

Georgia Procurement Conference 2017
Tracked Session Descriptions with Speaker Bios

LEADING & MANAGING AGENCY PROCUREMENT

LUNCH SESSION: “Seeing Excellence in Procurement Teams: Laboratories of Leadership

Session Description: Teams are the lifeblood of organizations and laboratories for developing leaders. Richard Pennington spent three years story-spotting, learning from the practices that help teams succeed. From a procurement process improvement team creating tools for better project management, to school procurement professionals' use of mentoring for professional development, the study of teams is a path to developing leadership potential. Richard will show how outstanding teams portray essential team disciplines and principles of effective team leadership.

Speaker: Richard Pennington

Since 2013, Richard Pennington has been general counsel to NASPO ValuePoint, the nonprofit subsidiary of the National Association of State Procurement Officials that supports the states’ national cooperative procurement program. Previously, he served of counsel to the Denver office of McKenna, Long & Aldridge LLP, where he advised clients on federal, state and local government procurement and contracting. Richard is the former director of the Division of Finance and Procurement, Colorado Department of Personnel & Administration, where he managed a division consisting of the Office of the State Controller, the State Purchasing Office, Central Collections Services, and State Buildings and Real Estate Programs. He previously served as State Purchasing Director, after working for the Colorado Attorney General as procurement and construction litigation counsel.

Richard is a retired Air Force Colonel who started his career as a B-52 pilot and later became a judge advocate specializing in federal procurement. In 2005, he was selected as the Manager of the Year by the Colorado State Managers Association. He is a Certified Procurement Official (CPPO) and a recipient of NASPO’s Giulio Mazzone Distinguished Service Award. Richard is a graduate of the United States Air Force Academy, the University of Denver College of Law, and The George Washington University (Master of Laws in government procurement law). He has written for Contract Management and Government Procurement magazines. Richard is the author of Seeing Excellence: Learning from Great Procurement Teams (Hugo House Publishers, 2013).

1. APO/CUPO: “What’s Your Data Story? Tips for Utilizing Spend Data Analytics for Improved Bidding & Contract Management”

Session Description: Data. Numbers. Analysis. We often get bombarded with elements of data during the bid process, and subsequently during contract management. Albeit a daunting task to sometimes step back and take a ‘bigger picture’ view, this presentation will teach you data concepts utilized in the bid and contract management process that will improve your supplier portfolio.

Speaker: Travis Horsley – DOAS SPD

Travis Horsley is on a mission to utilize data analytics and concepts to improve efficiency in the public sector. He is graduate of the Georgia Institute of Technology with a dual-BS in International Affairs &

Modern Language and Public Policy, with a MS in Public Policy from the same alma mater. A Georgian by birth, he enjoys the nexus of technology and humanities. Striving for a customer-centric focus of government services, he supports multiple units of the Georgia Department of Administrative Services for their data and process flow needs.

2. APO/CUPO: “Targeting your Executive Team: The Importance of Defining Procurement’s Value and Brand”

Session Description: Stakeholder alignment starts with defining our value proposition and then clearly communicating the services supporting this value proposition to the organization. How is the brand of Procurement perceived in your organization? This session will focus on the evolving value proposition of Procurement and practices for branding the organization based on the services and value delivered. Session will also look at an internal stakeholder management framework foundational to both driving value and branding the organization.

Speaker: Kurt Albertson is a Principal with The Hackett Group with program responsibility for North American Strategic Advisory programs focusing on client relationships, business development, research and program delivery. Mr. Albertson works with over one hundred Global 1000 companies leveraging research and thought leadership to provide strategic direction and best practice business advice within Procurement and Finance.

Prior to joining the Hackett Group Mr. Albertson spent six years as a management consultant in Sourcing and Procurement during which he worked with executives from dozens of large corporations on sourcing, business and technical strategies, organizational and business process design, and cultural change.

Mr. Albertson also has five years of automotive experience working in manufacturing, quality, and operations. In this role, he designed and implemented global manufacturing processes and supervised production operations.

Mr. Albertson has been quoted in the Wall Street Journal and other major publications, has been the key note speaker at many national events, and travels globally to support client objectives.

3. APO/CUPO: “A Critical Enabler of Success: Finding and Developing Procurement Talent”

Session Description: As Procurement evolves its value proposition we must continue to build and mature needed capabilities and talent management is foundational. This session will look at many of the key skillsets that go beyond traditional procurement-specific skills needed by today’s Procurement professionals as well as some of the critical talent management best practices from recruiting to development.

Speaker: Kurt Albertson – The Hackett Group

4. APO/CUPO Panel: “So Many Hats, So Little Time: Best Practices in Managing Procurement Teams”

Session Description: The role of the Agency Procurement Officer (APO) / College & University Procurement Officer (CUPO) is not always the same in each agency and university. Based on the structure and staffing of each entity, this individual may be responsible for the oversight of all purchasing activities, P-Card, compliance reviews, bid processing, budget reconciliation, contract management, training, mentoring.....well, you get the idea. This session will be a panel discussion and working session with peers to identify Best Practices, Mentoring Skills and Planning Techniques to make the job a little less daunting!

Speakers: Josh Borden – DOAS SPD, LaTonya Ammons – Agriculture, Michael Davidson – GSU, Beverly Long – UNG, Ira Collymore – DOAS, Rhonda Henslee – DNR, Toyia Hunter -TCSG

With more than 25 years of experience in Procurement, Contract Management, Negotiations, and Mentoring, Josh Borden is the Policy and Operations Manager with State Purchasing and has been a valuable resource for agencies, universities and colleges statewide. He has partnered and presented with the National Association of State Procurement Officials (NASPO) and National Institute of Governmental Purchasing (NIGP). He also serves as a Trainer for State Purchasing in RFP, Contract Management and Negotiations and is currently developing a class for APO/CUPOs that will be released later this year.

5. APO/CUPO: – “Little by Little, A Little Becomes A Lot”

Session Description: Deciphering corruption and asset misappropriation. In this workshop, the Office of the State Inspector General will present the major procurement fraud schemes. Corruption schemes such as bribery and conflicts of interest will be explored along with fraudulent disbursements such as billing and expense reimbursement schemes. With each scheme, red flags will be discussed to assist in early detection and prevention efforts to reduce the overall impact of the fraud.

Speaker: Deb Wallace, C.I.G., C.F.E. - Inspector General

Ms. Wallace is originally from Athens, Tennessee. Ms. Wallace became Inspector General on October 7, 2013, after working as Senior Deputy Inspector General and having served under the three prior State Inspectors General. She has been with the office since its inception in 2003. As State Inspector General, Ms. Wallace directs the Office responsible for investigating allegations of fraud, waste, and abuse in the Executive Branch of state government.

