







# 2023 SESSION DESCRIPTIONS

We know how exciting the Conference can be and ask that you please observe the following as you attend the GPC:

1. Prior to each session, the monitors will be configuring the rooms and setting things up. Please wait for the doors to be opened by the monitors before entering.
2. At the end of each session, you will be asked to take your belongings with you. Attendees are asked to clear the room so that the monitors can setup for the next session, so please exit the room (even if you wish to attend the next session in that room).
3. Please do not "save" seats for fellow attendees. Seating is first come, first served, so please allow all your fellow GPC attendees the ability to join the session.
4. Please be mindful when arriving and exiting of others' (some move a little slower, and/or might need a moment to gather their belongings)
5. Please raise your hand to ask a question. The presenters will instruct you at the beginning of the session if they wish to have you hold questions until the end or will entertain questions during the session.
6. Session is full: We have to follow the Fire Marshall and room limits. When a session has reached capacity (all seats filled) a sign will be posted indicating the Session is Full. You will need to go to an alternate session at that time. There is no sitting on the floor or standing room only accommodations. Please be respectful of others and select an alternate session or attend the EXPO during show hours.
7. Scanning of badges: This year you will be able to scan your badge with the monitor or scan a QR code posted in the room. Monitors will provide this instruction when you arrive.
8. Agency Competition: This year, three agencies developed sessions to be presented at the GPC. You will see a star next to the session description. If you attend one of those sessions, you will be asked to complete a ballot to rank the presentation and provide comments. Please make sure you turn your ballot in at the end of the session to the SPD evaluator.

	APO/CUPO – Agency Procurement Officer/College & University Procurement Officer
	ACC – Audits, Controls & Compliance
	LCL – Local Government & Municipalities
	LGL – Legal Officers
	CMP – Contract Management Process
	SSR – Strategic Sourcing & Research
	USC – Understanding & Serving Customers

\*ELS – Executive Leadership Development Series

**\*Building Organizational Capability**

**Focus:** APO/CUPO, CMP, LCL USC    **Presented:** Series three and four

**Presented by:** Bob Currey

This session is designed to provide procurement professionals and leaders with practical insights into building their own organizational capability. Using real-life examples from their journey, hear firsthand how the University of Georgia is building organizational capability in its procurement department. Learn practical approaches for identifying and prioritizing your organization's needs, developing staff, and building the kind of team culture that current employees value, and future employees want to join.

**Dare to Matter! Choosing an Unstuck and Unapologetic Life of Significance**

**Focus:** All GPC attendees    **Presented:** GPC opening session

**Presented by Keynote Speaker:** Pete Smith

Significance matters! Pete Smith's message about significance will generate conversations within your teams, your organization and even within your families because it focuses on what exists at the core of every individual: to know with certainty that who they are and what they do matters.

**Don't Put Your Procurement in Jeopardy!**

**Focus:** ACC, APO/CUPO, SSR    **Presented:** Series three and eight

**Presented by:** Alex Stewart, Jamillia Valentine, Karmen Milton, Lisa Little and Gerald Schaefer

Join us for a fun, interactive, and informative session focusing on Purchase Order (PO) types and National Institute of Government Purchasing (NIGP) codes. We'll test your knowledge of PO types and NIGP codes in a game show format hosted by the NIGP and PO type task force. Prizes galore for attendees!

### **Don't Sink Your Titanic (Market Research Tips and Tools to Avoid Those Icebergs)**

**Focus:** APO/CUPO, LCL, SSR, USC   **Presented:** Series one and eleven

**Presented by:** Travis Horsley, Bob Currey and Michael Richardson

Deeper than what the eyes can see... Market intelligence affects various aspects of your Electronic Request for Quotation (eRFQ), Electronic Request for Proposal (eRFP) and Sole-Source postings. Taking a deeper dive upfront can save you from potential time sinks in the future. We will review GovWin and other data tools that can be used to conduct market research.

### **Ethics and Procurement Integrity**

**Focus:** APO/CUPO, CMP, LCL, LGL   **Presented:** Series five and nine

**Presented by:** Emily Hirst and Logan Winkles

What you need to know as a state employee and procurement professional. We will cover the ground rules for good ethics in procurement and how to approach those tough situations where doing the right thing involves a more complex analysis.

