



## Sunday, April 12, 2015

9:00 am - 4:30 pm

**Leadership Forum: "Present for Impact!" (additional event, registration fee required)**

Hanover C

Christie Ward, CSP, Leadership Facilitator and Principal, The Impact Institute™

12:00 pm - 7:00 pm

**Conference Registration Open**

Grand Ballroom Foyer

2:00 pm - 5:00 pm

**Raffle Open**

Grand Ballroom Foyer

4:45 pm - 6:00 pm

**New Attendee Orientation**

Regency V

7:00 pm - 10:00 pm

**Host Event at the Georgia Aquarium (offsite location, transportation starts at 6:30pm)**

Georgia Aquarium (off-site location)

## Monday, April 13, 2015

7:30 am - 8:30 am

**Continental Breakfast**

Regency V

7:45 am - 5:00 pm

**Conference Registration & Raffle Open**

8:30 am - 9:15 am	Grand Ballroom Foyer <b>Welcome to Atlanta</b> Regency VI-VII Honorable Kwanza Hall, City Council Member - District 2, Atlanta City Council
9:15 am - 10:15 am	<b>General Session with Keynotes: “PEP Talks”</b> Regency VI-VII David Rabiner, Rabiner Resources Howard Teibel, President, Teibel, Inc. Chuck Gallagher, Chuck Gallagher, LLC
10:15 am - 10:30 pm	<b>Morning Break</b> Regency Foyer
10:30 am - 12:00 pm	<b>The Art and Technique of Negotiation</b> Hanover F-G David Rabiner, Rabiner Resources
10:30 am - 12:00 pm	<b>The Human Side of Ethics</b> Hanover C-D Chuck Gallagher, Chuck Gallagher, LLC
10:30 am - 12:00 pm	<b>Transforming Group Decision Making</b> Regency V Howard Teibel, President, Teibel, Inc.
12:00 pm - 1:15 pm	<b>E&amp;I Stockholders Meeting with Lunch (E&amp;I members, invitation event)</b> Regency VI-VII
1:15 pm - 2:15 pm	<b>Departmental Purchasing Dashboard - A Collaborative Method for Educational Procurement</b> Courtland Renee Funk, Financial Analyst, The University of Iowa
1:15 pm - 2:15 pm	<b>CFO Roundtable</b> Hanover A-B Loette King, CPSM, CPSD, Sr. Director Procurement and Contract Administration, Emory University F. John Case, Ed.D., Sr. VP for Operations and Chief Financial Officer, Morehouse School of Medicine Carol Dillon Kissal, Vice President for Finance/Chief Finance Officer, Emory University Michael V. McKee, Chief Financial Officer, University of Florida
1:15 pm - 2:15 pm	<b>New Uniform Guidance for Federal Grants: A-110 and A-133 are going away, so how will this impact your organization?</b> Hanover F-G Carla Helm, C.P.M., Associate Director, University of Washington Chris Mihok, C.P.M., CPCM, CPSM, Director Procurement, Yale University Al Brooks, Procurement Contract Manager, Iowa State University LaDonna Purcell, CPPB, CPPO, Director of Procurement Services, Morehead State University

1:15 pm - 2:15 pm

**A Tool Kit for Supplier Diversity Professionals**

Hanover C-D

Duane Bullock, Manager, Supplier Diversity & Environmentally Responsible Purchasing, Penn State University

Audrey Kelley, Supplier Diversity Manager , Emory University

Ernie Webster, Business Development Coordinator, University of Georgia

Darcel Webb, MCA, District Manager, Business Diversity, DCCCD

1:15 pm - 2:15 pm

**“Affecting Positive Change” How to Fix things when you’re short on resources and have to do more with less!**

Regency V

Christie Ward, CSP, Leadership Facilitator and Principal, The Impact Institute™

1:15 pm - 2:15 pm

**Looking Beyond the Green Leaf**

The Learning Center

Jeff Rehm, Senior Manager of Corporate Facilities & Global Sustainability, W.W. Grainger, Inc.

