efforts. Procurement, contract management, and spend management KPIs drive the efficiency of the whole process. Attendees explore remarkable potential of integrated database driven systems and the potential for massive cost savings as well as procurement efficiency augmentation using artificial intelligence. In addition, they learn to track and augment diversity participation and utilization using external and internal certification data, performance data, and subcontract management data.

Sheema Mirchandani, CDPSE



1:45 PM - 2:45 PM

EVERYTHING YOU NEED TO KNOW ABOUT SUPPLIER DIVERSITY PROGRAMS

Social Responsibility

Foundation

Contact Hours: 1.0

Many agencies are focusing more than ever on issues related to diversity, equity and inclusion. Initiatives to increase the diversity of government vendors require a thorough understanding of the legal standards, program elements and best practices to develop legally defensible and administratively successful programs. This session will focus on these issues and provide tips for setting up a new program and taking existing programs to the next level.

Colette Holt, JD



1:45 PM - 2:45 PM

PROCUREMENT IN THE COURTROOM

Live Courtroom Drama!! Join us to enjoy and learn about a case or two in public procurement history. Your colleagues present a case of interest, including witness examination and advocating the positions of the plaintiff and the defendant. You witness the proceedings, listen to the arguments, and then have the opportunity to ask questions before you decide which side wins the case. Subsequently, the “Colleague” Judge renders the opinion and discusses the application of the information to your daily operations.

Barb Johnson NIGP-CPP CPPO CPPB, Lynda Allair NIGP-CPP CPPO, Richard Pennington, CPPO, J.D., LL.M., Carl Bonitto, CSCMP, Valerie Scott CPPB, Kristy Varda NIGP-CPP CPPO CPPB

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1:45 PM - 2:45 PM

MARKET RESEARCH: PROJECT DELIVERY METHODS CHALLENGES AND OPPORTUNITIES

GORDIAN®

Gordian and NIGP are partnering to conduct market research on project delivery method challenges and opportunities. This research aims to better understand construction procurement trends, solicitation activities and the differences between project delivery methods. Join this session to hear more about the project and contribute your insight and expertise with the research team. Don't miss this chance to participate in this important initiative.

Ana Maria Dimand, Andrea S. Patrucco , Randy Horn

3:00 PM - 4:00 PM

BUILDING A CASE FOR FULL PROCURE-TO-PAY AUTOMATION - LESSONS LEARNED FROM COOK COUNTY AND THE CITY OF EL PASO

Contact Hours: 1.0

EqualLevel

Eric Gould, Ira Golden, Lourdes Coss, MPA, CPPO

3:00 PM - 4:00 PM

TOPIC BASED NETWORKING HOSTED BY CINTAS

Contact Hours: 1.0



3:00 PM - 4:00 PM

HEALTH BUILDING: IMPROVING IAQ AND USING FEDERAL FUNDS

Contact Hours: 1.0



Brian Meneghan, Kristie Brooks

3:00 PM - 4:00 PM

BENEFITS OF UTILIZING YOUR LOCAL BUSINESS PARTNERSHIP

Contact Hours: 1.0



Rich Nyberg, Cameron Mickey

3:00 PM - 4:00 PM

INDIRECT PROCUREMENT - PARTNERING WITH YOUR VENDORS TO DRIVE BETTER PROCUREMENT DECISIONS

Contact Hours: 1.0



Billy Grimmet, Drew Tuller

3:00 PM - 4:00 PM
THE IMPACT OF COVID-19 ON MANUFACTURING

Contact Hours: 1.0



[Jon Stodola](#), [Boyd Montgomery](#), [Carrie Mathes](#), [CPPO](#), [APP](#), [CPPB](#), [C.P.M.](#), [CFCM](#), [MPA](#)

4:15 PM - 5:15 PM
PRODUCTS EXPO

5:30 PM - 6:15 PM
SOCIAL ACTIVITY - MAGIC SHOW & NETWORKING

A magical evening of surprises! Don't miss this special event featuring magician Jason Silberman. Jason is one of the top performers in New Jersey and the surrounding area. Jason began performing magic as a young boy and turned his passion into a profession. This interactive virtual magic show is sure to blow your mind!