### **\*Follow the Yellow Brick Road (Developing a Policy and Compliance Program at the Entity Level)**

**Focus:** ACC, APO/CUPO, LCL, LGL, USC   **Presented:** Series two and six

**Presented by:** Maria Roux and Mary Zirock

This session will discuss the need to develop policies and procedures that complement the DOAS policy and align with the entity's objectives. Learn how to develop a compliance program that will support your goals, address problems and prevent findings. The discussion will also include how to mentor and guide your staff to keep them engaged and knowledgeable about DOAS and entity policies.

### **Georgia's New Small Business and Supplier Diversity Initiative - What You Need to Know**

**Focus:** APO/CUPO, CMP, LGL, SSR   **Presented:** Series five and ten

**Presented by:** Julian Bailey and Crystal Brown

This will be an interactive session to discuss the Small Business and Supplier Diversity Initiative, an executive order issued by the governor in July 2022. Information will be provided on the goal of the initiative, as well as the work that is currently being done. We will discuss the goal of the initiative, its potential impacts on your entity and how you can assist.

### **GTA Cloud Contract and Migrations**

**Focus:** APO/CUPO, LGL, CMP, SSR   **Presented:** Series six and eight

**Presented by:** Mark Albright and Tetchjan Simpson

Georgia Technology Authority (GTA) would like to share lessons learned and recommendations as organizations migrate to the cloud. Topics will include new contract considerations like protecting data, termination considerations and security. This session will also include an overview of GTA's service strategy and ways to mitigate these new risks.

### **Help Us, Help You 2023**

**Focus:** ACC, APO/CUPO, CMP, LGL, SSR, USC   **Presented:** Series three and eight

**Presented by:** Clarence Ingram, Carl Hall, Ricky Beal, Joyce Auld, Matthew Carter, Barbara Burns, Travis Horsley, Tetchjan Simpson and Becky Alexander

You did, "Help us, Help You 2022," now let's keep the ball rolling. We want to hear ideas that will continue to help the way you work! Share your input on best practices and learn more about policy updates, new statewide contracts and more. We'll highlight our work in progress and lead interactive discussions to map out new changes together!

### **How to Lead as a Procurement Professional**

**Focus:** APO/CUPO, SSR, USC   **Presented:** Series two and eleven

**Presented by:** Barbara Burns, Matthew Carter and Marcia Primus

This session aims to provide information for the procurement professional on how to be the facilitator of a solicitation. We will cover the basics including team member selection, time management, conflict resolution, and team member engagement. The session will be interactive, inviting the audience's input to different scenarios experienced by several Looney Tunes characters.

### **Internal Controls and You**

**Focus:** APO/ CUPO, CMP, LCL, SSR   **Presented:** Series six and eleven

**Presented by:** Rachel Krizanek

This presentation will discuss all you ever wanted to know about internal controls.....what do those terms even mean? Where can I find guidance? What difference do internal controls make? How does this even apply to me? This session will answer these questions and more!

### **Let's Make a Deal**

**Focus:** ACC, APO/CUPO, LCL, SSR, USC   **Presented:** Series one and four

**Presented by:** Becky Alexander and Lisa Little

This interactive session discusses various procurement scenarios where participants are given different options for how they would handle the situation. Who are you bargaining with? This will be another five-star session!

### **Mythbusters**

**Focus:** APO/CUPO, LGL, USC   **Presented:** Series one and eight

**Presented by:** Rebecca Krystopa, McCall Ginsberg and Carrie Steele

We will be busting some long-held assumptions about procurement and contracting. Come see the explosions from our “truth bombs”!

### **One Spider, One Pig and One Perfect Piggyback**

**Focus:** APO/CUPO, SSR, USC   **Presented:** Series one and ten

**Presented by:** Mary Chapman, Rebecca Krystopa, Ross Barrineau and Ira Collymore  
Caught in a web of solicitation deadlines? Take Charlotte’s advice and seek out Wilbur for a piggyback. Piggybacking on a contract, of course! Join our session to learn all about how to take first prize for the best piggyback for your agency and maybe see a curly, pink tail or two!

### **Pass, Fail or Score?**

**Focus:** APO/CUPO, CMP, LCL, SSR   **Presented:** Series four and ten

**Presented by:** Catherine Ice, Barbara Burns and Matt Taylor

This session outlines the types of questions to ask and why these questions can make all the difference. Learn about the different types of questions - Mandatory, Mandatory Scored, Additional Scored and the benefits or pitfalls of each.

