

2017 FORUM SCHEDULE AT-A-GLANCE DRAFT

Rooms	Suite #1 ABC	Suite #1 D	Suite #2 AB	Suite #3 ABCDE	Suite #4ABC	Suite #5AB	Suite #5 CD
<i>Sunday, November 12</i>	184 seats	98 seats	130 seats	180 seats	130 seats	80 seats	152 seats
Registration 2:00-5:00 pm	<i>Virginia Beach Convention Center</i>						
<i>Monday, November 13</i>	<i>Virginia Beach Convention Center</i>						
Registration 7am-3pm	<i>Virginia Beach Convention Center</i>						
Opening Session - 8:00 - 9:15							
Concurrent Workshops 9:35 - 10:50	<i>DPS Update</i> Gleason	<i>Basic Negotiation Skills</i> Layman & Brown, G	<i>Writing- Jada Banks</i>	<i>DSBSD Doley, Mayton, Wiley</i>	<i>Legal Westrick</i>	<i>There is a State Contract for that - Driskill, Fritzinger, Rodriguez</i>	<i>Contract Controversies</i> Norma Hall
Concurrent Workshops 11:05 - 12:20	<i>eVA Update</i> Caudill	<i>NASPO Professional Development</i> Dianne Lancaster	<i>Writing- Jada Banks</i>	<i>Marcheta Gillespie Project Management</i>	<i>Legal Westrick</i>	<i>Critical Thinking tool for Proc Challenges</i> Bosdell & Lowther	<i>Contract Controversies</i> Norma Hall
12:35 - 2:00	<i>Lunch and Xcelerator Awards - Ballroom</i>						
Concurrent Workshops 2:15 - 3:30	<i>eMall - New Functionality</i> Kemper	<i>Methods/Sourcing</i> Bryant & Curley	<i>VDC Repak</i>	<i>Robert Handfield Procurement Value</i>	<i>Dr. Tom Kull Simulation</i>	<i>RFP: through the supplier's eyes</i> Stamps & Hayes	<i>ESO</i> Layman, Milburn - & Tefelski- vaACCSES
Concurrent Workshops 3:50 - 5:05	<i>Cardinal/eVA Relationship</i> Beasley/DOA/AE	<i>NASPO Professional Development</i> Dianne Lancaster	<i>Surplus Coburn</i>	<i>Stakeholder Relationships</i> King, Forehand, Walters	<i>Dr. Tom Kull Simulation</i>	<i>Love it or List it</i> Dan Hinderliter Scott Magazine	<i>APSPM</i> Langley & Milburn
Tuesday, November 14							
Registration 6:00am-3:00 pm							
Concurrent Workshops 8:00 - 9:00	<i>eVA - User Group</i> Kirby Madison	<i>Performance Metrics for Services</i> Kashiwagi	<i>Certifications</i> Norma Hall	<i>Mandatory Sources Panel</i> Repak, Wilson, CL	<i>What are you really saying when you negotiate</i> Thomas Rapone	<i>eVA Business</i> Chamberlain, Giffin, Robbins	<i>SPCC</i> Bolden, Spears, Sudbay
Concurrent Workshops 9:20 - 10:20	<i>eVA Wall</i> Shane Caudill & eVA Team	<i>Performance Metrics for Services</i> Kashiwagi	<i>Certifications</i> Norma Hall	<i>"What are you looking for?" Panel</i> Internal Audit, APA, OSIG & PCR (Gill) Debra Stafford APA	<i>What are you really saying when you negotiate</i> Thomas Rapone	<i>Fleet Bisogno</i>	<i>SPCC</i> Bolden, Spears, Sudbay
Concurrent Workshops 10:35 - 11:35	<i>Sourcing & Contracting Update</i> Tracy Robinson	<i>Relationship Success</i> Jon Hansen	<i>DEB</i>	<i>Secretaries (Gill)</i> Brown Rodrigues	<i>What are you really saying when you negotiate</i> Thomas Rapone	<i>Practicing the Art of the Question</i> Pennington	<i>Cardinal/eVA Relationship</i> Beasley/DOA/AE
11:40 - 1:00	<i>Buyers' Lunch</i>						
11:40 - 2:30	<i>Supplier Connect - Exhibit Hall A & B</i>						
Con Concurrent Workshops 2:45 - 3:45	<i>eVA - Buyer & Vendor Questions</i> Matias & (2)eVACC	<i>Relationship Success</i> Jon Hansen	<i>Cooperatives</i> Stamps, Brown, S. Shaw	<i>VSS Subcontract Payment & Public Reports</i> Tracy Robinson	<i>How Buyers Help Virginians Who are Blind</i> Matt Koch	<i>eVA Business</i> Chamberlain, Giffin, Robbins	<i>APSPM for Small Purchases</i> Blackwell & Daniels
Wednesday, November 15							
Concurrent Workshops 8:00 - 9:15	<i>eVA Update</i> Shane Caudill	<i>Methods/Sourcing</i> Bryant & Curley	<i>Cooperatives</i> Stamps, Brown, S. Shaw	<i>Stakeholder Relationships</i> King, Forehand, Walters	<i>Communication Styles</i> Terri Glass	<i>RFP: through the supplier's eyes</i> Stamps & Hayes	<i>APSPM</i> Langley & Milburn
Concurrent Workshops 9:35 - 10:50	<i>eVA Data Analytics</i> Caudill/Gill	<i>VITA Mackenzie Scearce</i>	<i>Cyber Communications</i> VSP	<i>Sourcing and Contracting Update</i> Robinson	<i>Communications Styles</i> Terri Glass	<i>Critical Thinking for Proc Challenges</i> Bosdell & Lowther	<i>Compliance</i> Unger
Concurrent Workshops 11:05 - 12:20	<i>eMall - New Functionality</i> Kemper	<i>VITA Mackenzie Scearce</i>	<i>Cyber Communications</i> VSP	<i>eVA - Buyer & Vendor Questions</i> Matias & (2)eVACC	<i>Communication Styles</i> Terri Glass	<i>There is a State Contract for that - Brix, Matt, Tina</i>	<i>Compliance</i> Unger

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