

Session	Title & Description	Speaker	UPPCC, ISM & NIGP Approved CEH Credit	Attended ✓
Sunday, October 5, 2025				
1:00-2:30 pm Pre-Conference Session 1A	Title : <i>Specification Writing Workshop, Part 1</i> Description: This session addresses an area that most specification trainings do not address... the "HOW". Why is the "HOW" important? Specifications should be clear, straightforward and easy to follow. They should be organized in a manner that makes sense to the reader, not one that confuses them. We all know that poorly written specifications can result in prospective vendors ignoring our solicitations altogether. We will take a deep dive into some common pitfalls of specification writing: poor grammar, disorganization, being too bossy (for the sake of being bossy), lack of clarity and accuracy, and unnecessary repetition.	Carrie Roberts, NIGP-CPP, CPPO, C.P.M. Director Purchasing Department Pasco County, FL	1.5	
1:00-2:30 pm Pre-Conference Session 1B	Title : <i>AI Bootcamp, Part 1</i> Description: an interactive Bootcamp where you'll practice using AI tools to assist with a variety of tasks in the procurement and solicitation lifecycle. We'll cover more than a dozen use cases of what AI can do now – and how your vendors/suppliers are already using it! Learn how AI can boost your productivity and where it's headed in the future!	Dr. Kenneth Sullivan, Professor at Arizona State University and Dr. Jake Smithwick, Professor at University of North Carolina at Charlotte	1.5	
2:45-4:15 pm Pre-Conference Session 2A	Title : <i>Specification Writing Workshop, Part 2</i> Description: This session addresses an area that most specification trainings do not address... the "HOW". Why is the "HOW" important? Specifications should be clear, straightforward and easy to follow. They should be organized in a manner that makes sense to the reader, not one that confuses them. We all know that poorly written specifications can result in prospective vendors ignoring our solicitations altogether. We will take a deep dive into some common pitfalls of specification writing: poor grammar, disorganization, being too bossy (for the sake of being bossy), lack of clarity and accuracy, and unnecessary repetition.	Carrie Roberts, NIGP-CPP, CPPO, C.P.M. Director Purchasing Department Pasco County, FL	1.5	
2:45-4:15 pm Pre-Conference Session 2B	Title : <i>AI Bootcamp, Part 2</i> Description: an interactive Bootcamp where you'll practice using AI tools to assist with a variety of tasks in the procurement and solicitation lifecycle. We'll cover more than a dozen use cases of what AI can do now – and how your vendors/suppliers are already using it! Learn how AI can boost your productivity and where it's headed in the future!	Dr. Kenneth Sullivan, Professor at Arizona State University and Dr. Jake Smithwick, Professor at University of North Carolina at Charlotte	1.5	
Monday, October 6, 2025				
8:30 - 9:45 am Keynote	Opening Address: <i>Mastering the Art of Leadership Communication</i> Description: Two-thirds of managers (69%) are uncomfortable communicating with employees, according to the Harvard Business Review. Ric weaves together humorous anecdotes, research-based studies, and best practices to show you how embracing authenticity, civility and the power of storytelling will help you communicate with clarity, connect with your team, and lead with vision. "The most powerful person in the world is the storyteller," said Steve Jobs. "The storyteller sets the vision, values, and agenda of an entire generation."	Hon. Ric Keller Member, U.S. House of Representatives (01-09)	1.25	
2:00 - 3:00 pm General Session	Keynote Address: <i>Let's Get Cooking with Cooperative Procurement</i> Description: This fun and informative presentation is tailored after a cooking show and intertwines what it takes to either cook from scratch (your own solicitation) or choose a ready to go box mix (cooperative contract). The true cost to procure from the RFP Tracking Project will be presented as well as leading trends in the use of cooperatives. Sharing both recipes and strategies, three guest "chefs" from a NCPP Cooperative, Strategic Supplier and Public Procurement professional demonstrate the roles these cooks in kitchen for cooperative contracting. A fun quiz for the audience will result in prizes of monogrammed wooden spoons and over mitts for successful answers. Bon appetite!	Tammy Rimes, MPA, Executive Director, National Cooperative Procurement Partners	1.0	
3:15 - 4:15 pm Breakout Session 1A	Title: <i>Networking for Introverts</i> Description: Attendees will learn three key rules for successful and authentic networking, techniques for introverts to feel comfortable, and why you should spend one less hour at your desk and one more hour cultivating relationships.	Hon. Ric Keller Member, U.S. House of Representatives (01-09)	1.0	