Ms. Wallace has twenty-five years of experience conducting administrative and criminal investigations in both state and federal government and holds credentials as a Certified Inspector General (CIG) and Certified Fraud Examiner (CFE). A retired Lieutenant Commander, she is also a 20-year veteran of the U.S. Navy, skilled in the areas of leadership, management, and administration.

Her professional experience in the federal government includes working as a Criminal Investigator with the U.S. Naval Criminal Investigative Service, Compensation Investigator with the U.S. Army Criminal Investigative Division, and Security Specialist with the U.S. Department of Energy. Ms. Wallace also worked for the State of Tennessee as an Internal Affairs Investigator and Program Manager for the Department of Corrections prior to joining our office. She holds a Master of Science from Troy State University in Troy, Alabama, and a Bachelor’s degree with Honors from Chaminade University in Honolulu, Hawaii.

Speaker: Austin Mayberry is a Certified Public Accountant (CPA) and a Certified Fraud Examiner (CFE). Prior to accepting his position as an OIG Investigator in March 2014, he worked as a member of the

National Financial Services Group for BKD, LLP, a national accounting firm, in Cincinnati, Ohio. Mr. Mayberry specialized in external audit, internal audit outsourcing and co-sourcing, and regulatory compliance review. During his time in public accounting, Mr. Mayberry served numerous institutions ranging in asset size from thirty million to two trillion dollars spanning a diverse industry set.

Mr. Mayberry has received advanced training in Interviewing and Interrogations, Public Corruptions Investigations, and Contract and Grant Fraud Investigations. He also has received advanced training from Georgia Southern's Fraud and Forensic Accounting program.

Mr. Mayberry received both his Bachelors of Science in Business majoring in Accounting and his Masters of Accounting degrees from Miami University in Oxford, Ohio, where he minored in business legal studies. Mr. Mayberry is originally from Toledo, Ohio.

6. "Five Rules to Change Procurement"

Session Description: Everyone's talking about the power of collaboration. Yet, how do you do it? Learn how companies like Dell, Microsoft, McDonald's, P&G, as well as the State of TN are using five rules to build collaborative, Vested relationships with their suppliers.

Speaker: Dr. Karl Manrodt serves as a Professor of Logistics and Department Chair in the Department of Marketing and Logistics at Georgia College & State University, located in Milledgeville, Georgia. He is also the Director of the Master of Logistics and Supply Chain Management program, an on-line master's program for working professionals. His degrees include a B.A. in Philosophy and Psychology, Wartburg College, M.S. in Logistics, Wright State University, and his Ph.D. at the University of Tennessee.

Dr. Manrodt has over 25 years in logistics, transportation and supply chain research. These research projects have been funded by a wide range of participants in the supply chain, ranging from consulting firms, associations, carriers, software providers and shippers. This background helped Georgia College establish the Institute for Logistics and Transportation Studies, a research office focused on the needs of today's practitioners. He was recognized as a "2004 Rainmaker" by DC Velocity Magazine. Dr. Manrodt also had served the profession in several forums. He served on the Board of Directors for the Council of Supply Chain Management Professionals as well as other leadership roles with WERC.

In addition, Dr. Manrodt has/or now serves as an editor, reviewer, and on the editorial board of numerous academic and practitioner journals. He is the co-author of seven books, he has given over 150 presentations across the globe.

Dr. Manrodt is the original lead researcher of the annual study of trends in logistics and transportation. The study examines key practices in the industry and is now in its 27th year. Dr. Manrodt also leads the WERC survey on DC Metrics, now in its 14th year.

7. "Revisiting the Core Principles of Strategic Sourcing: Best Practices for Success"

Session Description: In this presentation, The Hackett Group will provide an overview of the frameworks and tools used by successful strategic sourcing organizations, including best practices in conducting spend analysis, market analysis, total cost of ownership (TCO), SWOT and Porter's five forces analysis. The session will include a working session around TCO and Porters Five Forces Analysis.

Speaker: Mr. Patrick Connaughton leads the development of The Hackett Group’s intellectual property in the areas of strategic sourcing and procurement. He has over 15 years of experience in supply chain and procurement research and advisory roles. He has published groundbreaking research in areas like spend analysis, contract life cycle management, supplier risk assessments and services procurement. Prior to joining Hackett, he was principal analyst at Forrester Research, where he focused primarily on helping executives mitigate risk through more effective supplier relationship management. Previously, Mr. Connaughton was a consulting manager at Manhattan Associates and Accenture.

MANAGING SOLICITATIONS & CONTRACTS

8. “Procurement 101”

Session Description: This presentation will allow participants to gain knowledge of the basics of procurement. Participants will learn what procurement is and what their role in the process is. This presentation will focus on the promotion of a fair, ethical and accountable process.

Speaker: Maria Roux

As the QA Compliance Manager for GDOT, Maria is responsible for ensuring GDOTs compliance with State and Federal rule/laws as pertains to procurement. This role is also responsible for auditing the procurement function as well as developing and providing training to all procurement staff and end user/personnel who touch the procurement function. Maria was formally the SPD Training supervisor responsible for the procurement training function, and has over twenty years of experience managing, developing and delivering training for large and small entities/corporations.

9. “Planning Your RFPs: Project Management Best Practices”

Session Description: The acquisition of products and services is an important and often overlooked component in the realization of strategic goals. Many organizations do not spend the time aligning their procurement goals with their future state vision and resulting implementation. Failure to design and implement a successful procurement process will result in project cost overruns, missed expectations and scope creep.

During this presentation, attendees will learn a tried and true project management methodology designed to overcome the issues faced by procurement teams including:

- * the critical points in every procurement project;
- * an easy to use methodology for gathering requirements, defining scope and conducting vendor demonstrations;
- * best practices for developing collaborative team behavior; and a
- * working understanding of tools and techniques to build a communications-centric foundation for the entire procurement team.

Speaker: Rob Prinzo has more than 20 years’ experience working with government agencies to improve business processes and implement technical solutions that improve efficiency and productivity. Rob has worked as a government technology executive, software vendor and consultant giving him a unique

perspective on the procurement process. Through his experiences, Rob has: developed business cases that have resulted in millions of dollars in project funding; worked on the resulting procurements and assisted in the project implementations.

Rob is the author of three books and numerous articles on business process improvement and project management that have been featured in a number of leading business publications including: Chief Information Officer (CIO), Chief Financial Officer (CFO), Computer World, Supply & Demand Chain Executive and the IHRIM Journal to name a few. His Project Assurance training methodology has been adopted by the State of Georgia and is included as part of their internal project manager certification program.

Rob holds a master's degree in industrial management and a bachelor's degree in marketing, both from Clemson University.