6:30 PM - 7:30 PM
RADIO NIGP: UNPLUGGED AND ON AIR! FORUM DAILY RECAP

5:30 PM - 7:00 PM
CHAPTER PRESIDENT'S APPRECIATION EVENT - INVITATION ONLY

Thursday, August 26, 2021

10:00 AM - 10:45 AM
NIGP TALENT COUNCIL COFFEE MEET-UP

Contact Hours: 0.75

Come and learn more about the volunteer opportunities at the Institute level. A discussion surrounding the process along with testimonies about the benefits of volunteering will take place.

10:45 AM - 10:55 AM

MINDFUL MOVEMENT

Jody Jacoby, NIGP-CPP, CPPO

11:00 AM - 12:00 PM
ENTITY NETWORKING SESSIONS

Contact Hours: 1.0

-
- Higher Education
 - K-12
 - Large Cities
 - Large Counties
 - Small and Medium Cities
 - Small and Medium Counties
 - States
 - Transportation
 - Utilities
 - Housing Authorities

12:30 PM - 1:30 PM
IS A CYBER ATTACK IN YOUR FUTURE?

Technology Procurement

Foundation

Contact Hours: 1.0

[View Presentation](#)

In light of the recent cyber attacks and the Federal Government's mandate for changes, we will discuss various types of attacks, vulnerabilities and recommended cyber security measures that can be taken to help your agency not become the next news headline.

Kristy Varda NIGP-CPP CPPO CPPB, Stephanie Akerley, NIGP-CPP, CPPB, CTPE

12:30 PM - 1:30 PM
O CANADA! CREATING A GROUP BUYING STRATEGY

Cooperatives

Foundation

Contact Hours: 1.0

[View Presentation](#)

While cooperative procurement has been used across the United States by public entities for decades, it's a newer contracting tool for Canadian public entities. With recent changes in trade agreements and greater adoption by provinces, it is making a positive impact. Learn from in-the-know experts about "group buying" in Canada. Whether you are a supplier who sells to the Canadian marketplace, or a procurement professional from a Canadian entity, this session

shares new insights and perspectives.

Stéphanie Dion, NIGP-CPP, CPPB, Chris Penny, Dave Dextraze, CET

12:30 PM - 1:30 PM
BUILD TRUST IN THE PROCUREMENT PROCESS

Leadership and Strategy Advanced *Contact Hours: 1.0*

Do your internal clients trust the procurement process and your team to deliver? If your answer to this question is "No," then this session is for you! Learn some practical and effective methods to gain and build confidence of your client, management, and elected officials in your procurement processes.

Dean Mealy, II, CPPO

12:30 PM - 1:30 PM
WHAT DOES MY GOVERNMENT NEED TO CONSIDER FOR FLEET ELECTRIFICATION?

Case Study Foundation *Contact Hours: 1.0*



Electrification presents government fleets with unique challenges both to vehicle selection and total cost of ownership analyses. But government procurement officers and fleet managers are also confronted with a new set of challenges including selecting the right EV charging equipment and optimizing charging strategies, the impact of this EV charging equipment to end user facilities and operations, funding availability for agencies to convert their fleets and supporting infrastructure, and coordination with the local utilities to add significant load to the grid. Yet agencies who can look at their project holistically, develop an implementation and funding strategy and leverage the new common "fuel" of electricity are rewarded with lower upfront project construction costs, ongoing operational cost reductions and a meaningful reduction in localized greenhouse gas emissions.

Austin Morton, Diana Kotler, Avninder Buttar, Steven Clarke, David Lazerwitz

12:30 PM - 1:30 PM

FINDING THE PROPER MIX OF TECHNOLOGY AND PERSON-TO-PERSON CONTACT

Cornerstones of Procurement

Advanced

Contact Hours: 1.0

This presentation addresses the plethora of actions supply chain, procurement professionals, and leaders must take in an environment of COVID-19, shrinking budgets, reorganizations, and limited resources. Real world successes and not so successful attempts are shared on how to maintain, and if necessary, sustain a digital department while upgrading processes and digital means of operating. Offered solutions are measurable and scalable while following CDC and other mandates. The session covers doing more with less, communicating during changes, managing staff through COVID-19, and sustaining morale and focus.

