Sunday, Sept. 9

12 – 6 pm
Kentucky Ballroom
Salon Foyer
Registration

1:30-4:30pm
KY Ballroom Salon A-C
Optional Professional Development Training:
Contract Performance Monitoring Through Metrics
Sally Barkley
This workshop will introduce project cost management concepts for monitoring contract performance. Earned value management can be used to track both cost and schedule during contract performance. We will go over the concept of earned value management and show how EVM can be used to help you monitor contract performance.

5:30 - 6:15 pm
KY Ballroom Salon A-C
New Member/First Time Attendee Orientation
Voight Shealy and Paul Mash
If this is your first NASPO Annual Conference — or if you’d just like a refresher — you’ll want to make sure you attend this informative session on how to make the most out of your time in Louisville. You’ll meet members of the NASPO Board of Directors, hear some tips from NASPO veterans about the Conference as well as the world of procurement, and leave informed and energized about the days ahead.

6:30 – 8:30 pm
Bluegrass I&II
President’s Reception
All Conference attendees and guests

8:30 - 11 pm
NASPO Hospitality Suite

Monday, Sept. 10

7 am – Noon
KY Ballroom Salon Foyer
Registration

8 – 9 am
KY Ballroom Salon D
Breakfast

9 - 9:30 am
(Guests Invited to Attend)
KY Ballroom Salon E
Opening Session
Presentation of Colors
National Anthem
Welcome

9:30 – 11 am  
KY Ballroom Salon E  
Keynote Speaker-Sergeant Matt Eversmann  
Sergeant Matt Eversmann is a testament to the true nature of war and heroism. He is immortalized in the epic film Black Hawk Down and the 2004 book The Battle of Mogadishu, which tell the heroic story of a group of elite United States soldiers sent to Somalia in 1993 as part of a United Nations peacekeeping operation.

(Guests Invited to Attend)

11 - 11:30 am  
Break

11:30 am – 12:30 pm  
KY Ballroom Salon E  
Roll Call of the States/Introductions  
Jack Gallt, NASPO Executive Director
State Member roll call with one-minute introductions by each state representative.

12:30 – 1:30 pm  
KY Ballroom Salon D  
Lunch

1:30 - 3 pm  
KY Ballroom Salon E  
General Session: Outsourcing of Government Functions  
David Yarkin-Honorary Member-Moderator
Panel: John McDonough, City Manager, Sandy Springs, GA  
Rob Wynkoop, (IN) David Van Slyke, Syracuse University  
Steve Goldsmith, Harvard University, Former Mayor Indianapolis
A growing trend in the private and public sectors is to outsource services previously performed by incumbent employees. When the politics and emotions are stripped away, outsourcing is simply a procurement and a responsibility that will fall to procurement leaders. In this session, you will hear from a panel of experts – elected officials who have sponsored outsourcing projects, procurement and management officials who have led them and academicians who have deduced what works and what doesn’t when it comes to outsourcing.

3 – 3:30 pm  
Break

3:30 – 4:45 pm  
KY Ballroom Salon E  
General Session: Of Course It’s Tough, Now What?  
Achieving Results Without Going Crazy, Getting Sick, Or Losing Your Family  
Dr. Lyle Sussman, University of Louisville
This session will focus on three themes; 1) The upside of the downside...i.e. the good news about the stark economic realities, 2) Strategies for maintaining your health and well being during these tough times, and 3) Strategies for making sure you don’t make your team sick while pushing for increased efficiencies. At the conclusion of this presentation you will understand how and why it is possible to “achieve results without going crazy, getting sick, or losing your family.
5:30 pm    Buses Depart for Reception & Dinner
KY Ballroom Salon A-D Foyer

6- 9 pm    Reception & Dinner
Churchill Downs

9 -11 pm    NASPO Hospitality Suite

**Tuesday, Sept. 11**

7:45- 9 am    Breakfast
KY Ballroom Salon D

8-9 am    2013 Marketing Meeting Committee Breakfast
KY Ballroom Salon F

8-8:45 am    Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP)
Meeting (optional)
KY Ballroom Salon E

9 – 10:15 am    General Session: Beyond Key Performance Indicators: Data - Strategy - Results
Jean Clark (AZ) Chis Kennedy, Periscope Holdings, Inc.
Based on research, there are fundamental Key Performance Indicators (KPIs) that organizations should monitor to provide the insight needed to drive purchasing to the next level. Learn how the State of Arizona used business intelligence in their statewide eProcurement system to analyze KPIs to manage efficiency, quality and consistency. This session will include an overview of Arizona’s approach to the project, as well as presentation of dashboards developed to drive procurement business strategy and decisions.

