



Session	Title & Description	Speaker	UPPCC & ISM Approved CEH Credit	Attended ✓
Monday, October 10, 2022				
8:30 - 9:45 am General Session	<p>Keynote Address: Purple Cow Leadership: Stand out as an effective Leader</p> <p>Description: Leadership isn't the easiest path, but it is a meaningful and potentially rewarding one. How can you lead through your actions - with or without an authority? What makes some leaders stand out from the crowd? The Purple Cow Leader has willing followers. Learn to create a tribe of people who want to be on your team. Learn to motivate them (and you) by changing just a few small traits. Create positive morale, energy, and successful projects. Learn how to become the best leader you can be. It's not good enough these days to be a great leader, you have to be a stand-out leader.</p>	Saby Waraich, Professional Speaker	1.25	
10:00 - 11:00 am Breakout Session 1A	<p>Title: 5 Things I Wish I Knew: What Buyers and Vendors Should Know About Each Other</p> <p>Description: What should public sector buyers better understand about being a vendor, and how should vendors think about the job of a buyer? In this discussion, Lanier talks about five things he thinks each of these parties should better understand about the other from his time in both roles. Full of examples and with time for group discussion, this session will have something for everyone.</p>	Dustin Lanier, CPPO, Founder & Principal Consultant, Civic Initiatives	1.0	
10:00 - 11:00 am Breakout Session 1B	<p>Title: Trends in Procurement: Workforce development and consistent emerging technology changes and challenges, along with the impact of remote work</p> <p>Description: We will review how COVID and subsequent emerging technologies has impacted how procurements are created, collaborated, and completed. This session focuses on Workforce development and consistent emerging technology changes and challenges, along with the impact of remote work has challenged the seasoned procurement professional. Lisa will review what we can do to adapt, and what changes we may (will?) see in the foreseeable future. Working in the technology sector, Lisa has extensive experience in acquiring the latest technologies, including, chatbots, robotics, artificial intelligence, IOT, and now, NFTs and Blockchain. Each will be addressed in how these will impact the profession. A basic understanding of the procurement process (differences between ITBs/RFQs vs. RFPs) and tools used in business is required.</p>	Lisa Mehalko, NIGP-CPP, CPPO, CPSM, GCPM, GCPCA, CIA, Director of Procurement, Georgia Technology Authority	1.0	
2:00 - 3:00 pm General Session	<p>Title: Bad Buying – Why it Happens and How to Avoid It!</p> <p>Description: Author of the first ever procurement book published by global giant Penguin / Random House, Peter will discuss the root causes of Bad Buying. He will explain how governments and government-related bodies (as well as private corporations) waste billions through failure, fraud and general incompetence around how they spend money with suppliers. Some humorous stories – but also some lessons learned that can help any practitioner make sure they are not involved in a future “bad buying” episode!</p>	Peter Smith Author & Speaker	1.0	
3:15 - 4:45 pm Breakout Session 2A	<p>Title: Filing a Federal Procurement Flight Plan</p> <p>Description: The top five reasons for federal disaster grant funding de-obligation are related to procurement and contracting missteps. The task of sorting out confusing and unfamiliar procurement rules while in the throes of a disaster will set your organization on a course for failure. Join Disaster Recovery Services for a discussion of the benefits of a well-thought-out emergency procurement flight plan before disaster strikes.</p> <p>Topics include:</p> <ul style="list-style-type: none"> • Applying the most restrictive procurement rules of federal vs. state vs. local • Creating emergency procurement operating procedures and checklists • Conducting a gap analysis for sourcing common disaster recovery goods and services • Using cooperative purchasing as a valuable “flight instrument” • Communicating the disaster procurement plan to all stakeholders 	Dr. Kim Abrego, PT, DPT & Shelley Vineyard, MBA, NIGP- CPP, RTSBA, Disaster Recovery Services	1.5	
3:15 - 4:45 pm Breakout Session 2B	<p>Title: Gaining and Retaining a Generational Procurement Staff</p> <p>Description: This session will discuss the generational makeup of the current workforce and the aging out of existing procurement staff. The session will cover understanding generations (Boomers, Gen X, Millennials and Gen Z), how they work, how they benefit from one another (cross generational mentoring), and how understanding the generations will assist in retaining procurement professionals.</p> <p>Topics will include:</p> <ul style="list-style-type: none"> • So What Generation am I? • How Can I Help? • Are we dating or getting married? (attracting and retaining procurement staff) • Growing together (educating and providing opportunities to staff) 	Maria L. Roux, Asst. Chief Procurement Officer- QA Compliance, Georgia Department of Transportation	1.5	
Tuesday, October 11, 2022				
8:00 - 9:00 am General Session	<p>Title: Performance Metrics: How Do You Measure (Up)?</p> <p>Description: Many procurement operations engage in measuring performance regularly, while others do not. Is there value in utilizing performance data? You bet there is.... provided you understand who this data is being communicated to and how it is being utilized as part of an organization's decision-making process. In this session, we will peel back the onion with a case study from Orange County, Florida, whereby we will explore a myriad of key performance indicators as well as analysis factors that identified whether or not they were effectively demonstrating the performance of a procurement operation. Learn how modernizing our procurement performance measurements allowed us to more effectively demonstrate whether or not we are meeting our objectives. Additionally, we will explore procurement performance indicators utilized by peers around the country to identify both common and unique indicators that could contribute to organizational improvement.</p>	Carrie Mathes, MPA, CFCM, NIGP-CPP, CPPO, C.P.M., CPPB, A.P.P., Manager, Orange County Procurement Division	1.0	