[Althea Pemsel, MS, CPSM, C.P.M.](#)

12:30 PM - 1:30 PM

STRATEGIC CATEGORY MANAGEMENT: A CASE STUDY

Leadership and Strategy

Advanced

Contact Hours: 1.0

The City of Austin recently transformed our Procurement Team from client-based assignments to strategic category management. We share our experience from planning the categories and developing category plans to implementing the program and seeing results, including the challenges we faced along the way as well as the successes we are now seeing.

[Shawn M. Willett, CPPO](#), [James Scarboro, CPPO, CPSM, CPCM](#)

12:30 PM - 1:30 PM

NIGP TOWN HALL DISCUSSION

1:45 PM - 2:45 PM

SHINING THE LIGHT ON THE DARK SIDE OF THE PANDEMIC

Cornerstones of Procurement

Foundation

Contact Hours: 1.0

The pandemic affected everyone, but the impact was felt in different ways. While the procurement profession focused on the disruption to the supply chain and transitioning to a remote work environment, individuals in our community have struggled in relative silence. Whether trying to adjust to the imbalance in the home/work life, feelings of isolation, fears of the unknown, or stress over the health of loved ones, we have all had to deal with our personal challenges while still striving to provide support in our professional life. This incredible panel of experts in mental health, leadership, and procurement speak about the darker side of the

pandemic's impact to our emotional, physical, and mental well being. The panel shines a light on topics affecting our colleagues, our staff, our friends, and family in an effort to create awareness, remove the fear and stigma, and provides insight in how to care for ourselves and others who may be struggling in silence.

Marcheta Gillespie, FNIGP, NIGP-CPP, CPPO, C.P.M., CPPB, CPM, Dr. Maria Church, Shara Turner, LPC, MSC, NCC, Eagala, Cathy Simonds

1:45 PM - 2:45 PM
STEPS TOWARD EFFECTIVE PERSONAL ADVOCACY

Cornerstones of Procurement Foundation *Contact Hours: 1.0* [View](#)

[Presentation](#) [Handouts](#)

Over the course of the past year, procurement professionals have had to learn to adapt to new, challenging, and often stressful situations; from transitioning to an online/virtual work environment to navigating the successful procurement and delivery of supplies in a time of global shortage. This session focuses on keeping true to oneself through the identification and application of strategies for establishing personal or professional boundaries, diffusing tensions, and opening and maintaining collaborative lines of communication. Participants are introduced to techniques for linguistic alignment and are given an opportunity to utilize these strategies to achieve effective personal advocacy in this new and rapidly changing work environment.

Arden Clark, NIGP-CPP, MS, MBA, CPPB, VCCO, VCO

1:45 PM - 2:45 PM
CORPORATE SOCIAL RESPONSIBILITY PROGRAMS FOR PUBLIC SECTOR SUPPLY CHAINS

Social Responsibility Advanced *Contact Hours: 1.0* [View Presentation](#)

Corporate Social Responsibility (CSR) assessments of one's supply chain have become prevalent in the private sector in recent years, yet have rarely been seen in the public sector. As one of the first local governments in the U.S. to implement such a program, Fairfax County, Virginia, is leading the charge in addressing supply chain sustainability in the public sector. This session discusses Fairfax County's launch of a Supply Chain initiative to better understand the social and environmental impacts of the \$1 billion supply chain serving its 1.1 million residents. Fairfax County looks forward to sharing their journey with NIGP peers!

Chris McGough, John Bys

1:45 PM - 2:45 PM
WHAT'S IN THE FINE PRINT AND WHY

Legal Aspects & Legislation Impacts
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

This session explores the meaning and purpose of each term and condition of the standard purchase order. Using models collected from across the English speaking world, this session explores the business purpose and application of each paragraph of a standard purchase order. On a macro level, we also look at ways to take this information and develop similar training programs for your client departments and contract administrators.

