

National Association of State Procurement Officials
2008 Annual Conference
HoteLumière ❖ September 8-11 ❖ St. Louis, Missouri

CONFERENCE AGENDA

Monday, Sept. 8th

8:00am – 5:00pm

Lumière Ballroom Foyer

Registration/Information

8:30am – 9:00am

House of Savoy

Breakfast

9:00am – 12:00noon

Lumière Ballroom

**Managing the Risk of Knowledge Loss Due to Workforce Attrition:
Retaining and Leveraging the Critical and Relevant Knowledge of the
Procurement Workforce**

Presented by: Bill Kaplan, Chief Knowledge Officer, Acquisition Solutions, Inc.

There is no real instantiated process within many government procurement organizations to capture and reuse the workforce's relevant information, experience, and insight. This session will discuss ways to ensure such knowledge is not only adapted, reused, and retained, but also passed along to the next generation of leadership and workforce professionals. Attendees will be able to return to their organizations thinking differently about this, be able to start a conversation about addressing the risks to mission performance associated with this challenge, and take away an understanding about tools and techniques that can be implemented right away in their organization.

12:00noon – 1:00pm

House of Savoy

Lunch

1:00pm – 3:00pm

Lumière Ballroom

Salon E

Salon F

Lumière Ballroom

Regional Meetings/Roundtables

Southern Moderator: Lee Johnson (Oklahoma)

Midwest Moderator: Ken Paulsen (Iowa)

Eastern Moderator: Ellen Phillips (Massachusetts)

Western Moderator: Greg Smith (Nevada)

3:30pm – 5:30pm

Lumière Ballroom

MMCAP Briefing

Presented by: Kent Allin (Minnesota)

Panelists: Al Becicka (Minnesota), Sara Turnbow (Minnesota), Rose Jacobs Svitak (Minnesota) and Michele Thomas (Virginia)

MMCAP staff and board members will review financial and program highlights from the past year. Progress reports on several issues of significant interest to member states will be provided, including the further development and expansion of the medical supplies program and the status of manufacturer surveys regarding eligibility of non-profit organizations. Findings will also be presented from an independent analysis of MMCAP pricing compared to other group purchasing organizations.

6:00pm – 8:00pm

Atrium

President's Reception

(All conference attendees and guests)

8:00pm – 11:00pm

Suite 731 (subject to change)

NASPO Hospitality Suite

(All conference attendees and guests)

Tuesday, Sept. 9th

7:30am – 4:00pm

Lumière Ballroom Foyer

Registration

7:30am – 8:15am

House of Savoy

Breakfast

7:45am – 8:15am

Salon E

New Member/First Time Attendee Orientation

Conducted by: Deb Damore (Vermont) and Carol Wilson (Connecticut)

8:30am – 9:45am

Lumière Ballroom

Presentation of Colors

Presented by: St. Louis Fire Department Honor Guard

National Anthem

Performed by: Pat Galanos

Welcome

Larry Schepker, Commissioner of Administration, State of Missouri

Roll Call of the States

Jack Gallt, NASPO Director

9:45am – 10:00am

Break

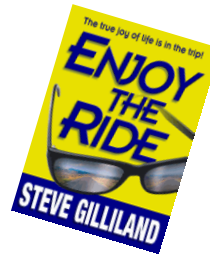
10:00am – 11:30am

Lumière Ballroom

Keynote Address

“Enjoy the Ride”

Presented by: Steve Gilliland, CSP



If you're tired of hearing the same old topics rehashed over and over again, “Enjoy the Ride” is the perfect keynote for this conference. Through sidesplitting humor and reality-tested techniques, Gilliland reveals the way to face conflicting demands in an unforgiving business environment that keeps getting tougher. From the beginning when he shows people how to reignite their passion, to the end with his compelling challenge to never lose your focus, he releases an explosion of enthusiasm that is absolutely contagious. It is simple, clear and easy to grasp - yet profound! Fasten your seatbelt and hold on as one of America's most entertaining keynote speakers shows you how to Enjoy The Ride!

11:30am – 11:45am

Break

11:45am – 1:15pm

Atrium

Cronin Club Awards Luncheon

1:30pm – 2:45pm

Lumière Ballroom

2008 George Cronin Award for Procurement Excellence Presentations

A presentation and summary of the top innovative state government procurement practice, as recognized by NASPO.

