

Georgia Procurement Conference 2017
Attendee Learning Tracks & Session Assignments

Leading & Managing Agency Procurement	Managing Solicitations & Contracts	Internal Controls & Compliance	Understanding & Serving Customers	Optimizing Technology & Systems	Strengthening Leadership Skills
<i>Opening Session</i>	<i>Opening Session</i>	<i>Opening Session</i>	<i>Opening Session</i>	<i>Opening Session</i>	<i>Opening Session</i>
Lunch Program: Wednesday: "Seeing Excellence in Procurement Teams: Laboratories of Leadership"	"Procurement 101"	Lunch Program: Thursday: Office Inspector General: "Truth Is Not Only Stranger Than Fiction, It Is More Interesting", Lisa Eason	KEYNOTE: "Getting to We" – Negotiating Agreements for Highly Collaborative Relationships	"IT Procurement Game Plan – How to Hit a Homerun with Your IT Procurements"	"Alphabet Soup: Your Georgia Procurement Certification"
APO/CUPO track: "Targeting your Executive Team: The Importance of Defining Procurement's Value and Brand"	"Planning Your RFPs: Project Management Best Practices"	"Understanding the New P-Card Policy & Your Plan"	"Growing Georgia's Small Businesses through Increased Procurement Activity"	"What You May Not Know about Supplier Contracts in Team Georgia Marketplace"	"Attracting & Retaining Millennials to the Procurement Profession"
APO/CUPO track: "A Critical Enabler of Success: Finding and Developing Procurement Talent"	"The Doctors Are In! Preventing and Curing Sourcing Ailments"	"Top Notch Purchase Orders: How to Make a Purchase Order Tell You What You Need to Know"	"Using the Customer Relationship Management Tool to Improve the Customer Experience"	"Creating Successful Sourcing Events in Team Georgia Marketplace"	"Spread the Word! Successful Communication"
APO/CUPO track: "What's Your Data Story? Tips for Using Spend Analytics..."	"Writing Specifications for Results"	"Purchasing Goods or Services Using Federal Funds"	Closing Session: Scavenger Hunt Awards	Board of Regents: Sourcing and Contracting for SaaS Solutions"	"Using Lean Thinking to Make Your Procurements Better"
APO/CUPO panel: "So Many Hats, So Little Time!" Best Practices in Managing Procurement Teams	"Navigating the Solicitation Protest Process"	"The Devil is in the Details: Policy & Compliance Roundtable"		Board of Regents: "Tips and Tools for the Georgia Procurement Registry"	"NASPO's Top 10 Priorities for State Procurement in 2017"
APO/CUPO track: "Little by Little, A Little Becomes A Lot" - Fraud	"It May Be a Sole Source If..."	"State Use Council and How It Works in State Purchasing"		Board of Regents: Dynamic Change: Systems, Process and Organization	
"Five Rules to Change Procurement"	"Power of Procurement – A Jedi Master You Will Be! May the Source Be with You!"	"Internal Controls and You"		"Enhancing Your Use of Electronic Commerce with Team Georgia Marketplace"	
"Revisiting the Core Principles of Strategic Sourcing: Best Practices for Success"	"Swimming in the Deep End, Shark Free! RFPs!"	"Do You Love Me? Insurance and Bonding Guidelines Conversation"		"Cloud-y with a Chance of Audits – Navigating Software Licensing and Agreements"	
	"What's Coming Down the Statewide Contract Pipeline"	"Do Your Purchase Orders Make the Grade? PO Scorecard"			
	"The Contracting Process: Administration vs. Management"				
	Board of Regents: "Bridging the Great Divide between Public Works Contracting and State Entity Contracting"				
Supplier Track					
	"Legal Aspects of Contracting with the State"	"ePayables" "New Tools: Quarterly Sales report and Administrative Fee Submission"	SPD Supplier Meet & Greet Supplier Expo	"Supplier Resources! They're so Refreshing!"	