3:15 - 4:15 pm Breakout Session 1B	Title: <i>Beyond Price: Why Trust is the Most Important Currency</i> Description: We're operating in a world where trust—both in people and in systems—is at an all-time low. Economic instability, workforce volatility, and rapid technological change have eroded traditional expectations and strained our ability to manage risk effectively. In procurement and project management, trust is no longer a "soft" concept—it's the most valuable currency an organization can invest in. This session will explore the growing importance of trust across the supply chain, from clients to vendors to subs. Attendees will examine how declining performance norms and broken risk management models are creating environments where trust is hard to establish—and harder to maintain. Through real-world examples, you'll learn how to deliberately build trust in your project delivery approach to unlock higher performance with less oversight, fewer delays, and lower overall cost.	Dr. Kenneth Sullivan, Professor at Arizona State University and Dr. Jake Smithwick, Professor at University of North Carolina at Charlotte	1.0	

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3:15 - 4:15 pm Breakout Session 1C	Title: CPPO and CPPB Certifications Description: Are you looking to elevate your career in public procurement? Join us for an informative session on the Universal Public Procurement Certification Council (UPPCC) certifications – the Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB). This session will provide a comprehensive overview of both credentials, including eligibility requirements, application processes, exam structure, and preparation strategies. This session will help you understand how UPPCC certifications can enhance your skills, credibility, and advancement opportunities within the field. This session is your first step toward achieving a recognized standard of excellence in public procurement.	Derrick Strand, Executive Director, UPPCC	1.0	
3:15 - 4:15 pm Breakout Session 1D	Title: Compliance Isn't a Four-Letter Word Description: Most Procurement Professionals know how difficult it can be to maintain compliance with the pressures we face every day. However, maintaining compliance to allow public trust is essential to be an effective strategic partner in our organizations. This session will focus on why compliance is important, tools to maintain compliance, and how to deal with difficult stakeholders.	Spencer Lord, CPPO, CPPB, NIGP-CPP, GCPM, Asst. Chief Procurement Officer- Quality Assurance & Compliance, Georgia Dept. of Transportation	1.0	
4:30 - 5:30 pm Breakout Session 2A	Title: From Team Members to Innovative Leaders: Cultivating Leaders from Within Procurement Description: From Team Members to Innovative Leaders: Cultivating Leaders from Within Procurement is an engaging session designed to help Procurement organizations grow leaders from within the team. This presentation explores why leadership development is important to long term success, how to identify emerging leaders, and the best strategies for equipping employees with the skills they need to lead effectively. The objective of this session would be to provide attendees with actionable methods to foster a leadership culture, overcome common challenges, and implement sustainable growth initiatives. Participants will have a roadmap for creating team members into confident and capable leaders.	Maria Roux, CPPB, GCPM, Chief Procurement Officer – Georgia Dept. of Transportation	1.0	
4:30 - 5:30 pm Breakout Session 2B	Title: The Workforce Shift: What Gen Z means for Public Procurement Description: The next 3–5 years will be defined by one of the most disruptive forces in procurement: the rise of Gen Z as a dominant labor demographic. Gen Z enters the workforce with different motivations, limited exposure to professional norms, and unique expectations of leadership. Many seek meaning, autonomy, and transparency—and often point out shortcomings in hierarchical environments. This session explores what's ahead for the procurement workforce – and how procurement leaders can proactively adapt.	Dr. Kenneth Sullivan, Professor at Arizona State University and Dr. Jake Smithwick, Professor at University of North Carolina at Charlotte	1.0	
4:30 - 5:30 pm Breakout Session 2C	Title: Maintaining Ethics in a Digital World Description: Attendees will learn the importance of Procurement professionals maintaining a standard of ethics as the digital world impacts how public procurement evolves. Learning objectives of the session include: 1. Understand the Ethical Principles in Digital Procurement: Participants will be able to identify and explain the core ethical principles—such as transparency, accountability, fairness, and integrity—and how these are challenged or reinforced by digital technologies (e.g., e-procurement platforms, AI, blockchain). 2. Analyze Ethical Risks Associated with Digital Tools: Participants will be able to recognize potential ethical pitfalls introduced by digital procurement tools, such as algorithmic bias, data privacy concerns, and digital exclusion, and assess strategies to mitigate these risks. 3. Apply Ethical Standards to Real-World Digital Procurement Scenarios: Participants will demonstrate the ability to apply codes of ethics and procurement regulations to case studies involving digital procurement practices, ensuring compliance and ethical decision-making in complex situations.	Brooke Green, CPPB, NIGP- CPP, Assistant Director of Construction, Charlotte County Public Schools	1.0	