2:45pm – 3:00pm

Lumière Ballroom

Achievement of Excellence in Procurement Awards

3:15pm – 4:30pm

Lumière Ballroom

Pursuit of Painless Procurement - Secrets from the Other Side

Moderated by: Richard Mordaunt (Massachusetts)

Panelists: Kathleen Perras, Dynamics Research Corporation and Garland Kemper, Unisys Corporation

Two well-known vendor representatives from member companies of the Information Technology Association of America will describe what processes and issues their companies face when responding to state Request For Proposals. The

experience of these veterans will give state procurement officials greater insight into the logistics and decision-making processes encountered during the proposal writing process. These experts will answer the following questions:

- What are the typical areas that, if done differently, would provide better outcomes for everyone?
- How do vendors determine the cost and risk of bidding?
- How do vendors make a bid or no bid decision? What factors do vendors consider?
- What process does a vendor follow to develop a proposal? Who is involved? How long does it take? What is a Gold Team?"

5:30pm – 9:00pm

Off-site Event - Reception, Dinner and Tour at the Anheuser-Busch Brewery

(All conference attendees and guests welcome. Please meet in the hotel lobby. Buses are scheduled to depart at 5:30pm.)

9:00pm – 11:00pm

Suite 731 (subject to change)

NASPO Hospitality Suite

(All conference attendees and guests)

Wednesday, Sept. 10th

7:30am – 8:30am

House of Savoy

Breakfast

8:30am – 9:45am

Lumière Ballroom

Green is Good: How to Develop an Effective Environmentally Preferred Procurement Program

Moderated by: Dianne Lancaster (Oregon)

Panelists: Chris O'Brien, Director, Responsible Purchasing Network, John Bissell (Tennessee) and John Utterback (Colorado)

Turns out, Kermit the Frog was only *half* right—it ain't easy being green, but it doesn't have to be hard either. This presentation will introduce attendees to a resource guide developed by the NASPO Green Purchasing Task Force for state officials looking to green their procurement operations. In addition, NASPO has partnered with the Responsible Purchasing Network (RPN)—an invaluable resource in developing eco-friendly solicitations, specifications, and policies. Don't miss a presentation that will change the way that you—and your customers—look at environmentally preferred purchasing.

9:45am – 10:00am

Break

10:00am – 11:15am

Lumière Ballroom

Antitrust Overview

Presented by: Marvin Price, Chief of Chicago Field Office, Antitrust Division of the US Department of Justice

There's sure to be much discussion during and after this session as the speaker helps make sense of antitrust laws and issues.

11:30am – 12:30pm

House of Savoy

Lunch

12:45pm – 2:00pm

Lumière Ballroom

Cooperative Purchasing

Moderated by: Vern Jones (Alaska)

Panelists: Lee Johnson (Oklahoma), Dianne Lancaster (Oregon), Ellen Phillips (Massachusetts), Ken Paulsen, (Iowa) and Paul Stembler, WSCA/NASPO Cooperative Development Coordinator

This interactive session will focus on current contracts and lessons learned.

2:00pm

Member Networking Time

6:00pm – midnight

Suite 731 (subject to change)

NASPO Hospitality Suite

(All conference attendees and guests)

Thursday, Sept. 11th

7:30am – 8:30am

House of Savoy

Breakfast

8:45am – 11:15am

Lumière Ballroom

Business Meeting

11:15am – 11:30am

Break

11:30am – 1:30pm

Lunch on your own

11:30pm – 1:30pm

Salon F

NASPO Board Meeting & Working Lunch

1:30pm – 2:45pm

Lumière Ballroom

Anatomy of an IT Procurement

Presented by: Richard Pennington and Charles Sweeney, Senior Counsel, CIBER, Inc.

Hear an industry perspective about key issues with procurement process, intellectual property rights, and terms & conditions in solicitations and contracts.

2:45pm – 3:00pm

Break

3:00pm – 5:00pm

Lumière Ballroom

“What’s Your Problem?”

Moderated by: Jim Miluski (Missouri)

6:30pm – 7:30pm

Grand Ballroom

Four Seasons Hotel - 6th Floor

Reception

(All conference attendees and guests)

7:30pm – 10:00pm

Grand Ballroom

Four Seasons Hotel - 6th Floor

State Dinner

(All conference attendees and guests)

10:00pm

NASPO 2008 Annual Conference Adjourns