[Michael Bevis, JD, NIGP-CPP, CPPO, C.P.M](#)

1:45 PM - 2:45 PM
THE WONDERS AND HEADACHES OF WAREHOUSING

Cornerstones of Procurement
[Presentation](#)

Foundation

Contact Hours: 1.0

[View](#)

Having a warehouse in your entity can be an asset to the operations people, but a real headache to everyone else. Inventory must be ordered and stocked, the building must be maintained, and staff must be trained. Additionally, the warehouse often becomes a “temporary” storage facility for all manner of entity property and is subject to the vagaries of budgets and staffing. This workshop discusses the basic methods of operating a warehouse and considerations when opening or closing one.

[David E. Nash, CPPO, CPPB, NIGP-CPP](#)

1:45 PM - 2:45 PM
USE OF PROFESSIONAL JUDGMENT IN PROCUREMENT

Cornerstones of Procurement

Advanced

Contact Hours: 1.0

The RFPDreamTeam discusses applications of professional judgment in procurement as many entities shift their practices from tactical to strategic. Procurement professionals' roles and responsibilities are also evolving and require agility.

Stéphanie Dion, NIGP-CPP, CPPB, Mr. Victor A. Leamer, CPPB , Mike Thornton, CPPO, Lisa Frank

1:45 PM - 2:45 PM

ESTABLISHING A CONTRACTING PLAN THAT SUPPORTS SUPPLIER DIVERSITY AND POSITIVELY IMPACTS THE COMMUNITY

Cornerstones of Procurement

Foundation

Contact Hours: 1.0

Supplier Diversity is not a new contracting concept; however, in today's public contracting environment, it has become an essential cornerstone of how procurement is accomplished. Do you have a Contracting Supplier Diversity Plan? What is included and how do you ensure results? This session outlines the County of San Diego's Contracting Diversity Plan, its major components, implementing approach, and metrics for success as well as specific examples of application on County of San Diego procurements. The County's new approach to diversity goes beyond just establishing goals for minority contractors, but implements multi-faceted actions to ensure minority participation and engagement in County procurements, while focusing on local community impacts.

Jack Pellegrino, CPPO, CPCM, NIGP-CPP

3:00 PM - 4:00 PM

CUSTOM CONVERSATIONS - OPEN DISCUSSION WITH THE RFP DREAMTEAM

Contact Hours: 1.0

Stéphanie Dion, NIGP-CPP, CPPB

3:00 PM - 4:00 PM

CUSTOM CONVERSATION - NIGP FORUM LEADERSHIP SUMMIT-WHAT TO EXPECT

Contact Hours: 1.0

Todd Slater, PhD, Shannon Lockwood, CMP, DES

3:00 PM - 4:00 PM

RADIO NIGP: UNPLUGGED AND ON AIR! FORUM DAILY RECAP

Contact Hours: 1.0

Barb Johnson NIGP-CPP CPPO CPPB

3:00 PM - 4:00 PM

CUSTOM CONVERSATION: THE CRITICAL ROLE OF MENTORSHIP IN THE PROCUREMENT COMMUNITY

Contact Hours: 1.0

Marcheta Gillespie, FNIGP, NIGP-CPP, CPPO, C.P.M., CPPB, CPM, Keith Glatz, NIGP-CPP, CPPO

4:15 PM - 5:45 PM

CLOSING & PLENARY: REACHING YOUR NEXT SUMMIT: 5 VERTICAL LESSONS TO LEAD WITH MORE IMPACT, REGARDLESS OF YOUR TITLE

Contact Hours: 1.0

Professionals often struggle to deliver more value under tightening business constraints and rising expectations. Add the complications of regulations, engaging a multi-generational work force, constantly evolving technology, economic pressure, *plus* the chaos of day-to-day life; and you have a serious challenge.

After facing the same frustrations from the front lines to the executive level for more than 20 years, Manley believes the answer is to equip individuals at all levels to think, act and influence as leaders in their environment. This keynote will help equip you to lead on the edge and realize more in your life and work every day.