10. “The Doctors Are In! Preventing and Curing Sourcing Ailments”

Session Description: Has your RFP technical evaluation been painful because of inconsistent scoring? Have you ever had indigestion over the lack of supplier submitted responses? Have your customer’s technical specifications reached a fevered pitch? Handling sourcing ailments can be time-consuming, frustrating and, sometimes, costly. Our panelists of doctors (i.e., State procurement experts) will share some of maladies that they have encountered when conducting a sourcing event and how they were able to cure the problems. Of course, prevention is always the best course of action and our panelist will also provide tips and techniques to help you realize RFP health. This session is designed to be helpful, thought-provoking and fun. Attendee participation is encouraged – so share your ailments and symptoms with the doctors and receive free advice...health insurance coverage is not required.

Speakers: Gary Craft – DOAS, Bernie Joy – DHS, Rebecca Sullivan – DOAS, Barbara Burns – MGS, Sherida Edwards – DCH, Lisa Elliot – Univ of West GA, Mary Zirock & Trina Williams - GDOT

Gary O. Craft, C.P.M., GCPM is a Category Manager with the SPD Agency Sourcing Division, with more than 25 years of experience in supply chain and strategic sourcing, human resource management, talent management, risk management and temporary staffing.

Gary earned his Bachelor of Arts and Master of Arts degrees in Political Science at Jacksonville State University and an MPM – Project Manager certification from the Keller Graduate School of Management. He is a Certified Purchasing Manager through the Institute of Supply Management (ISM) and hold a Georgia Certified Purchasing Manager certification through the State of Georgia.

11. “Writing Specifications for Results”

Session Description: This workshop will provide the participants with an understanding of effective specifications and their purpose. Participants will be shown how to get started, who should be involved in preparing the specifications and the importance of brevity. An explanation of the seven types of specifications used in the State of Georgia will be discussed, and how specifications should be organized. Participants will be able to identify and manage risk potential.

Speaker: Joyce J. Auld is a native of Virginia. In 2004, she relocated to Georgia with her retired military husband after traveling all over the world.

After relocating to Georgia, Joyce became very serious and focused on completing her educational pursuit. As a Dean’s List recipient at Shorter University, she earned a Bachelor of Science degree

(Management) in December 2007. Knowing the value and importance of education, Joyce immediately enrolled in the Master of Business Administration (MBA) program (Human Resources) with Strayer University. In December 2009, she completed the requirements for an MBA with a 3.9 GPA.

Joyce has a passion and gift for working with married couples, specifically those in a blended family. She is a certified marriage facilitator for numerous marriage curriculums. In 2012, Joyce was awarded the Leadership Award from Georgia Family Council (now Georgia Center for Opportunity). She has received many other awards from organizations in the community for her work with blended families. Joyce and her husband have been featured in numerous magazine articles. They also starred in the documentary “Blended – The Unspoken Truth About Blended Families.” Joyce is the author of “What’s Really Happening in African-American Relationships.”

Joyce has worked with several state entities in various procurement roles. She currently works as a Procurement Training Specialist with the Department of Administrative Services. In July 2016, Joyce obtain the national certification - Certified Purchasing Public Buyer (CPPB) from the Universal Public Procurement Certification Council. Other certifications held by Joyce include; Georgia Procurement Professional Associate (GCPA), Carl Vinson Institute of Government (CVIOG) – Primary Government Accounting Series. She is now pursuing the CVIOG Budget and Financial Management certification for state government.

12. “Navigating the Solicitation Protest Process”

Session Description: This session will provide an overview of the protest process and the Issuing Officer’s role in the process. Attendees will be led through a series of protest scenarios where they will make the ultimate determination “Sustain” or “Deny”.

Speaker: McCall Ginsberg joined DOAS in June 2014 as Deputy General Counsel. Prior to joining DOAS, Ginsberg Served as Assistant Legal Counsel and directed contracting and procurement functions for the Georgia Department of Education and the Georgia Regional Transportation Authority. She served as Legal Aide to the Speaker of the Georgia House of Representatives during the 2001 and 2002 legislative sessions. She is a “Double Dawg,” having earned a bachelor’s degree in Political Science from the University of Georgia and a JD from the UGA School of Law.

13. “It May be a Sole Source If...”

Session Description: The ability to use a sole sourcing posting is one of many procurement methods in your sourcing toolbox. Using a sole source procurement can enhance your effectiveness, reduce some administrative burdens and increase customer satisfaction, IF used properly. This session is designed to improve your understanding of a sole source and which product, software and/or services acquisitions are best handled via a sole sourcing “event”. The session will challenge the attendees to recognize a sole source, to identify where a sole source should be used and to develop an internal process for resolving protests to a sole source. In addition, the session will include a discussion on sound procurement practices and the role a sole source procurement can play.

Speakers: McCall Ginsberg & Janet Pytelewski

Jan Pytelewski serves as the Director of Agency Sourcing for the State Purchasing Division of DOAS. The Agency Sourcing Group provides advice, guidance and subject-matter expertise to customers in such

areas as delegated purchasing authority, complex solicitations and sole source postings over \$500,000. Ms. Pytelewski has been a successful practitioner of strategic sourcing concepts and the application of procurement best practices for over 25 years. Prior to joining DOAS, Ms. Pytelewski held Procurement and Supply Management leadership positions with BellSouth Telecommunications, AT&T and SunTrust Bank. She received her Bachelor's degree from the University of Georgia and her Master's from Georgia State University. In addition, Ms. Pytelewski has earned her certification as a Business Performance Coach from Kennesaw State University.

14. "Power of Procurement – A Jedi Master You Will Be! May the Source Be with You!"

Session Description: The ability to understand key business requirements and matching them to supplier capabilities is critical to the development and execution of a successful sourcing event. This session is designed to provide a hands-on activity to improve communications with your stakeholders through a presentation of your Jedi procurement prowess.

Participants will have the opportunity to practice listening and translating unfamiliar terminology used to analyze the marketplace resulting a competition solicitation environment.

Translating the "Yoda" speak and revealing options for the capabilities within the market/supplier landscape will reveal your inner Jedi prowess for addressing stakeholder's business needs.

Once effectively completing the mission, earn your lightsabers to show that procurement force will always be with you!

Speaker: Dana Harris

Dana Harris presently works as an Agency Sourcing Division Category Manager for Georgia's Department of Administrative Services. Dana is a NIGP Certified Public Procurement Officer and received her B.A. in Public Administration from San Diego State University and MPA from California State University, Dominguez Hills. In 1999, after a private sector career, she began working in the field of public procurement in a variety of capacities that involved preparing bid responses, managing programs, grants and tracking financial expenditures. Dana has been employed by the State of Georgia since 2005 where she has experience leading procurement events valued from \$5,000 to \$1 Billion dollars annually with a mix of everything in between as an Agency Procurement Officer in addition to working in the State Purchasing Division.

