

**National Association of State Procurement Officials
2010 Eastern Region Meeting
June 13-15, 2010
Loews Philadelphia Hotel
Philadelphia, Pennsylvania**

CONFERENCE AGENDA

Sunday, June 13

4:00pm – 7:00pm

Congress Foyer

NASPO Registration/Information

6:00pm – 8:00pm

Congress C

Welcome Reception - ALL conference attendees

*Conference Overview - NASPO Regional Co-Chairs
Monica Wilkes (New York) and Deb Damore (Vermont)*

Monday, June 14

8:00am – 5:00pm

Commonwealth Foyer

NASPO Registration/Information

8:00am – 9:00am

Commonwealth C

Networking Breakfast

OPENING SESSION

9:00am – 9:45am

Commonwealth B

Welcome and Introduction of Attendees

*NASPO Region Meeting Host Jeff Mandel (Pennsylvania)
NASPO Regional Co-Chairs Monica Wilkes (New York) and Deb Damore
(Vermont)
James Creedon, Secretary of the Department of General Services,
Commonwealth of Pennsylvania*

9:45am – 11:00am

Commonwealth B

Forecasting the Financial Future

*Presented by Luke Tilley, Regional Economic Advisor, Federal Reserve
Bank of Philadelphia*

Is the "Great Recession" over? Is there light at the end of the tunnel? This period of extreme financial uncertainty has created many hard choices for state procurement officials. Now more than ever before, accurate financial forecasts are indispensable for state officials as they plan budgets for 2011. Luke Tilley, Regional Economic Advisor for the Federal Reserve Bank of Philadelphia, will look at current economic trends for the Eastern Region and give attendees the financial outlook for 2010-11. A Q-A period will follow the presentation.

Presentation unavailable

11:00am – 11:15am

Morning Break

11:15am – 12:15pm

Commonwealth B

What's Your Solution?

Moderated by Carol Wilson (Connecticut)

12:15pm – 1:15pm
Commonwealth C

Networking Lunch

CONCURRENT SESSIONS

1:15pm – 2:15pm
Commonwealth A1

Issues in Energy Procurement

Moderated by Jeff Mandel (Pennsylvania)

Panelists: Walter Quade (Pennsylvania); Joel Shiffler (Pennsylvania) and Gregory Knerr (Pennsylvania)

The strategies undertaken thus far by the Commonwealth of Pennsylvania to deal with ever changing energy markets, deregulation and green considerations with an open discussion of ideas and best practices from other states.

Commonwealth A2

Budget Cuts/Cost Savings

Betty Lamoreau (Maine); Mark Lutte (Maine) and Monica Wilkes (New York)

In this time of severe budget cuts, states are using creative initiatives to effect reductions in state contract prices. Presenters from the states of Maine and New York will describe methods used in their states to achieve dramatic savings and explore their applicability to other states.

Attendees will also be encouraged to highlight successful initiatives in their states.

[Presentation 1](#) - Maine

[Presentation 2](#) - New York

2:30pm – 3:45pm
Commonwealth B

Getting a Solid Scope of Work from Agencies

Mary Lou Goho (New Jersey)

The scope of work principle is similar to the old computer programmer saying: garbage in, garbage out. A solid scope of work brings clarity to procurement officials and agencies and enables fewer surprised before and after the bidding process. This session will focus on getting the best scope of work document from agencies so that procurement officials and agencies can work together (and spend precious funds) efficiently and productively.

3:45pm – 4:00pm

Afternoon Break

4:00pm – 5:00pm
Commonwealth B

Electronic RFP Evaluations

Jeff Mandel (Pennsylvania)

An introduction to a new web based platform for evaluating and scoring complex RFP's in the public sector.

6:00pm – 8:30pm
(Meet in the hotel lobby at 6:00pm)

Reception and Dinner at the City Tavern Restaurant

(All conference attendees invited)

Tuesday, June 15

8:00am – 9:00am
Commonwealth C

Networking Breakfast

CONCURRENT WORK SESSIONS

9:00am – 10:45am

Commonwealth A1

[Work Session - Solar Panels](#)

Deb Damore (Vermont) and Dona Bosley (Vermont)

Commonwealth A2

Work Session - Vehicles

Carol Wilson (Connecticut) and Pat DeConti (Connecticut)

- *Survey Results*
- *Pricing Alternatives*

10:45am – 11:00am

Morning Break

11:00am – Noon

Commonwealth B

Cooperative Contracting/Lessons Learned

Paul Stembler (WSCA/NASPO Cooperative Development Coordinator), Kate Offerdahl (WSCA/NASPO Cooperative Development Analyst), Deb Damore (Vermont) and Monica Wilkes (New York)

[Presentation 1 - WSCA/NASPO](#)

[Presentation 2 - New York](#)

Noon – 12:45pm

Commonwealth C

Networking Lunch

1:00pm – 2:30pm

Commonwealth B

[Legal Issues](#)

Moderated by Jeff Mandel (Pennsylvania)

Panelists: Joshua Soreth-Harmon, Assistant Counsel, Dept of General Services, Commonwealth of Pennsylvania; Bill McAvoy, General Counsel, Commonwealth of Massachusetts, Operational Services Division and Devin Marquez, Staff Counsel, State of Connecticut

- **Protest**
- **Public Records**
- **Proprietary/Trademark Information**
- **Freedom of Information**

2:30pm – 2:45pm

Afternoon Break

2:45pm – 4:00pm

Commonwealth B

Funding Model (State Fees)

Ellen Phillips (Massachusetts), Betty Lamoreau (Maine) and Monica Wilkes (New York)

In light of current fiscal challenges, several states are looking for creative and innovative ways to mitigate economic uncertainty in order to provide and maintain their current level of procurement services. One of the ways, as proven by several states, is to administer an administrative fee paid by state contractors on expenditures for goods and services. The different and varying ways in which states implemented this fee, will prove to be an interesting topic for those states interested in pursuing admin fees or something similar.

[Presentation 1](#) - Massachusetts

[Presentation 2](#) - Maine

[Presentation 3](#) - New York

4:00pm – 5:00pm

[Survey Monkey/Templates/Wikis](#)

Commonwealth B

*Paul Stembler (WSCA/NASPO Cooperative Development Coordinator) and
Kate Offerdahl (WSCA/NASPO Cooperative Development Analyst)*

5:00 pm

Free Night!

Wednesday, June 16

Safe Travels Home!