



Session	Title & Description	Speaker	UPPCC & ISM Approved CEH Credit	Attended ✓
Tuesday, October 19, 2021				
8:45-10:15 am	<p>Keynote Address: The Next Normal: Emerging from COVID with New Workplace Dynamics</p> <p>Description: We are not through COVID yet, but already the workplace has changed. Normal is not and will never be what it was before. How we use technology, workplace expectations of employees, how we interact stake holders, even how we react with our families has been altered forever. This dynamic session will help you see out over the horizon at what is coming and what you need to be doing to get ready. Now it the time to begin preparing for the different ways you will need to lead to thrive in the Next Normal.</p>	Ron Holifield, CEO, Strategic Government Resources	1.5	_____
10:30 - 11:30 am	<p>Title: Developing A Strategic Plan to Build a Center of Procurement Excellence</p> <p>Description: Identifying and Implementing the Key Steps in Building a strategic Plan (an Interactive Workshop Model)</p>	Dianne Palmer-Boeck, Director of Procurement and Project Management at the City of Plano	1.0	_____
11:30 - 1:15 pm	<p>Title: Paradigm Shifts: Who Moved My Office?</p> <p>Description: Working off the philosophy of the book/concept, "Who Moved My Cheese?", Tammy Rimes MPA will take this concept and relate it to public procurement. Whether it is 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. While COVID19 has been a terrible event, it has pushed teams to becoming more creative and develop new ways to be strategic while taking care of daily business. Covering 5 key ways to approach to new paradigm shifts, address upcoming budget constraints and cutbacks, all while keeping operations running smoothly. Procurement life will never be the same again.</p>	Tammy Rimes, MPA Executive Director, National Cooperative Procurement Partners	1.0	_____
1:30 - 2:30 pm	<p>Title: COVID 19: Response, Research and Long-Term Impact on State Procurement</p> <p>Description: This session will include insights from NASPO's recent academic research project studying the impact of the COVID-19 pandemic on the state procurement office. The project included in-depth interviews with over 45 State Chief Procurement Officers exploring their role in response to the pandemic. This session will explore the long-term impact of the pandemic on public procurement and strategies that can be applied in response to future emergencies.</p>	Rebecca Montano Smith, Director of Research and Innovation, National Association of State Procurement Professionals	1.0	_____
2:45 - 3:45 pm	<p>Title: How Full & Open Competition Leads to Best Value goods & services for your organization</p> <p>Description: The effective use of various competitive procurement techniques in every type and size of procurement supporting your organization. Use of Full & Open Competition not only ensures that you are securing the most current goods and services available in the marketplace, but if correctly planned and implemented, encourages contractor innovation and cost effectiveness allowing you to deliver "Best Value" results to your customers. For existing and recurring goods and services, the use of limited term agreements and effective procurement planning motivates current contractors to deliver high quality goods and services under existing contracts, considering that current performance will be evaluated as part of future opportunity considerations. This session will cover the full contract life-cycle, including effective procurement planning, community and contractor engagement, evaluation techniques, post award administration, and how to effectively re-compete existing contracts.</p>	John (Jack) M. Pellegrino, NIGP- CPP, CPPO, CPCM Director, Department of Purchasing and Contracting County of San Diego	1.0	_____
4 - 5 pm	<p>Title: Strategies for Diversifying Your Construction Spend</p> <p>Description: The session will examine the world of construction contracting and discuss various strategies for ensuring diversity at both the prime and subcontract level. Through effective outreach and training, organizations can help level the playing field for small and diverse contractors. The power of small businesses in the US will be shared, as well as the many benefits of promoting diversity in procurement. Real world examples of public agency programs will be shared.</p>	Darin Matthews, CPPO, CPSM, NIGP-CPP, Program Chair Procurement & Supply Chain Management University of California, Santa Cruz / Silicon Valley Extension	1.0	_____
Wednesday, October 20, 2021				
8 - 9:30 am	<p>Title: Trends & Developments in Procurement Technology and Cooperative Purchasing</p> <p>Description: Conference partners will share recent trends and developments in: 1) procurement technology and the latest in eProcurement/eSourcing platform and application development; and, 2) Cooperative purchasing strategies, tools, and best practices.</p>	representatives or: NASPO Valuepoint Sourcewell IonWave Merrell	1.5	_____
9:45 - 10:45 am	<p>Title: Problem Solving Using Critical Thinking Skills</p> <p>Description: Topics include: The 9 intellectual standards of critical thinking; How to apply critical thinking skills to make better decisions; How to solve problems creatively, accurately, and rapidly!; Tips and tools to immediately apply to your role</p>	Julie M. Kowalski, Spizzierinctum Group	1.0	_____
11 - 11:30 am	<p>Title: Addressing the Procurement Challenges Presented During Domestic Operations</p> <p>Description: This Session will examine the challenges presented while providing military contracting support and augmentation during state Domestic Operations.</p>	James Voelker, CPCM, CFCM	0.5	_____