9:15 - 10:15 am General Session	<p>Title: <i>Procurement with Purpose – Achieving Wider Value from Government Spending</i> Description: Peter will explain what “Procurement with Purpose” means and why it is becoming so important for government (and private sector) organisations. He'll discuss some initiatives from different countries covering climate change, social benefit and more, suggest practical steps that procurement practitioners should consider across ESG priority areas, and highlight both some success stories and some difficult issues that face buyers.</p>	Peter Smith Author & Speaker	1.0
10:30 - 11:30 am Breakout Session 3A	<p>Title: <i>Modern Market Research: Who, What, When, Where, Why and How?</i> Description: COVID, supply chain issues, increase in remote workers, advances in technology. So many factors impact our market research strategies. This session focuses on an exploration of the importance of solid market research (Why?), and the use of practical and effective market research techniques. In this session Stephanie will:</p> <ul style="list-style-type: none"> o Identify the core needs and purpose of a modern approach to market research. o Develop a thorough market research process. o Explore and apply effective market research techniques. 	Stephanie Gale, Curriculum Specialist, National Association of State Procurement Professionals	1.0
11:30 am - Noon Breakout Session 3B	<p>Title: <i>How One Leading County Ensures a Ready Supplier Pool</i> Description: Bob will cover the key steps in automating the procurement process to better serve a growing community, the process to templatize contracts and facilitate better evaluations to cut the timeline to decisions, and how to tap into digital supplier networks to ensure a ready pool of suppliers to meet growth needs.</p>	Bob Brewer, CPPO, CPPB, Procurement Director, Greenville County, SC	0.5
10:30 am - Noon Breakout Session 3C	<p>Title: <i>The Resiliency Roadmap: Optimizing Federal Disaster Funding to Fortify Your Community</i> Description: Does your procurement department have a disaster recovery plan beyond responding to sourcing needs in the wake of a catastrophic event? Join Disaster Recovery Services (DRS) as we discuss the procurement professional's role in developing a disaster recovery strategy that looks beyond emergency response to positioning your organization for building community resilience with the use of federal funding. Topics include:</p> <ul style="list-style-type: none"> • Types of Resiliency Funding • Adapting to the shift from limited federal funding to abundant federal funding • Procurement's role: position the organization for optimal use of disaster resiliency funds 	Dr. Kim Abrego, PT, DPT & Shelley Vineyard, MBA, NIGP- CPP, RTSBA, Disaster Recovery Services	1.5
Noon - 1:30 pm General Session	<p>Title: <i>Becoming a Trail Blazer for Your Organization</i> Description: With changing political scenes, referendums, growth in cooperative procurement and ever-changing technology and automation, administrative teams almost need a crystal ball to decipher the future. Discover tools to help you to stretch yourself and become a better team member. Learn about ways to market the value of procurement and leverage your team's talents in becoming masterful in better serving your organization. Feats of amazing accomplishments are not just for the movies...they happen in administrative offices every day. Discover ways to become a trailblazer for your organization!</p>	Tammy Rimes, MPA Executive Director, National Cooperative Procurement Partners	1.0
1:30 - 2:30 pm Breakout Session 4A	<p>Title: <i>Demystifying AI in Public Sector Procurement</i> Description: Artificial Intelligence, AI, is already here, and you interact with it each day and don't even realize it. Recently, it's starting to impact public sector procurement. AI has a wide range of uses in procurement, including streamlining processes and real-time data to facilitate decision making, predict behavior, and identify potential compliance risks. This session will cover:</p> <ul style="list-style-type: none"> •What is AI? •AI in business today. •Applications of AI in the public sector •What to expect going forward. 	Orville A. Bailey, CEO, EqualLevel Inc.	1.0
1:30 - 2:30 pm Breakout Session 4B	<p>Title: <i>Supplier Management: from a supplier and former buyer's perspective</i> Description: Cindy will address supplier management from her perspective as a former Senior Buyer for the City of Davenport, IA, and now as a procurement technology advisor for higher ed, local and state government, special districts, and k12 organizations. She will also provide lessons learned from having successfully deploying electronic bidding, supplier management and contract management solutions.</p>	Cindy Whitaker, Sales Executive Ion Wave Technologies, Inc.	1.0
2:45 - 3:45 pm General Session	<p>Title: <i>DOJ Antitrust/Procurement Collusion Task Force Update 2022</i> Description: : Zac will outline and summarize the ongoing effort of the Department of Justice Procurement Collusion Strike Force in deterring and detecting collusion in the procurement space.</p>	Zac Trotter, Trial Attorney, Dept. of Justice - Antitrust Div.	1.0
4:00 - 5:00 pm Breakout Session 5A	<p>Title: <i>Best Practices and Standardization of Cloud Cyber Security Verification - An Introduction to StateRAMP</i> Description: Topics:</p> <ul style="list-style-type: none"> • What is StateRAMP? • How does it work? • StateRAMP Value to Procurement Process <ul style="list-style-type: none"> o Solicitation Evaluation o Contract Administration <p>StateRAMP's mission is to promote cybersecurity best practices through education, advocacy, and policy development to support our members and improve the cyber posture of state and local governments and the citizens they serve. We work with state and local governments and the cloud cyber security vendors they engage to improve efficiency of process while assisting with effective solicitations and contracts.</p>	Rebecca Kee, NIGP-CPP, CPPO, CPPB Implementation Consultant, StateRAMP	1.0
4:00 - 5:00 pm Breakout Session 5B	<p>Title: <i>Simplify to Get Strategic: How to Streamline Procurement to Foster Partnerships</i> Description: What other departments don't realize is that their best strategic partners sit in Procurement. Learn how you can change perceptions by engaging stakeholders proactively, creating simple workflows that lower the barriers to better solicitations and bids, and providing transparency throughout the purchasing process.</p>	Araceli Esparza, Procurement Manager, City of Santa Monica	1.0
Wednesday, October 12, 2022			
9 - 10:00 am	<p>Title: <i>Can Innovation go with Procurement?</i> Description: No one denies that procurement needs to follow the right process, but this should not define procurement value. A procurement leader has the ability to innovate and can change the perception of public procurement through innovation. This session will offer the keys to cultivating an innovative culture within procurement.</p>	Sebastian Chua, Head of Procurement, Singapore Health Promotion Board	1.0