10:15 - 10:45 am    Break

10:45 am -11:45 pm    General Session: eMarket Center Demonstration
Kate Offerdahl, Paul Stembler and John Utterback-AMR
Join us for updates on the eMarket Center project and rollout as well as the eProcurement Solutions and Services Cooperative Contract. Kate Offerdahl will provide an overview of the eMarket Center and will also present a live demonstration of the eMarket Center buying experience. John Utterback will provide an overview of the eProcurement applications available through this unique cooperative as well as provide progress reports on the states and other public sector agencies implementing the SciQuest eProcurement Solutions.

Noon - 1:30 pm    Cronin Club Luncheon — 2012 George Cronin Awards for Procurement Excellence
KY Ballroom Salon D

1:30 - 3pm    Regional Meetings
KY Ballroom Salon E
   Southern Chair- Linwood Spindle (VA)
   Midwest Chair-Brenda Willard (MN)
KY Ballroom Salon F  Eastern Chair-Don Greene (NY)  
KY Ballroom Salon G  Western Chair- Kent Beers (UT)

Take this opportunity to join your region for their annual business meeting. Hear summaries of the region’s activities and help plan for the year ahead.

3 - 3:30 pm  
Break

3:30 – 5 pm  
KY Ballroom Salon E  What’s Your Solution?
Milo Crabtree (MS)  
Take advantage of the vast knowledge of your peers. The offers an open forum for any topics you would like to discuss with your colleagues.

6 pm  
Dinner on Your Own/ Dine Around Option  
(Sign up at the registration desk by Monday at 12 pm.)

9 - 11 pm  
NASPO Hospitality Suite

**Wednesday, Sept. 12**

7:30 - 8 am  
KY Ballroom Salon Foyer  Breakfast Buffet

8 - 9 am  
Breakfast Sessions:  
*Enjoy breakfast at one of these two concurrent sessions.*

KY Ballroom Salon D  Concurrent Session #1Best Practices in IT Services Procurement
Moderator: Richard Pennington-Life Member  
Panel: Don Greene (NY), Jean Clark (AZ) Bill Burns (ID)

This panel will share insights and experiences about best practices that promote success of IT services procurements. We’ll discuss special challenges in changing to managed service provider models. Learn how to move towards a different source selection approach that eliminates hundreds of proposal pages and deal with resistance to change in IT practices. Explore with us how to apply change management principles in an e-procurement implementation.

KY Ballroom Salon F  Concurrent Session #2 Imbalance Issues: Perspectives on Cooperation & Collaboration between States and Public Higher Education
Tim Gibney-Honorary Member, Milo Crabtree (MS), Ron Bell (VA)

9 - 9:30 am  
Break

9:30 - 11:30 am  
KY Ballroom Salon E  Business Meeting
11:30 am – 1 pm  
**Lunch on Your Own**

11:30 am - 1 pm  
**2012 - 2013 NASPO Board of Directors Orientation Meeting and Lunch**  
KY Ballroom Salon D

1 - 2 pm  
**General Session: Savings and Small Business: Can Competing Goals Co-Exist?**  
KY Ballroom Salon E

David Yarkin- Honorary Member  
Ron Bell (VA)  
Dean Stotler (DE)

As the national economy has sputtered, there has been growing pressure on governors to help small business grow, including an increase in preference laws and policies. At the same time, there is tremendous pressure to try to save money. During this session, we will explore the tensions between these sometimes competing goals and offer suggestions on how to accomplish both.

2 – 2:30 pm  
**Break**

2:30 - 3:30 pm  
**Concurrent Sessions:**

2:30 - 3:30 pm  
**Concurrent Session 1: Multistate Natural Gas Vehicle RFP update**  
*Carol Pfarr (CO) Scott Schlotthauer (OK)*

This panel will discuss the status and key objectives of the multistate effort to purchase OEM natural gas powered vehicles. 22 states are working together to influence the supply chain and remove barriers.

2:30 - 3:30 pm  
**Concurrent Session 2: Procurement Barriers White Paper**  
*Richard Pennington-Life Member*

What started as a white paper highlighting barriers to effective procurement evolved into “Meeting the Challenges of World-Class Procurement.” We’ll discuss how the workgroup identified key messages for legislators and senior executives. The presentation will cover the workgroup’s conclusions about how states should strive for more simple and modern center-led procurement system, leverage competition through cooperative procurements, increase public confidence, promote a system of integrity, and engage senior procurement officials.

3:30 –4 pm  
**Break**

4 - 5 pm  
**To Be Determined**  
KY Ballroom Salon E

6:30 – 7:30 pm  
**Reception**  
*All Conference attendees and guests*

Salon A-D Foyer

7:30 - 10 pm  
**State Dinner (All Conference attendees and guests)**  
KY Ballroom Salon E

*Guilio Mazzone Distinguished Service Award Presentation*
10 pm  
NASPO 2012 Annual Conference Adjourns