

**2015 FORUM SCHEDULE AT-A-GLANCE**

	Suite #1 ABC	Suite #1 D	Suite #2 AB	Suite #3 CDE	Suite #4ABC	Suite #5AB	Suite #5 CD
<i>Sunday, November 15</i>	200 seats	130 seats	130 seats	130 seats	130 seats	99 seats	150 seats
<b>Registration 3:00-5:00 pm</b>	<i>Virginia Beach Convention Center</i>						
<i>Monday, November 16</i>							
<b>Registration 7am-3pm</b>	<i>Virginia Beach Convention Center</i>						
<b>Opening Session – 8:00 – 9:15</b>	<i>Speaker: DAN THURMON “Off Balance on Purpose”- Ballroom</i>						
<b>Concurrent Workshops 9:30 – 10:30</b>	<i>M01-Procurement Update</i>	<i>M02-Data Is Power</i>	<i>M03-Is Eva Workflow Working For You?</i>	<i>M04-Joint and Cooperative Contracts</i>	<i>M05-Measuring the Marketplace</i>	<i>M06-Sole Source</i>	<i>M07-Colloborative Leadership</i>
<b>Concurrent Workshops 10:45 – 11:45</b>	<i>M08-Come Take a Tour</i>	<i>M09-Procurement at The Crossroads</i>	<i>M10-Transforming Purchasing to Strategic</i>	<i>M11-Taming the Protest Beast</i>	<i>M12-Ethics Gone Wild</i>	<i>M13-The Complex World Of SCM And Sourcing</i>	<i>M14-Planning for Negotiations</i>
<b>11:45 – 1:15</b>	<i>Lunch and Procurement Xcelerator Awards - Ballroom</i>						
<b>Concurrent Workshops 1:30 – 2:30</b>	<i>M15-Close The Loop On eVA POs</i>	<i>M16-2015 Key Changes In Policy</i>	<i>M17-Negotiating Agreements</i>	<i>M11-Taming the Protest Beast</i>	<i>M12-Ethics Gone Wild</i>	<i>M13-The Complex World Of SCM And Sourcing</i>	<i>M18-Cost Modeling for Negotiations</i>
<b>Concurrent Workshops 2:45 – 3:45</b>	<i>M19-Eva Update</i>	<i>M20-Influencing Change</i>	<i>M21-Build a Better Supplier Relationship</i>	<i>M22-A Financial Perspective</i>	<i>M23-Best Practices for your Surplus</i>	<i>M24-What Now?</i>	<i>M25-Negotiation Bargaining Power</i>
<b>Concurrent Workshops 4:00 – 5:00</b>	<i>M26-B2B Connect</i>	<i>M27-New Book, New Look</i>	<i>M28-Negotiation Rules You Can't Resist</i>	<i>M29-So What...</i>	<i>M30-Magic Of Mandatory Sources</i>	<i>M31-Global Best Practices</i>	<i>M32- Negotiations- Not Just Price</i>
<i>Tuesday, November 17</i>							
<b>Registration 6:00am-3:00 pm</b>							
<b>Concurrent Workshops 8:30 – 9:30</b>	<i>T01-Procurement Update</i>	<i>T02-Influencing Change</i>	<i>T03-Transforming Purchasing to Strategic</i>	<i>T04-A Financial Perspective</i>	<i>T05-Don't Jeopardize your Savings</i>	<i>T06-Fleet Forecast</i>	<i>T07-Planning for Negotiations</i>
<b>Concurrent Workshops 9:45 – 10:45</b>	<i>T08-eVA Vehicle Ordering</i>	<i>T09-Partnering with P-cards</i>	<i>T10-DSBSD's Outreach Programs</i>	<i>T11-Getting The Procurement/Finance Stars Aligned</i>	<i>T12-Executive Order 20 &amp; Construction &amp; Prof Services</i>	<i>T13-Procurement Preferences...What do I need to know</i>	<i>T14-Cost Modeling for Negotiations</i>
<b>Concurrent Workshops 11:00 – 12:00</b>	<i>T15-Back To The Future</i>	<i>T09-Partnering with P-cards</i>	<i>T10-DSBSD's Outreach Programs</i>	<i>T16-Conversation between Finance and Procurement</i>	<i>T17-DEB Updates On State Construction</i>	<i>T18-Global Best Practices</i>	<i>T19- Negotiation Bargaining Power</i>
<b>12:00 – 3:30</b>	<i>Lunch and Expo</i>						
<b>Concurrent Workshops 3:45 – 4:45</b>	<i>T20-Close The Loop on eVA POs</i>	<i>T21- New Book, New Look</i>	<i>T22-Procurement at The Crossroads</i>	<i>T23-VITA Contracts – More Bang for your Buck</i>	<i>T24--Magic Of Mandatory Sources</i>	<i>T25—So What...</i>	<i>T26-Negotiations – Not Just Price</i>
<i>Wednesday, November 18</i>							
<b>Concurrent Workshops 8:30 – 9:30</b>	<i>W01-B2B Connect</i>	<i>W02-2015 Key Changes In Policy</i>	<i>W03-eVA Feud</i>	<i>W04-VITA Contracts- More Bang for your Buck</i>	<i>W05-How EI can Save Your Career</i>	<i>W06-eVA Business</i>	<i>W07-Organizing For Success</i>
<b>Concurrent Workshops 9:45 – 10:45</b>	<i>W08-eVA Update</i>	<i>W09-Building Relationships</i>	<i>W10-Leadership &amp; Change - 100 Years Of Purchasing</i>	<i>W11- Procurement Preferences...What do I need to know</i>	<i>W05-How EI can Save Your Career</i>	<i>W12-How to Work with Grants</i>	<i>W07-Organizing For Success</i>
<b>Concurrent Workshops 11:00 – 12:00</b>	<i>W13-eVA Vehicle Ordering</i>	<i>W9-Building Relationships</i>	<i>W10-Leadership &amp; Change - 100 Years Of Purchasing</i>	<i>W14-Joint and Cooperative Contracts</i>	<i>W15-Is Eva Workflow Working For You?</i>	<i>W16-Measuring the Marketplace</i>	<i>W17-Colloborative Leadership</i>
<b>12:00 – 1:15</b>	<i>Lunch</i>						
<b>Concurrent Workshops 1:30 – 2:30 pm</b>	<i>W18-eVA User Group You're in Control</i>	<i>W19-New Book, New Look</i>	<i>W20-D.I.E.ing to Get it Right! Right Strategies/Right Time</i>	<i>W21-Extreme Makeover – New Contracts</i>	<i>W22-Sole Source</i>	<i>W23-What Now?</i>	<i>W24-Don't Stuff Your Face; Face Your Stuff</i>