

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

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