15. "Swimming in the Deep End, Shark Free! RFPs!"

Session Description: If you've done RFPs and felt that you were shipwrecked in shark infested waters (didn't get the right response, encountered protests, couldn't find your way), come get rescued! In this session, you will have the opportunity to learn some of the ways to craft your RFPs to get the most out of your solicitation, avoid protests, structure your objectives and ask the right questions. RFPs – Challenging? Maybe, but not difficult once you know how to work with them!

Speaker: Josh Borden

16. "What's Coming Down the Statewide Contract Pipeline?"

Session Description: Representatives from the Strategic Sourcing Unit of State Purchasing will discuss the organizations upcoming state contract solicitation opportunities in the areas of Services, Information Technology and General Goods.

Speakers: Beverly Alexander Denson, Rick Beal, Clarence Ingram

Beverly Alexander is the IT Group Category Manager of the Department of Administrative Services/State Purchasing Division for the State of Georgia. In this role, Beverly is responsible for leading a team of procurement professionals charged with sourcing and managing enterprise IT solutions. The IT contract portfolio includes Statewide contracts such as Audio Visual Products and Services, CCTV, Cloud, Desktop Printers, Electronic Monitoring Devices, PC Hardware, Public Safety Communications, Multifunctional Printers, Networking Equipment, Servers/Storage, Software, and Temporary IT Staffing.

Rick Beal is the Group Category Manager for the Services and Special Projects team in the State Purchasing Division for the Department of Administrative Services. In this role, Rick is responsible for leading a team of procurement professionals charged with sourcing enterprise wide services solutions. His team's statewide contract portfolio includes services statewide contracts such as Expedited Delivery Service, Auto Rental and Leasing, Interpretation, Translation and Sign Language, and Indefinite Quantity Construction just to name a few. The Services team's statewide contract portfolio is valued at over \$180M.

Clarence Ingram is a Group Category Manager within the Strategic Sourcing Unit of State Purchasing for the State of Georgia. In his role, he responsible for negotiating and implementing statewide enterprise agreements, spend management, customer and supplier relationship management, cost reduction and savings maximizing strategies for general goods and commodities.

17. "The Contracting Process: Administration vs Management"

Session Description: There's more to contracting than completing required documentation. This session will focus on the difference between contract administration and managing contracts.

Speaker: Jim Barnaby serves as the USG Strategic Sourcing Director for the University System of Georgia. Mr. Barnaby served in the US Army for over 20 years and retired as a First Sergeant. As an Army Infantry First Sergeant and Platoon Sergeant, he dedicated most his time to leading, planning and logistics. Some of the highlights of his military career were serving 9 years in Europe, training new recruits as a drill sergeant at Ft. Benning, Georgia and receiving the Bronze Star for actions in Desert Storm. His last duty assignment was at North Georgia College, where he served as a military instructor.

After retiring from the Army in 1997, Mr. Barnaby remained with North Georgia College and began working in Auxiliary Services. After completing a BA in Business Management, he was hired as the agency's CUPO and the Director of Materials Management. During this time, there he established new procurement processes and launched the new PeopleSoft eProcurement Module. In 2008 earned his National Certification as a Professional Public Buyer (CPPB) and then his Certification as a Public Purchasing Officer (CPPO) in 2009. In 2010 he was given the opportunity to work at Georgia Perimeter College as the Associate Director of logistical Services. During the first year two years at GPC he launched eProcurement and Georgia First Market Place. In 2014 he was promoted to Director of Logistical Services. In 2016 Georgia Perimeter consolidated with Georgia State University. In July 2016 Mr. Barnaby accepted a position as the USG strategic Sourcing Director.

18. Board of Regents: “Bridging the Great Divide between Public Works Contracting and State Entity Contracting”

Session Description: Is it a Public Works or a State Entity Contract? This session will provide an overview of USG Public Works Contract (PWC) competitive bid requirements and how to define what should fall under USG PWC competitive bid versus State Entity Contract competitive bid requirements.

Speaker: Jim Barnaby

INTERNAL CONTROLS & COMPLIANCE

LUNCH PROGRAM: “Truth Is Not Only Stranger Than Fiction, It Is More Interesting”, “State of Purchasing – Vision and Mission” – Lisa Eason

Session Description: Exploring the fraud triangle – opportunities, pressures, and rationalizations. This session will explore real-life case examples of procurement-related fraud investigated by the Office of the State Inspector General. We will discuss the fraud scheme and details of the case. Further, we will explain how it occurred and what the consequences were. Finally, we will explore preventative or mitigating controls that could have prevented the fraud or caught it sooner.

Speaker: Deb Wallace

19. Understanding the New P-Card Policy & Your Plan”

Session Description: This presentation is intended to provide all participants an overview of the new policy changes, allow for discussion on areas of concern, and addressing any issues surrounding the future use of the card for purchases outside policy guidelines.

Speaker: John Thomason & Team

John Thomason has been a dedicated public servant of the State of Georgia for the past 10 years working for the Georgia Department of Administrative Services. He currently serves as the Director of State Card Programs, having management and oversight responsibilities for the State’s P-Card, Travel Card and ePayables programs.

John Thomason is a lifetime CPM holder with the Institute for Supply Chain Management and has a Bachelor of Science in Business Administration with a degree in Operations Management from Auburn University.

20. “Top-Notch Purchase Orders: How to Make a Purchase Order Tell You What You Need to Know”

Session Description: Purchase orders contain a lot of information about the types of goods and services the State of Georgia purchases, the suppliers the State uses, and how the State makes those purchases. There are people who use all of that data to identify ways the State of Georgia can save money. You can help in this process by following a few simple rules as you go about your daily tasks. This session will explain the different types of data on a purchase order and how that data can be used to make informed procurement decisions.

Speakers: Maggie Clarke and John Kreeger

21. “Purchasing Goods or Services Using Federal Funds”

Session Description: The State of Georgia is awarded billions of federal dollars annually. Goods and services purchased with federal funds have compliance requirements. This session will focus on using guidance provided in the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, Title 2 Part 200 in the Code of Federal Regulations to ensure purchases are properly authorized, are eligible, and meet other compliance requirements.

Tracy Arner manages the Carl Vinson Institute of Government's Financial Management Training Program, which provides specialized training and certification to finance officers, elected officials, and others who serve in local governments and state agencies. She has worked as a public accountant, finance professional for local governments, and trainer. She is a Certified Public Accountant and has a Master of Education in Learning, Design, and Technology and a Bachelor of Arts in Accounting.