4:30 - 5:30 pm Breakout Session 2D	Title: Strategies for tail spend, check reduction and electronic payments Description: A discussion of strategies and tools to increase electronic payments, create revenue and reduce supplier setup costs.	Cory Harms, Chief Procurement Officer, Iowa State University	1.0	
Tuesday, October 7, 2025				
8:00 - 9:00 am General Session	Title: The value of an Intentional Leadership System Description: Strong leadership isn't an accident — you must build intentional systems to drive accountability, innovation, and alignment. Explore how a structured leadership approach enhances communication, decision-making, and employee development at all levels of an organization. Through real-world examples, including Sourcewell's successful implementation, attendees will gain actionable strategies to fuel organizational success.	Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP, Chief Operating and Procurement Officer, Sourcewell	1.0	
9:15 - 10:30 am General Session	Title: CHEATERS SHOULDN'T WIN: Procurement Collusion Update from the U.S. Department of Justice Description: Join the Antitrust Division of the U.S. Department of Justice for an update on the efforts of the Procurement Collusion Strike Force, including how these efforts relate to the Department of Government Efficiency, a primer on procurement crimes and red flags, recent case briefings, and hypotheticals to test the attendees' application of this knowledge to sets of facts.	Zac Trotter, Trial Attorney, Department of Justice - Antitrust Div.	1.25	

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10:45 - 11:45 am Breakout Session 3A	Title: <i>Getting Started: Taking a Strategic Program Approach to Sustainable Procurement</i> Description: Are issues like chemical exposure, climate change, labor rights and local economic growth important to your community and organization? Did you know that most organization's abilities to address these issues and opportunities lies within its supply chain and procurement decisions? Join us to get an introduction to sustainable procurement – a strategy and set of best practices that promotes more sustainable procurement of goods and services, while providing additional organizational and end user benefits such as cost savings and supply chain resilience. Participants will have an opportunity to apply their learnings along the way by drafting initial components of a strategic sustainable procurement program for their organization with the support of their peers and SPLC's expert coaches.	Katie Saha, Senior Manager of Learning & Partner Engagement, Sustainable Purchasing Leadership Council	1.0	
10:45 - 11:45 am Breakout Session 3B	Title: <i>From Seed to Harvest: Growing your card program (and rebate!)</i> Description: Learn how the University of Memphis went from a struggling afterthought of a P Card program to a thriving revenue stream and business solution for the university. Key Takeaways: <ul style="list-style-type: none"> • Building confidence in your program • Earning executive buy-in for expansion • Ways to grow your rebate and become a revenue stream • Managing and overseeing multiple card programs' compliance 	Kerri Reece, CPPB, NIGP-CPP, CPCP, Business Systems Analyst, The University of Memphis	1.0	
10:45 - 11:45 am Breakout Session 3C	Title: <i>Job Order Contracting – An Innovative Solution</i> Description: Job Order Contracting is still a very misunderstood construction/maintenance project, procurement option. For agencies who have small to medium sized construction and maintenance projects that are continually being put on the back burner for various reasons, JOC is an "innovative solution". Joe Benjamin will be sharing his JOC program experiences, what JOC is all about, soliciting for the services, and the many benefits of establishing a JOC program or utilizing a cooperative JOC program.	Joe Benjamin, NIGP-CPP, CPPO, CPPB, Director of Purchasing, Pinellas County Schools	1.0	
10:45 - 11:45 am Breakout Session 3D	Title: <i>Agile Procurement: Growing Innovation and Strategic Value</i> Description: Procurement is under pressure to deliver more than transactions; it must become a driver of innovation and strategic outcomes. In this session, Jeannette Bruno, Director of Customer Advocacy at SOVRA, will explore how agile ways of working can help public procurement teams adapt faster, engage suppliers more effectively, and align with agency priorities without sacrificing compliance. Attendees will learn practical approaches for building flexibility into procurement processes, strengthening stakeholder collaboration, and positioning procurement as a catalyst for innovation in State and Local government.	Jeannette Bruno, Director of Customer Advocacy, SOVRA	1.0	