### **P-Card and Card Sharks**

**Focus:** ACC, APO/CUPO, LCL   **Presented:** Series two and five

**Presented by:** Krystal Brogaard, Kristen Raley and Stephanie McInnis

Come play a game of card sharks while hearing SPD card sharks talk about what’s going on with the P-Card Program in between rounds.

### **Procurement Auditing- It's as Fun as it Sounds**

**Focus:** ACC, APO/CUPO, CMP   **Presented:** Series four and nine

**Presented by:** Gerald Schaefer

What to look for on POs and solicitations to avoid having audit issues. Will we review the newly implemented audits of Open Market Purchase PO types, Emergency POs, NIGP codes, awarded solicitations and cancelled solicitations. This session will also cover future audit topics and the queries used in the audits. You'll leave with a new outlook.

### **Records Production Requirements in Procurement and Contracting**

**Focus:** APO/CUPO, CMP, LGL USC   **Presented:** Series two and eleven

**Presented by:** Emily Hirst and Logan Winkles

We will walk you through the requirements of the Georgia Open Records Act, the State Purchasing Act and the Georgia Procurement Manual, explaining the requirements and expectations through award and beyond.

### **Stay Connected to SPD and DOAS**

**Focus:** APO/CUPO, CMP, LCL, USC   **Presented:** Series three and eight

**Presented by:** Julian Bailey, Kiaja Williams and Lanique Bradley

Did you know that SPD has several tools and platforms in place to provide you with relevant and up-to-date information? We will discuss the various media and communications platforms

in place and provide information on our procurement process, policies, statewide contracts, auditing and much more!

### **Strategic Procurement Management: How Do You Define Success**

**Focus:** APO/CUPO, USC, SSR, CMP **Presented:** Series one and five

**Presented by:** Jamillia Valentine, Scott Callan

Strategic planning – intentional, proactive, on purpose planning is vital to success, but you have to know what your targets are. Most practitioners learn process, but not the art of critical thinking and strategic planning. This presentation will make the delegate “think” about what they are about to do on behalf of the enterprise.

### **The Doctors are Back with a New Prescription for Sole-Source**

**Focus:** APO/CUPO, LGL, SSR **Presented:** Series two and nine

**Presented by:** Carrie Steele, Jessica Sherman, Rebecca Krystopa and Susan Wells

A formulary update for market research and Sole-Source justification, as well as scientific and peer review of Sole-Source examples.

### **The Great Purchasing Graph-Off**

**Focus:** ACC, APO/CUPO, CMP, LCL, SSR **Presented:** Series six and ten

**Presented by:** John Kreeger

Analyzing PO and solicitation data via graphs and other data visualizations, allows SPD and other entities to identify good and bad trends in purchasing activity. This session will demonstrate a few of these benefits and allow attendees to view and interpret real data samples. These samples will help to familiarize attendees with how to spot various trends and anomalies in the data they access.

### **The Magic of Supplier Contracts**

**Focus:** APO/CUPO, CMP **Presented:** Series six and nine

**Presented by:** Margaret Robert and Dr. Carl Hall

You have an approved contract with a supplier, now what? CONTRACT MANAGEMENT! Learn best practices for handling contract renewals and extensions. Learn how the PeopleSoft Supplier Contracts Module supports contract management. Learn how to clean up your existing supplier contracts in PeopleSoft and manage changes.

### **Why You Should Care About Fraud and How to Find Water in the Outback**

**Focus:** ACC, LCL, USC **Presented:** Series ten and eleven

**Presented by:** Nigel Lange

In this session, we will discuss the importance of fraud prevention and detection and review some recent fraud investigations, conducted by Office of Inspection General. Some encouragement will be offered to help you stay right-side-up throughout your career, as well as some survival tips should you ever find yourself thirsty in outback Australia.

### **You Want Me to What? The pros of Being on a Cross-Functional and/or Evaluation Team**

**Focus:** APO/CUPO, CMP, LCL, SSR **Presented:** Series four and nine

**Presented by:** Alex Stewart, Vivian Watts and Brittany Efik

Learn how to defray the time goblin myth. Most importantly, learn how to use the individual's knowledge and avoid repeating "lessons learned," by mistakes and miscues which will impact what is actually procured through the solicitation process. This session will provide experience to use for your agency's solicitations, and possibly increasing your agency's Delegation of Procurement Authority.