1:15 pm - 2:15 pm

**A Collaborative Approach to Supplier Sustainability Scorecards**

Dunwoody

Katherine Hang, Procurement Sustainability Project Coordinator, UC San Diego

Kalyn Miller, Commodity Manager- Life Sciences, UC, San Diego

2:15 pm - 2:30 pm

**Afternoon Break**

No location

2:30 pm - 3:30 pm

**Why you want to know how to write a business case (and what they can do for you)**

Hanover C-D

Lisa Deal, C.P.M., Purchasing Director, University of Florida

Vaibhav Agarwal, Director, Procurement Services, University of Notre Dame

Tony Tringale, Huron Consulting

2:30 pm - 3:30 pm

**The Art and Technique of Negotiation, Part II (Practical Application Workshop)**

Dunwoody

David Rabiner, Rabiner Resources

2:30 pm - 3:30 pm

**2015 Innovators Forum**

Hanover A-B

Doreen Murner, Chief Executive Officer, NAEP

Sandy Hicks, CPPB, Assistant Vice President & Chief Procurement Officer, University of Colorado

Jim Knight, Co-Founder, Pathstone Partners

2:30 pm - 3:30 pm

**Recognizing Our Benefit: How the University of California system tackles the challenge of defining, collecting and reporting savings**

The Learning Center

Erin Riley, Information, Analytics & Systems Director, UC Office of the President

William (Bill) Cooper, Associate Vice President and Chief Procurement Officer , University of California Office – Office of the President (UCOP)

2:30 pm - 3:30 pm

**Redefining the Coop Contract Model**

Hanover F-G

Duane Tucker, Director of Strategic Procurement, University of Colorado

David Duhn, Contract Manager, NJPA

2:30 pm - 3:30 pm

**Technical Evaluations of RFPs**

Courtland

Nancy Brooks, Director of Purchasing, Iowa State University

2:30 pm - 4:45 pm

**Small Institution - Peer-to-Peer (limited to first 60 attendees)**

Regency V

Elizabeth Lees, Director of Purchasing, Muhlenberg College

Dick Worden, Director of Purchasing, New York Chiropractic College

Don Krech, Director Procurement Services, Bucknell University

Cynthia Urick, CPSM, Procurement Manager, Alvernia University

Dennis Fox, Director, Procurement Services, Berklee College of Music

3:45 pm - 4:45 am

**Transforming Group Decision Making - Part II (Practical Application Workshop)**

The Learning Center

Howard Teibel, President, Teibel, Inc.

3:45 pm - 4:45 pm

**How to make THEM want YOU...a conversation with key campus stakeholders**

Hanover F-G

Nichol Luoma, Chief Procurement Officer, Arizona State University

Bruce Jensen, Executive Director of Capital Programs, Arizona State University

Jay Steed, Assistant Vice President, University Technology Office, Arizona State University

Clint Lord, Director of Facilities Management, Arizona State University

Lorie Sheppard, C.P.M., Assistant Director, Contracts, Administration, and Policy, Arizona State University

Dave Cohen, Senior Associate Athletics Director, Arizona State University

3:45 pm - 4:45 pm

**Metrics for Measuring Utilization Diversity in Capital Construction During the Award Phase**

Dunwoody

Fred Coleman III, Ph.D., Director of Diversity, Univ Ofc of Capital Pgrms, University of Illinois

3:45 pm - 4:45 pm

**Contingent Workforce Management (CWM) for Higher Education**

Hanover C-D

Roy Anderson, Executive Vice President, MetaProcure

Jill Pritchett, Director, Managed Services, MetaProcure

Ashley Davis, Manager, Talent Acquisition Programs HR Services, Invesco

Jean Castleberry, Group Vice President, Talent Acquisition Programs and Administration, SunTrust

Christopher Minnick, Co-Founder and Executive Vice President, Brightfield Strategies