10:15 - 11:15 am Breakout Session 6A	<p>Title: <i>Purchasing Manual and Policies - Are They Still Relevant In Your Organization, It Is Time To Review And Update</i></p> <p>Description: This session focuses on Purchasing Manuals and Policies and the relevancy in your organization. Just a quick thought, when was the last time you actually did a comprehensive review and update of your existing documents?</p> <p>Learning Outcomes:</p> <ul style="list-style-type: none"> • Evaluate the relevancy of the policy that is currently in your documents. • Engage your stakeholders in the review process of existing Manuals and Policies. • Revise your existing documents, establish timelines for reviews 	Dean Mealy, II, CPPO, Purchasing Manager Town of Palm Beach, FL	1.0
10:15 - 11:15 am Breakout Session 6B	<p>Title: <i>Roundtable Discussion: Achieving Excellence in Procurement</i></p> <p>Description: Brian Garrity will lead a round-table discussion on the Achievement of Excellence in Procurement Award application process and its impact on the pursuit of procurement excellence. Brian will be join by procurement officials who have successfully used the AEP application as a means to initiate and promote procurement excellence in their agencies.</p>	Brian Garrity, CPSM, CPM, CPPB, Chair, AEP Committee and Panelists TBD	1.0
1:15 - 2:15 pm	<p>Title: <i>Invest in Your Team: A Strategic Approach to Staff Development</i></p> <p>Description: Staff recruitment, retention, and development continue to be critical issues within public procurement. The COVID-19 Pandemic has drastically changed how procurement leaders engage and develop their staff. This session will explore innovative strategies to develop talent and build a culture of excellence in your office, including a look at the resources, toolkits, and templates NASPO makes available to help you succeed.</p> <ul style="list-style-type: none"> o Explore strategies to technology to engage and develop staff o Develop a talent management strategy to support professional development o Identify professional development resources available to all procurement professionals 	Rebecca Montano Smith, Director of Research and Innovation, National Association of State Procurement Professionals	1.0
2:30 - 3:30 pm	<p>Title: <i>Best practices for more effective contract administration</i></p> <p>Description: 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. Through this presentation learn best practices that will ensure more effective results throughout your contract's lifespan.</p>	Ginger Line, MPA, NIGP-CPP CPPB, Client Development Administrator, Sourcewell	1.0

Total Requested CEH

UPPCC Maximum = 16.25 Hours / ISM Maximum = 16 Hours (no partial)