1:15 - 2:15 pm Breakout Session 4A	Title: <i>Building Trust and Advancing Communities: The Power of Strategic Partnerships between Procurement and Elected Officials</i> Description: Public procurement doesn't operate in a vacuum—it thrives when rooted in strong relationships with elected leadership. This session explores how effective collaboration between procurement professionals and elected officials leads to increased transparency, improved service delivery, and greater public trust. Through real-world strategies and practical insights, participants will learn how to navigate political dynamics, foster mutual respect, and communicate the value of the public workforce. Attendees will walk away with tools to build meaningful partnerships that strengthen governance, enhance accountability, and advance community priorities.	Kate Rotella, Governing Board Chair, NIGP	1.0	
1:15 - 2:15 pm Breakout Session 4B	Title: <i>Uncovering AI Potential for Procurement</i> Description: AI - you know it exists, you know it's going to be a game changer, but how do you get started? This talk covers AI basics, like how it works and how to prompt. We'll discuss ethical considerations, risks, and the importance of responsible AI use. Finally, we'll explore AI use cases in procurement, such as supplier management, spend analysis, contract automation, and scope writing. This overview should arm you with the tools to start to put AI to work for you today - effectively and responsibly. (PS. AI wrote this summary for me - how cool is that !)	Brie Matier, MSc, Director of Procurement, University of South Florida	1.0	
1:15 - 2:15 pm Breakout Session 4C	Title: <i>Developing an Effective Procurement Manual</i> Description: Procurement Manuals can be a forgotten tool and are often not updated as your governing statutes mandate. In addition, as your business processes are updated to best practices, it is imperative to update that same relevant information into your documents. Auditors and both internal/external stakeholders reference your established Administrative Policies and Procedures. This session will focus on timing of review, which stakeholders need or should have a voice in the review and the overall objectives as your organization strives for best practices.	Dean Mealy, NIGP-CPP, CPPO, CSSBB, Town Procurement and Contract Manager, Town of Palm Beach	1.0	

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1:15 - 2:15 pm Breakout Session 4D	<p>Title: Top 5 reasons suppliers aren't responding to your solicitations</p> <p>Description: We see it time after time: your team spends days or weeks building a comprehensive solicitation, only to receive noncompliant responses or little vendor engagement. Now, you're stuck managing excessive communications, low competition, and potentially missing out on DBE opportunities. However, the process of building proposals goes beyond the office, too. In fact, most agencies may not know the challenges suppliers face when searching for and responding to opportunities. And trust us, they deal with a lot more obstacles than you think! Gain supplier insight and explore engaging solicitations in this session</p>	Bobby Williams, Solutions Engineer, OpenGov	1.0	
2:30 - 3:30 pm Breakout Session 5A	<p>Title: The Selection of an ERP for a Business Solution as it Relates to Finance and Procurement</p> <p>Description: Older ERP systems eventually come to the end of a life cycle which challenges organizations to seek a new solution. Yes, it is easy to just take the next version off the current version of current provider to address an easy fix. What is truly needed is a review of silo internal operations, review of all business practices as well as the ever evolving world of technology. How do you begin the internal review of your processes? Do you begin by engaging GFOA to review your current processes, assist in developing a scope, assist in the evaluation process and then assist with your negotiations? Each organization is different and needs are certainly different. This session is designed to highlight both from the Finance and the Procurement worlds, how the process was navigated for the Town of Palm Beach. Our eventual selection committee consisted of at least one member from each department. Every voice was heard as you engage change management. The next step is the engagement after award, and do you once again, engage GFOA to assist in the journey.</p>	Bob Miracle, CFO, Deputy Town Manager, Town of Palm Beach and Dean Mealy, NIGP-CPP, CPPO, CSSBB, Town Procurement and Contract Manager, Town of Palm Beach	1.0	
2:30 - 3:30 pm Breakout Session 5B	<p>Title: Customer-Driven Performance Measurement and Intelligence: Towards Effective Procurement Management</p> <p>Description: Key performance indicators (KPIs) are critical to a continuous improvement program as stated in AEP criteria #4. By integrating a process and customer-driven approach in procurement, strategies can be aligned with customer needs and preferences. This approach also helps develop performance measurements that transforms procurement departments from mere cost centers to strategic enablers of business growth while emphasizing the importance of customer satisfaction in procurement decisions. By implementing key performance indicators (KPIs) centered on customer impact, procurement teams can measure success not just by cost savings but by the value delivered to customers. This alignment leads to more responsive and adaptable procurement strategies, fostering innovation and ensuring that public funds are utilized most effectively.</p>	Francois Emond, Executive Director, Canadian Public Procurement Council	1.0	