22. "The Devil is in the Details: Policy & Compliance Roundtable"

Session Description: Ever wonder why policies and procedures are written a specific way? Do you dread Compliance Reviews? Do you have an idea on how State Purchasing could help you with specific exemptions or further policy enhancements? This is your turn to tell us what works, and what doesn't, and to help us brainstorm!

Speakers: Lisa Eason & Josh Borden

Lisa Eason serves as Deputy Commissioner of Procurement. A 20-year veteran of the State of Georgia, she previously worked as the Assistant Commissioner of Administration, Executive Director of Administrative Services and Director of Accounting for the Technical College System of Georgia. She also served as Accounting Manager for the Office of the Commissioner of Insurance and Auditor for the Department of Audits and Accounts. An experienced leader with a wealth of knowledge in budget and finance, purchasing, support services and accounting operations, Ms. Eason earned a Bachelor's Degree in Accounting from the State University of West Georgia, and a Master's Degree from the University of West Georgia.

23. "State Use Council and How It Works in State Purchasing"

Session Description: Discuss the Purpose, Intent, Rules, Regulations and Challenges of operations under Georgia's State Use Law

Speaker: Darryl Mitchell serves as the Director of Strategic Sourcing for the State Purchasing Division and is a member of Department of Administrative Services' leadership team. Mr. Mitchell previously served as the Group Category Manager for Infrastructure within the division after joining DOAS following 21 years of service in the United States Air Force. During his tenure in the Air Force, he held several positions of responsibility within the contracting and audit career fields and brings over 23 years of strategic sourcing experience to the position. Mr. Mitchell is a C.P.M, G.C.P.A and holds an Advanced/Senior Level Contracts Management Professional Certification from the Department of Defense.

24. "Internal Controls and You"

Session Description: This presentation will discuss the Statewide internal control guidance that has been released by SAO, and supported by OPB. There will be a brief overview of the guidance, Agency required submissions, and how it ultimately impacts all employees. A large part of the presentation will discuss specific examples of how internal controls are an integral piece of the procurement cycle.

Speaker: Rachael Krizanek is the Internal Controls and Policy Manager at SAO responsible for issuing Statewide internal control guidance, reviewing Agency submissions relating to internal controls and Accounting and Business Process policies. She has a Bachelor's Degree in Accounting from Binghamton University, and is a licensed CPA. Rachael's experience includes 15 years as an Auditor in NY State

Comptroller's Office, performing internal control audits of local government entities, such as cities, schools and counties.

25. "Do You Love Me? Insurance and Bonding Guidelines Conversation"

Session Description: The presentation will be an overview of the DOAS Insurance and Bonding Guidelines document. The first half of the presentation will be a primer on the concepts of insurance contracts and procurement guidelines. The second half of the presentation will be an interactive discussion around updating and enhancing the document.

Speaker: Wade Damron joined the Department of Administrative Services Department on August 1, 2014 as the Director of Risk Management Services. He started his risk management career in 1988 as a property and casualty underwriter for The Travelers Insurance Company. Wade has 20 years of Corporate risk management experience working in the private sector directing the risk management programs for firms in both the waste management and healthcare fields. He has also spent 7 years as a Risk Management consulting for domestic and international clients working in conjunction with the insurance brokerage firm of AON.

Wade has been married for 28 years and has 4 daughters. His hobbies include spending time camping and boating with his family and watching his daughters play softball. Wade is a 1988 graduate of the University of Georgia with a BBA in Risk and Insurance Management.

26. "Do Your Purchase Orders Make the Grade? PO Scorecard"

Session Description: Everyone should review purchase orders to make sure they are compliant with laws and policies, provide the data needed to make informed procurement decisions, and provide transparency into State procurement. But, how do you know how well you and your staff are doing? This session will include a demonstration of two new scorecards developed and used by the SPD Process Improvement Team in its audits.

- The new Random Sample Purchase Order Scorecard from the State Purchasing Division will help you grade the compliance of your purchase with the key factors of following the Order of Precedence, Purchase Type and NIGP Codes, clear descriptions, and other procedures applicable to the purchase.
- The Criteria-Based Purchase Order Scorecard uses three new queries available in both the SAO and BOR versions of PeopleSoft to identify potential split purchases and possible bid violations.

Speakers: Maggie Clarke and John Kreeger

Maggie Clarke has been with the State of Georgia since 1990 and has over 30 years accounting and auditing experience. Maggie spent seven years with the Department of Banking and Finance as a Financial Examiner and nine years with the Department of Transportation. While with the GDOT, she handled the accounting and auditing responsibilities for inventory purchases as well as the purchasing card and fuel card programs. She moved to the Georgia Department of Administrative Services, State Purchasing Division, in 2006 and is now the Audit Manager responsible for compliance audits of purchase orders and solicitations for State Agencies, Technical Colleges, and Universities.

Maggie earned the Certified Purchasing Professional (CPP) designation and the Georgia Certified Purchasing Manager (GCPM) designation sponsored by the Department of Administrative Services, State Purchasing Division. She has a BBA in Accounting from West Georgia College.

John Kreeger

Over the past 20 years I have gained purchasing, financial management and audit experience in state and local government and higher education in both the US and the UK. Prior to moving to the UK in 1997 I worked for the Internal Revenue Service. I have an M.A. in Political Science from Villanova University and a B.A. in Political Science from Edinboro University in Pennsylvania. My wife and I live in Cherokee County, GA.

UNDERSTANDING & SERVING CUSTOMERS

OPENING SESSION KEYNOTE: “Getting to We’ – Negotiating Agreements for Highly Collaborative Relationships”

Session Description: For years, businesses have worked under the assumption that the goal of negotiation is simply to get the deal. Hundreds of books have been written on “getting to yes”, “getting past no,” and “getting more”...the prevalent assumption being “get a signature, and you are done”. Strategies and tactics focus on getting the deal – not making sure the deal provides sustained value in the future.

More and more, business success depends on strategic relationships built for an ever-dynamic and interconnected world that will endure long after “the deal is done.”

Organizations will leave this evocative presentation with insights which include:

- Understanding why “getting to yes” is no longer enough
- Challenging how they have traditionally played the “game” of negotiations
- Learning a proven five step approach to negotiating a relationship – not just the specific deal points

Keynote Speaker: Kate Vitasek is an international authority for her award-winning research and Vested® business model for highly collaborative relationships. Vitasek, a Faculty member at the University of Tennessee, has been lauded by World Trade Magazine as one of the “Fabulous 50+1” most influential people impacting global commerce. Her work has led to 6 books, including: Vested Outsourcing: Five Rules That Will Transform Outsourcing, Vested: How P&G, McDonald’s and Microsoft Are Redefining Winning in Business Relationships and Getting to We: Negotiating Agreements for Highly Collaborative Relationships.