Michael McNamara, Director of Procurement Services, Northeastern University

3:45 pm - 4:45 pm

**Delivering Aha! Moments through Procurement Performance Analytics**

3:45 pm - 4:45 pm

5:00 pm - 7:30 pm

## **Tuesday, April 14, 2015**

7:00 am - 8:30 am

7:30 am - 4:00 pm

7:30 am - 2:00 pm

7:30 am - 8:00 am

8:00 am - 9:00 am

8:00 am - 9:00 am

9:15 am - 11:00 am

10:30 am - 10:45 am

11:00 am - 12:00 pm

11:00 am - 12:00 pm

11:00 am - 12:00 pm

Hanover A-B

Sandy Hicks, CPPB, Assistant Vice President & Chief Procurement Officer, University of Colorado

Dan Traub, CEO and Founder, FinVantage Solutions LLC

**Contract Performance: From the Roots to the Branches**

Courtland

Denise Finn, CPPO, C.P.M. CPPB, Associate Director, University of Kentucky

Cathy Simonds, Client Relations Manager, University of Missouri System

**Exhibit Hall Grand Opening**

Grand Hall Ballroom

**Fun Run/Walk - Registration from 6:15am to 6:30am. Bus departs at 6:30am.**

No location

**Registration Open**

Grand Ballroom Foyer

**Raffle Open**

Grand Ballroom Foyer

**Networking Breakfast (if you are attending the MindXChange)**

International Ballroom

**Continental Breakfast (if you are not attending the MindXChange)**

Regency Foyer

**MindXChange - Networking Breakfast**

International Ballroom

**General Session with Keynote: John Spence with book signing to immediately follow**

Regency VI-VII

John Spence

**Morning Break**

Regency Foyer

**Procurement Transformation through Talent Management**

Hanover F-G

Sandy Hicks, CPPB, Assistant Vice President & Chief Procurement Officer, University of Colorado

Ted Johnson, Chief Procurement Officer/Assoc. Controller, UC San Diego

Jim Knight, Co-Founder, Pathstone Partners

Nichol Luoma, Chief Procurement Officer, Arizona State University

**The Documented Benefits of Cloud-Based Procure-to-Pay Automation**

Courtland

Annemarie Thompson, Assistant Controller, Bryn Mawr College

**Advanced Leadership Workshop**

11:00 am - 12:00 pm	Regency V John Spence <b>Skills you need to drive Value to your CFO</b> The Learning Center Roy Anderson, Executive Vice President, MetaProcure
11:00 am - 12:00 pm	<b>What Your Business Officer Wants to Know</b> Hanover A-B Doreen Murner, Chief Executive Officer, NAEP
11:00 am - 12:00 pm	<b>Contract Drafting and Negotiation Strategies, Techniques and Considerations</b> Hanover C-D Kyle Richard, J.D., Analyst, University of Washington Sophia Villavicencio Meyering, International Contracts Specialist, University of Washington
12:15 pm - 1:00 pm	<b>Lunch in the Exhibit Hall</b> Grand Hall Ballroom
1:00 pm - 2:30 pm	<b>Exhibit Hall Open</b> Grand Hall Ballroom
1:00 pm - 2:30 pm	<b>Community Service Project - Preparing Backpacks for Local Elementary School</b> Hanover E
2:00 pm - 2:30 pm	<b>Afternoon Break</b> Grand Ballroom Foyer
2:45 pm - 3:45 pm	<b>Developing Strategic Contracts for Facilities</b> Hanover F-G Mary Sue Goldwater, C.P.M., CTPM, Director of Regional Contracts – Central Region, E&I William (Bill) Elvey, P.E., FMP, APPA Fellow, Associate Vice Chancellor for Facilities Planning & Management , The University of Wisconsin-Madison Travis Ball, CTPM, M.S., Director of Procurement Services & HUB Program, Texas A&M University-Commerce Jeff Darling Janice Brumley Paul Watson
2:45 pm - 3:45 pm	<b>Leading Change: How to drive value across jurisdictional boundaries</b> Hanover C-D John Joshua, Director, Supply Chain Alliance, The University of Texas System Richard St. Onge, Associate Vice Chancellor for Shared Services and Health Affairs, The University of Texas System
2:45 pm - 3:45 pm	<b>Contracts: No law degree? No problem!</b> Hanover A-B Blake Reagan, JD, Director of Procurement Services, The University of Tennessee System
2:45 pm - 3:45 pm	<b>Special Issues in Contracting (Antitrust Law and Intellectual Property Law)</b> The Learning Center