2:30 - 3:30 pm Breakout Session 5C	<p>Title: Communication Strategies for Building Cohesive Teams</p> <p>Description: Becoming a Procurement professional who is considered a powerhouse, one who influences and inspires their organization/mission, is more than just knowing the technical aspects of the Procurement profession. The most effective Procurement professionals work on mastering the most important of Power Skills, Communication. This session will cover the full spectrum of becoming a powerhouse communicator. Attendees will receive communication strategies that cover self-awareness, listening, presenting, and even apologizing. Employing these strategies will result in furthering the crucial impact our profession has on driving the deals that make organizations succeed. Don't miss out on this opportunity to supplement your skills as a powerhouse Procurement professional!</p>	James Trudeau, Lead Procurement Analyst, OCPO, First Responder Network Authority	1.0	
2:30 - 3:30 pm Breakout Session 5D	<p>Title: Strengthening Strategic Partnerships Through Uncertainty</p> <p>Description: Alan Oxendine (Regional Director, Onsite Service) will provide an overview of the core Inventory Management Solutions available at WW Grainger. Next, Mike Bullock (Sr. Manager Strategic Initiatives) will follow-up the conversation by highlighting custom solutions developed to support our targeted customers through the multi-faceted challenges they are facing today.</p>	Mike Bullock, Sr. Manager Strategic Initiatives and Alan Oxendine, Regional Director Onsite Services Grainger	1.0	
3:45 - 5:00 pm Breakout Session 6A	<p>Title: AI-Powered Procurement: Transforming the Purchasing Process</p> <p>Description: In this talk, we will navigate a live RFP walkthrough, from drafting specifications to evaluating bids, with AI-driven insights. You'll learn how you can streamline procurement by leveraging AI for sourcing, contract management, and supplier evaluation while ensuring compliance, enhancing decision-making, and upholding transparency. At the conclusion of this talk, you will be ready to apply best practices in prompt engineering and IT compliance for ethical, efficient procurement.</p>	Kenny Howe and Alex Tanck, Planet Bids	1.25	

Session	Title & Description	Speaker	UPPCC, ISM & NIGP Approved CEH Credit	Attended ✓
3:45 - 5:00 pm Breakout Session 6B	<p>Title: <i>Get in Focus: Leveraging Internal Stakeholder Surveys & Focus Groups to Improve Your Procurement Processes</i></p> <p>Description: Feedback is a call to action, and gathering perspectives from your internal collaborators—customer departments, finance, legal, and others—can help surface bottlenecks and inefficiencies in the procurement process and enable you to better understand how these key stakeholders experience working your team. Utilizing surveys and focus groups provides tactical opportunities for varied engagement and the depth of insight necessary to drive sustainable procurement reform.</p>	Colin Erhardt, Director and Evan Karl, Associate, Partners for Public Good	1.25	
3:45 - 5:00 pm Breakout Session 6C	<p>Title: <i>Picture-Perfect Procurement</i></p> <p>Description: Experts say that the five key attributes of a professional photographer are: creativity and imagination; an eye for detail; patience and flexibility; good people skills; and passion. By the way, these are also the attributes of a successful professional public purchasing official. So, what lessons can we learn from professional photography that apply to the work we do in public procurement? It's really about the combination of the right competencies and the right tools needed to produce brilliant results. Let's explore how the best behaviors, lenses and tripods result in a Picture-Perfect Procurement.</p>	Rick Grimm, Chief Executive Officer, NIGP	1.25	
Wednesday, October 8, 2025				
8:15 - 9:30 am General Session	<p>Title: <i>Modernizing the State and Local Model Procurement Code: Town Hall Feedback Session</i></p> <p>Description: The American Bar Association Model Procurement Code (MPC) is a comprehensive code that seeks to "create transparent, competitive, and reliable processes" for public procurement. The MPC is the starting point for many state and local procurement laws and regulations. Now, nearly 25 years since the last revision of the MPC in 2000, a collaborative group of entities and volunteers have begun the process of drafting revisions to the MPC, to develop a revised Code that will be promoted for adoption by state and local governments. Public policy and government operations have changed a lot in the past quarter century, yet much of our procurement policy has stayed static.</p>	Colin Erhardt, Director and Micaela Fischer, Assistant Director, Partners for Public Good	1.25	
