



Integrity in Action: Practical Trust Building for Public Procurement

Presenter



Jeremy Schwartz is the Chief Operating and Procurement Officer (COO/CPO) at Sourcewell, where he leads operational excellence, procurement, and strategy system deployment. Based in Staples, Minnesota, he has strengthened Sourcewell through innovative procurement practices, operational improvements, and technology initiatives, including the strategic and responsible deployment of AI. Jeremy is recognized for his collaborative leadership style, commitment to team development, and focus on continuous improvement. He is active in the procurement industry through organizations like NIGP and NPI, where he shares insights and best practices. His leadership continues to enhance Sourcewell's performance, innovation, and reputation within the public procurement sector.

Summary:

Public procurement professionals earn credibility not through intent, but through consistent, observable behaviors that demonstrate integrity and build trust. In this session, participants will focus on what trust and integrity look like in procurement and why it



matters. Participants will also explore trust as a set of practical behaviors that strengthens credibility with suppliers and internal partners. The session will take you through the most common trust breakers that erode confidence in process and provide practical techniques to help mitigate them. Participants will also learn strategies for strengthening trust with internal departments while keeping controls strong and accountability clear.