Vitasek is known for her practical and research-based advice for driving transformation and innovation through highly-collaborative and strategic partnerships. She has been appeared on CNN International, Bloomberg, NPR, and on Fox Business News. Her work has been featured in over 300 articles in publications like Forbes, Chief Executive Magazine, CIO Magazine, The Wall Street Journal, Journal of Commerce, World Trade Magazine and Outsource Magazine.

27. “Growing Georgia’s Small Businesses through Increased Procurement Activity”

Session Description: This session will explore the importance of contracting with small businesses across Georgia and the role that locally-owned businesses have in today’s economy. The session will also explore how contracting can lead to establishing new markets for entrepreneurs and how procurement opportunities also encourage small businesses to pursue small business certifications and participation in trade associations and networking opportunities.

Speaker: Ryan Waldrep

As the Assistant Director of Entrepreneur and Small Business and Regional Project Manager with the Department of Economic Development, Ryan provides assistance to companies considering Georgia as a business destination and identifying and pursuing prospective companies with expansion and or relocation potential. He also assists local Chambers of Commerce and Development Authorities in their economic development activities and development of entrepreneurial ecosystems.

Ryan earned his Certification in Economic Development through the International Economic Development Council in 2006 and Economic Development Finance Professional through the National Development Council in 2012. His membership affiliations include the Georgia Economic Development Association and the International Economic Development Council. Ryan is a member of several local organizations, including the Rotary Club of McRae (and Past President) and the McRae United Methodist Church as well as a graduate of Leadership Georgia and Leadership Telfair.

Prior to joining the Georgia Department of Economic Development, Ryan served as President of the Telfair County Chamber of Commerce and Development Authority and as an Economic Development Planner at the Heart of Georgia Altamaha Regional Commission.

A native of McRae, Ryan holds a BFA in Speech Communication (Public Relations) and an MPA in Public Management, both from Valdosta State University. Ryan continues to reside in Telfair County.

28. “Using the Customer Relationship Management Tool to Improve the Customer Experience”

Session Description: DOAS has created a unique experience for our customers. Our goal is to make it possible for our customer to get resolution to their problems and concerns in a timely and efficient manner. In this customer based environment, there will be several options to reach the Contact Center. They will be accessible by phone, email, customer service portal, and there are future plans to add chat. This application will give the customer access to submit their questions and concerns electronically any time of day or night. The customer will also have the option use a self-service module to view knowledge based articles on common issues for more responsive resolutions.

We also will be introducing an application called Policy Automation which will eliminate many of the forms you currently have to fill out today. Come see how our new application can assist you in updating/completing standard forms for Procurement and our other business divisions. We are very excited about our new advances and would love to show them to you.

Speaker: Patricia Barber

A Customer Service professional for over 35 years, I have worked in all positions in a Contact Center from front line customer service to quality management auditor to Contact Center management. In my career, I worked for ING, Affiliated Computer Service ACS, Cox Enterprise-Autotrader, and the Department of Motor Vehicles. In my role at these companies I have managed from 50 – 150 agents. At DOAS I am the Contact Center Manager and I manage 11 Analysts which includes the Procurement Helpdesk, as well as, provide frontline customer service for the other divisions in our Agency.

I firmly support the DOAS vision:” State government is a trusted, fiscally responsible partner that delivers valued services in a convenient and simple manner to improve the quality of life for citizens, communities, and visitors.” This vision is much larger than just DOAS. Our strategic plan incorporates objectives and strategies to ensure that DOAS contributes to and achieve the vision for the State.

I demonstrate a personal commitment to the Contact Center team and encourage them to use their resources to help remove any obstacle to assisting our customers. We have targets to meet and each time we are successful, we celebrate and then move to the next target while keeping our success in front of us.

I love to lie in a hammock with my favorite pitcher of “lemonade” and identify the different clouds formation on a sunny day. I am also a strong supporter of the State Funded Georgia Lottery and the Atlanta Falcons!!

CLOSING SESSION: SCAVENGER HUNT AWARDS

OPTIMIZING TECHNOLOGY & SYSTEMS

29. “IT Procurement Game Plan – How to Hit a Homerun with Your IT Procurements”

Session Description: Sourcing professionals who acquire technology products or even services with a technology component often encounter challenges in developing a comprehensive Request-for-Proposal (RFP). From understanding what you are acquiring to addressing security risks to posting a successful award, this session will provide you with a repeatable game plan for improving your technology RFPs. Designed to improve your “on-base” statistics (i.e., sourcing effectiveness), this presentation will include a discussion of technology procurement best practices, coaching tips for enhancing your relationship with your IT Groups and a play-by-play checklist to make sure you have covered all the bases.

Speakers: Janet Pytelewski & Nancy Parrott

Nancy Parrott, PMP, CCM, ITIL – IT Investment Consultant

Nancy manages the Investment Governance Program for the EPMO. Over the past five years she has worked to create and implement processes to support agencies in making more informed investments in technology. She works directly with the agency business leads as well as the State Purchasing Office of DOAS to identify opportunities for leveraging state technology resources across the enterprise. She is the initial point of contact with agencies requesting new technology investments and conducts assessments to identify potential impacts and risks and make recommendations for mitigation strategies. She supports technology initiatives through the initiation and planning phases and works closely with the State Chief Technology Officer in reviewing state technology procurements. Nancy has created Templates and reference checklists based on best practices to assist agencies with Business Case Analysis and Procurement Strategies.

Nancy spearheads a cross-agency team with DOAS State Purchasing to ensure consistency of message and policies related to enterprise technology procurements. She has worked with DOAS to assess agency maturity in technology investment practices and has collaborated on the development of a statewide training effort to address opportunities for improvement. Nancy is certified in Organizational Change Management and provides training through the EPMO Professional Development Program. She also developed and delivers an executive level course which prepares agencies for managing the large amount of change introduced into their environment.

30. “What You May or May Not Know about Supplier Contracts in Team Georgia Marketplace”

Session Description: This presentation will cover functionality that is available in the Supplier Contracts module of Team Georgia Marketplace, but is currently not being widely used. The speaker will demonstrate how to use wizards to complete your contract templates and how to route them through your organization using online collaboration. Also included will be how the Supplier Portal has been integrated with supplier contracts to gather required supplier information.

Speaker: Kyle Morton

Kyle Morton is a senior consultant with over seventeen years of cumulative functional and technical PeopleSoft experience. To complement his accounting background, he has experience in PeopleSoft Financials and Supply Chain Management implementations, support, workflow, and end-user training. Specific proficiency in eProcurement/Purchasing, Project Costing, Supplier Contracts Management, Strategic Sourcing, Procurement Card, SciQuest, Accounts Payable, Asset Management, Commitment Control and General Ledger.