9:45 - 10:45 am Breakout Session 7A	<p>Title: <i>Purpose of Inspector General Oversight</i></p> <p>Description: Join us for this engaging session to see how the Office of the Inspector General (OIG) promotes integrity in the procurement process. This session will describe the mission and function of the OIG, and models and structures that OIGs use to specifically promote procurement integrity in government. The OIG's work in coordinating with other government agencies will be discussed. The speaker will describe the Palm Beach County, FL OIG's organizational structure, including its special division focusing on procurement and contract oversight. Actual case studies will be provided. Whether your agency has OIG's or auditors, this session is full of valuable information for everyone.</p>	John Carey, Inspector General, Palm Beach County	1.0	
9:45 - 10:45 am Breakout Session 7B	<p>Title: <i>Understanding your Communication Style and its Impact</i></p> <p>Description: Becoming a Procurement professional who is considered a powerhouse, one who influences and inspires their organization/mission, is more than just knowing the technical aspects of the profession. The most effective Procurement professionals work on mastering the most important of Power Skills, Communication. This session will assess your Communication Style and give attendees demonstrated communication strategies based on the results of the assessment. Employing these strategies will result in furthering the crucial impact our profession has on driving the deals that make organizations succeed. Don't miss out on this opportunity to supplement your skills as a powerhouse Procurement professional!</p>	James Trudeau, Lead Procurement Analyst, OCPO, First Responder Network Authority	1.0	
9:45 - 10:45 am Breakout Session 7C	<p>Title: <i>I Would if I Could, I Can't, So I Won't: Navigating Customer Service with Procurement Ethics</i></p> <p>Description: I Would if I Could, I Can't, So I Won't: Navigating Customer Service with Procurement Ethics - Explores the challenges and ethical dilemmas faced by procurement professionals when balancing customer service with ethical standards. This presentation will discuss scenarios where procurement officers want to meet customer demands but are constrained by rules, regulations and ethical guidelines. The presentation will highlight the importance of maintaining integrity, transparency, and fairness in the procurement process, when it means making difficult decisions that every may not be pleased.</p>	Maria Roux, CPPB, GCPM, Chief Procurement Officer – Georgia Dept. of Transportation	1.0	

Session	Title & Description	Speaker	UPPCC, ISM & NIGP Approved CEH Credit	Attended ✓
11:00am - 12:00 pm Breakout Session 8A	Title: <i>Tariffs, Trade, and Procurement, Oh My!</i> Description: As the COVID-19 pandemic supply chain disruptions fade into the distance, a new twist is on the horizon for public procurement professionals. Tariffs and trade disruptions threaten crucial supply chains and add complexity to the procurement process. Current trends in tariffs, trade, and contract mitigation strategies will be discussed. The session will also feature a fireside chat where we can give tips and tricks we have learned from current supply chain disruptions or cost increases.	Spencer Lord, CPPO, CPPB, NIGP-CPP, GCPM, Asst. Chief Procurement Officer- Quality Assurance & Compliance, Georgia Dept. of Transportation	1.0	
11:00am - 12:00 pm Breakout Session 8B	Title: <i>Procurement Excellence Network Resource Showcase</i> Description: Learn about the Procurement Excellence Network (PEN), a free virtual community of 2,500 members designed to empower public procurement change agents to make operational reforms. PEN offers virtual trainings, tools, templates, and pro-bono coaching that connects directly with several AEP criteria. This session will highlight PEN's robust resource library of 80+ publications, including on topics such as designing effective vendor surveys, crafting procurement related performance metrics, utilizing term and requirements contracts, and investing in strategic procurement training.	Colin Erhardt, Director and Maya Wilson, Associate, Partners for Public Good	1.0	
11:00am - 12:00 pm Breakout Session 8C	Title: <i>Charting the Course for the Continued Pursuit of Excellence (AEP Criteria 18)</i> Description: Join this insightful session to explore how two award-winning agencies successfully earned points under Criterion 18: Pursuit of Excellence in the AEP application. Hear firsthand how they strategically planned, selected, and executed initiatives that exemplify continuous improvement and innovation in procurement. You'll gain practical tips on: • Identifying and aligning impactful projects with the criteria, • Structuring your submission for maximum effectiveness, and • Avoiding common missteps that could cost you points. Whether you're new to the AEP process or aiming to strengthen your next application, this session will equip you with the tools, inspiration, and insider knowledge to elevate your agency's pursuit of excellence.	Carrie Mathes, MPA, CFCM, NIGP-CPP, CPPO, C.P.M., CPPB, A.P.P., Manager, Orange County Procurement Division and Shawn Willett, NIGP-CPP, CPPO, Deputy Procurement Officer, City of Austin	1.0	
Total Requested CEH				
Maximum=17 CEH				

Attendee Signature

Date