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Wednesday, October 20, 2021 - Continued				
1:30 - 2:30 pm	<p>Title: <i>Identifying and Overcoming the Blind spots Holding You Back</i> Description: Topics include: The definition of blind spot; The most common blind spots that hold people back; How to gain clarity on your blind spots; How to overcome the blind spots that are holding you back</p>	Julie M. Kowalski, Spizzerinctum Group	1.0	_____
2:45 - 3:45 pm	<p>Title: <i>Facilitating the RFP Process: Procurements Role</i> Description: Step-by Step Guidelines to conducting a successful RFP Process; The Evaluation Steps / Workshop</p>	Dianne Palmer-Boeck and Kellie Pendleton, City of Plano	1.0	_____
4 - 5 pm	<p>Title: <i>Supplier Debriefings: An Opportunity for Procurement Excellence</i> Description: Providing effective debriefings to proposing suppliers ensures a fair, open and transparent RFP process ... while reducing the risk of protest. We'll explain the key items to discuss in debriefings and provide advice on handling difficult situations. Using real scenarios and audience interactions, we will explain five industry-researched best practices to advance your procurement organization and enhance your supplier relationships.</p>	Jake Smithwick, PhD, MPA Assistant Professor University of North Carolina at Charlotte	1.0	_____
Thursday, October 21, 2021				
9 - 10:15 am	<p>Title: <i>Managing the Post-Covid Retirement Tsunami</i> Description: With over 25% of all current state and local government employees likely to retire between 2021 and 2024, and post-Covid return-to-work policies only further exacerbating the matter, tremendous challenges to state and local government are on the horizon. This program will explore best practices for mitigating these foreseeable administrative challenges, including: effective succession planning, knowledge capture and transfer, employee engagement, avoiding countdown psychology, and managing the new world of telecommuting in government.</p>	Sergio Paneque President & CEO NewGov Strategies, LLC	1.25	_____
10:30 - 11:30 am	<p>Title: <i>Excellence in Proposal Evaluations: 5 Tips to Send Your Next Procurement to the Moon</i> Description: We've all seen the job posting which seems as if it were written for a specific candidate ... it's frustrating because you don't have a chance when the outcome is predetermined! Unfortunately, suppliers often feel the same way about Owner RFPs and Evaluation Procedures. This session will kick off with a practical discussion on 5 specific changes that will make your next evaluation process faster, leaner, and easier using an effective source selection plan. We explain our research-based evaluation criteria and scoring recommendations.</p>	Jake Smithwick, PhD, MPA Assistant Professor University of North Carolina at Charlotte	1.0	_____
1:30 - 2:30 pm	<p>Title: <i>I Realize this is the Third Change Order However ... How to Mitigate Department Inadequate Need Analysis</i> Description: Inadequate need analysis generates overspending, underspending and/or purchasing the wrong goods and services altogether. This rogue spending exposes your organization to great financial risk and incomplete audit trails. This session will present practical approaches that will improve your organization's understanding of what they need, when they need it, who will deliver it on time and at the best cost.</p>	Shannon Pleasant, Procurement and Risk Manager, City of Missouri City, TX	1.0	_____
2:45 - 3:45 pm	<p>Title: <i>Achieving Excellence in Procurement</i> Description: Review of the history of the AEP Award, criteria for organizational excellence, benchmarking the 2021 AEP Award, and guidance on upcoming modifications to the AEP criteria for 2022. Open forum for discussion and questions with members of the AEP Evaluation Committee.</p>	AEP Committee Presentation Brian Garrity, Chair	1.0	_____
Total Approved UPPCC & ISM CEH Credit			16.75	_____
Attestation:				

I hereby certify my attendance at each of the sessions indicated with a ✓

Total CEH Caied _____

Signature _____ Date _____