31. “Creating Successful Sourcing Events in Team Georgia Marketplace”

Session Description: Team Georgia Marketplace's Strategic Sourcing module provides a complete electronic sourcing solution with built-in analysis tools. Through the use of bid factors, the event buyer can ask questions and request attachments from the vendor. The buyer can also create private events that are only accessible to selected vendors. This session will show how changes are easily communicated to the vendors through new versions of the event, and will show how organizations can standardize their event postings by creating standard sets of bid factors, comments and requirements to be used with each event. It will also focus on bid response analysis and award and reverse auction capabilities.

Speaker: Kiaja Williams is a senior business analyst for Team Georgia Marketplace. She has over 15 years of experience in application development/support and system analysis. She graduated from Auburn University with a bachelor's degree in computer engineering. She previously worked for IBM in the Enterprise Storage Server group.

32. Board of Regents: “Sourcing and Contracting for SaaS Solutions”

Session Description: The presentation will cover the complexities and pitfalls of sourcing and implementing enterprise wide solutions. It will focus on procurement solutions. The presentation will draw from experiencing implementing the P-Card module for Concur. It will address campus engagement, formation of steering committees, project plans etc.

Speakers: Ajay Patel & Teresa Holcomb

Ajay Patel is currently the Director of Purchasing at the Georgia Institute of Technology. He has over 15 years of direct and indirect procurement experience overseeing a variety of commodities in various industries including higher education, automotive, utilities, apparel, textiles and consumer goods. Ajay has spent most his career in industry working for companies such as Ford Motor Company and Georgia Pacific and has also spent time running a manufacturing facility in Southern Africa. He has a Bachelor's Degree in Chemical Engineering from the Georgia Institute of Technology and an MBA from the University of Texas at Austin.

Teresa Holcomb is the IT and Scientific Purchasing Manager at the Georgia Institute of Technology. Her team works with various campus departments to develop their strategy for the procurement of IT hardware and software to meet their diverse needs. She has recently worked to develop and manage RFPs to meet the enterprise wide campus requirements for Chemical Tracking software, a Learning Management SaaS and an ERP Financial SaaS. Teresa has negotiated numerous cloud based contracts including Code42-CrashPlan and Dropbox.

33. Board of Regents: “Tips and Tools for the Georgia Procurement Registry”

Session Description: Manage profiles, Bid Search, NIGP Code Search, Supplier Search, View Attachments, Notice of Intent to Award, and New Sole Source.

Speaker: Mukesh Patel is a Senior Business Analyst at Georgia Department of Administrative Services. He is a member of the agency's IT team and serves as a Business Analyst on various procurement projects throughout the agency. He has a ITIL Foundation Certification with 8+ years of TeamWorks TGM and eSource/GPR experience. Mr. Patel previously worked on the Vital Statistics projects to modernize service through ServiceOntario's (Canada) single-point-of-contact portal.

34. Board of Regents: “Dynamic Change Systems, Process and Organization”

Session Description: This presentation will focus on building and maintaining a continuous improvement strategy that crosses industries including public universities. It considers the challenges and opportunities, while highlighting the need for integration of processes, systems and skills in a public research university environment using a case study approach. This will discuss developing organizational involvement, support and momentum for change. The presentation discussion will consider the challenges and opportunities present for organizational differences in scope, size and skill.

Speaker: Frans Barends is the Sr. Director of Procurement & Business Services at the Georgia Institute of Technology, managing Purchasing, Accounts Payable, Travel, Insurance, Assets and Logistics.

Frans has a Bachelor of Sciences degree from West Point in Engineering and Economics and served in the United States Army in Europe, the Middle East and United States and was awarded 2 Bronze Stars during Desert Storm. He has the CPSM and lifetime C.P.M. certifications and is a Six Sigma Green Belt.

He has focused on best practices across industries leveraging experience in food, energy & utilities, construction and Higher Education with organizations such as Hershey Foods, Aquila Energy and Dartmouth College before coming to Georgia Tech. His experience includes process improvement, organizational redesign and system integrations and has conducted ERP implementations and upgrades with PeopleSoft and Oracle and multiple eBusiness, Imaging and travel and expense systems.

While at Georgia Tech he led broad organizational and process changes to implemented a range of systems including a full eBusiness Procure-to-Pay SciQuest Suite, electronic Travel and Expense, Integrated Imaging storage and workflows, eSourcing, electronic vendor registration and Spend Analytics. Georgia Tech achieved an exceptionally rare 100% Federal Audit score on the recent Contractor Purchasing System Review (CPSR).

He was recently the Keynote Speaker at ProcureCon Asia 2016 and IT Procurement Europe 2016.

He enjoys travel, the outdoors, water activities and sports and has traveled to 35 countries. He played on the winning U.S. team for the 1985 European Amateur Rugby 7's Championship in Berlin.

35. "Enhancing Your Use of Electronic Commerce with Team Georgia Marketplace"

Session Description: Providing State Procurement Professionals with Helpful and Insightful Ways to Discover and Purchase Items Using Team Georgia Marketplace E-Catalogs.

Speaker: Tinae Jones

In 2013, Tina'e Jones joined the Department of Administrative Services as a Senior Business Analyst supporting Team Georgia Marketplace's Virtual Catalogs System. Prior to working for the Department of Administrative Services, she worked in the private sector for a well-known Fortune 50 Company as a Senior Analyst. She holds a Bachelor's in Business Management as well as her M.B.A, with aspirations to achieve her DBA in Project Management. Tina'e is an active member of the PMI Atlanta Chapter and has served as an Officer over the past three years with a local non-profit organization. Tina'e brings to her role, over 16 years' expertise in the areas of Database Administration, Project Management, and Business Reporting & Analytics.

36. "Cloud-y with a Chance of Audits – Navigating Software Licensing and Agreements"

Session Description: Software Licensing has always been complex but with the advent of Cloud and Appliances it's become more complicated than ever. This workshop will arm you with tips, tricks and information on how to manage software agreements and the challenges of renewals. We'll explore how the new licensing structures work; how cloud is changing the industry; how to negotiate an End User License Agreement and explain new Software Technology such as appliances. We will also discuss strategies to handle the ugly side of Software, True Ups, Over-Licensing and Audits.

This is an interactive session. Besides our discussion on licensing, you will have an opportunity to share your experiences with the current contract. We want to ensure your needs and concerns are addressed in the forthcoming SWC so come prepared to share.

Speaker: Tetchjan Simpson is a Category Manager for Information Technology in the State Purchasing Division of the Georgia Department of Administrative Services. Tetchjan is responsible for managing and developing complex technology contracts such as Software, IT Temporary Staffing and Enterprise Equipment. She also supervises contract managers who establish and administer contracts such as CCTV, Multi-Functional Printers, Audio Visual Products, Networking and Personal Computers to name just a few. The Information Technology team's statewide contract portfolio is valued at over \$370M.

STRENGTHENING LEADERSHIP SKILLS

37. "Alphabet Soup"

Session Description: A, B, C, D, E, F, GCPA or GCPM? The State Purchasing Division offers four (4) certification programs, GCPA, GCPM, GPCPA, GCPH and an RFP Certificate. Do you know the difference? This session will provide you with the do's and don'ts of certification!

Dorna F. Werdelin serves as the Training & Outreach Manager with the Georgia Department of Administrative Services State Purchasing Division. She is responsible for statewide procurement training

for purchasing personnel and companies wishing to do business with the state of Georgia. Mrs. Werdelin also manages the communications and outreach functions in the Division, and is the Georgia Minority Business Enterprise (MBE) Certification official, acting as a dedicated resource to those businesses. She has extensive experience in ERP project management, government and public relations, strategic planning and communications, vendor-management, contract negotiations, training development and evaluation, and organizational leadership development programs.

Dorna has worked with the State of Georgia government for over 10 years, formerly as the Assistant Director of the Georgia Leadership Institute and Enterprise Learning Division at the State Personnel Administration. Prior to the state, Dorna was the Deputy Information Officer at the largest oil refinery in the western hemisphere, in St. Croix, USVI. Dorna has an MBA in Human Resource Management and is a certified master trainer and communicator. She also holds a Georgia Certified Purchasing Associate certification and sits on the NASPO Training Coordinator Planning Committee and the Metro-Atlanta Intergovernmental Association of Equal Opportunity Officials (MIAEEO).

38. “Attracting & Retaining Millennials to the Procurement Profession”

Session Description: This presentation will present suggestions as to how to attract millennials to procurement. It is commonly understood that personnel in procurement are aging and it is becoming difficult to attract and retain younger workers. Understanding how this group views and sees success with job performance would assist entities with retaining not only the millennial but allow them to leverage the current work staff to grow its procurement function.

Procurement decision makers should also understand that there is value in employing not only the millennial but growing its current staff growing its current staff’s knowledge of new and trending ideas.

Speaker: Maria Roux

As the QA Compliance Manager for GDOT, Maria is responsible for ensuring GDOTs compliance with State and Federal rule/laws as pertains to procurement. This role is also responsible for auditing the procurement function as well as developing and providing training to all procurement staff and end user/personnel who touch the procurement function. Maria was formally the SPD Training supervisor responsible for the procurement training function, and has over twenty years of experience managing, developing and delivering training for large and small entities/corporations.

39. “Spread the Word! Successful Communication”

Session Description: Purchasing can be complicated, rules, policies and guidelines galore. Successful outcomes depend on effective communication. This session will provide insights for selecting the most meaningful delivery methods for spreading the word.

Speaker: Terri Gerhardt, CPPO, CPPB, GCPA Purchasing Manager for Georgia Institute of Technology. Ms. Gerhardt has worked in public procurement for over 20 years. She has held procurement leadership positions at Fayette County Public Schools, Valdosta State University and Georgia Institute of Technology.

Terri has developed and taught classes for the National Institute of Governmental Purchasing, Georgia Chapter of NIGP, Governmental Purchasing Association of Georgia, Fayette County Public Schools, Valdosta State University, Georgia Institute of Technology, NIGP Forum and TAGM Regional Conference.

40. “Using Lean Thinking to Make Your Procurements Better”

Session Description: This workshop will enable attendees to expand their skills related with the concept of Lean and continuous improvement. The presentation will show the history of how Lean has progressed from the production environment and into various industries like healthcare, construction, service, government, HR and procurement departments. Focus will be to introduce the attendees to basic Lean concepts, ways of identifying the wastes within a process and methods of how your procurement department can start on its Lean journey.

Speaker: Vimal Patel has over 13 years of supply chain consulting and operational leadership experience including: material and information flow plans, end-to-end supply chain designs, improvement workshop facilitation, developing OpEx playbooks, and manufacturing and facility layouts. He has led and supported various projects for LeanCor customers such as Whirlpool, GlaxoSmithKline, Coach, and Bose. Vimal has also been instrumental in developing LeanCor’s proprietary technology for materials management and inventory accuracy. Vimal holds a bachelor’s degree in computer science and a bachelor’s degree in information technology (IT) with a second discipline in supply chain management from Georgia Southern University.

41. “NASPO’s Top 10 Priorities for State Procurement in 2017”

Session Description: The National Association of State Procurement Officials (NASPO) surveyed its members asking for their top priorities for 2017. Based on a ranking from state procurement leaders nationally, NASPO identified the Top Ten Priorities for State Procurement setting the agenda for thought leadership and programming for the profession. Become a part of the discussion. Join us to learn what NASPO members say are the top priorities for state procurement in 2017 and how they affect you.

Speaker: Voight Shealy is the Education & Outreach Director of NASPO ValuePoint, the nation’s largest public procurement cooperative. Voight joined the NASPO ValuePoint staff when he retired from the State of South Carolina in 2014 after 37 years of service primarily with the State Auditor’s Office and the Materials Management Office, the state’s central procurement office. For 20 years, he managed the Materials Management Office, serving as the State’s Chief Procurement Officer responsible for all state procurement including information technology, construction, supplies, and services. Voight has been a member of the National Association of State Procurement Officials (NASPO) for 22 years serving 15 consecutive years on the Board of Directors as Director, Finance Chair, and 2006/2007 President. He is a recipient of NASPO’s Giulio Mazzone Distinguished Service Award and continues his affiliation as an honorary member.

SUPPLIER TRAINING

1. “Legal Aspects of Contracting with the State”

Session Description: Public contracts follow different parameters than private contracts. For example, state agencies are unable to agree to certain revisions to the state standard contract or contract

provisions that are standard in private industry contracting. This session will address typical contract inherent in contracting with the State.

Speaker: McCall Ginsberg

2. “New Tools: Quarterly Sales Report and Administrative Fee Submission”

Session Description: This presentation gives a brief overview of the rollout of new reporting requirements and administrative fee payments. Additionally, we will review the concepts and data integrity that we’re employing to insure vendor compliance.

Speaker: Travis Horsley

3. Supplier Resources...They’re So Refreshing!”

Session Description: Gather to hear the vast resources that the state has for companies doing business with Georgia. You may think you know Georgia, but there’s so much more!

Speaker: Dorna F. Werdelin

4. “ePayables”

Session Description: Understanding ePayables in State of Georgia Purchasing.

Speaker: John Thomason