2:45 pm - 3:45 pm

Robert Haverkamp, Esq., Principal, RJH Consulting

**How California State University engaged Office Depot to explore innovative savings opportunities**

Courtland

Melody Kojima, Associate Director Procurement , California State University

Ann Larson, National Account Manager , Office Depot

2:45 pm - 5:00 pm

**Talent Management - Peer-to-Peer (limited to first 60 attendees)**

Regency V

Sandy Hicks, CPPB, Assistant Vice President & Chief Procurement Officer, University of Colorado

Ted Johnson, Chief Procurement Officer/Assoc. Controller, UC San Diego

Jim Knight, Co-Founder, Pathstone Partners

Nichol Luoma, Chief Procurement Officer , Arizona State University

Lisa Deal, C.P.M., Purchasing Director, University of Florida

Bill Propst, Director of Purchasing, UCLA

4:00 pm - 5:00 pm

**Procurement & Payables: A Strategic Partnership**

Hanover A-B

Jennifer Adling, Director of Procurement Services, Texas Tech University

Barry Swanson, Associate Vice Provost for Campus Operations, University of Kansas

4:00 pm - 5:00 pm

**Top Level Security for Educational Institutions**

Hanover C-D

Emmett McGrath, Director of Technology Solutions, WESCO

Rob Bezjak, Director of SLED Market, WESCO

4:00 pm - 5:00 pm

**Customer Collaboration – Strategic Supplier Partnerships**

Hanover F-G

Frances Consiglio, Customer Collaboration – Strategic Supplier Partnerships, Yale Univeristy

Garry Ferguson, Ph.D., Industry Director – Academic and Medical Research, Fisher Scientific Part of Thermo Fisher Scientific

4:00 pm - 5:00 pm

**Special Issues in HR Law – FLSA and Discrimination Law Property Law**

The Learning Center

Robert Haverkamp, Esq., Principal, RJH Consulting

4:00 pm - 5:00 pm

**Selecting Top Talent Using NAEP's Competency Model**

Courtland

Melanie Freeman, Manager, Education & Training, NAEP

Denise Finn, CPPO, C.P.M. CPPB, Associate Director, University of Kentucky

Kelly Kozisek, CPPO, CPPB, Chief Procurement Officer, Oregon State University

7:00 pm - 11:00 pm

**E&I Member/Supplier Mixer (Invitation event)**

College Football Hall of Fame (off-site location)

**Wednesday, April 15, 2015**

7:30 am - 12:00 pm

8:30 am - 9:00 am

9:15 am - 11:00 am

11:30 am - 1:30 pm

1:45 pm - 2:45 pm

1:45 pm - 2:45 pm

1:45 pm - 2:45 pm

1:45 pm - 2:45 pm

2:45 pm - 3:00 pm

3:00 pm - 4:00 pm

3:00 pm - 4:00 pm

3:00 pm - 4:00 pm

4:00 pm

## **Registration Open**

Grand Ballroom Foyer

## **Continental Breakfast**

Regency VI-VII

## **General Session with Keynote: Dr. Bernice King with book signing to immediately follow**

Regency VI-VII

Dr. Bernice King, Chief Executive Officer, The King Center

## **Awards Recognition and Lunch**

Regency VI-VII

## **Managing Unprecedented Growth and Strategically Positioning Procurement for a “Seat at the Table”: The UMass Lowell Story**

Dunwoody

Tom Hoole, Chief Procurement Officer, UMass Lowell

## **Utilizing Campus Partnerships to Manage the End of Your Supply Chain Lifecycle**

The Learning Center

Deena Keeler, Assistant Director of Auxiliary Services, Emory University

## **Big or Small.. Become the Procurement Office they want to Call**

Baker

Wendy Burchard, Strategic Sourcing Manager, University of Richmond

Kimberly Dulaney, Assistant Director and Contracts Administrator, Virginia Tech

## **Performance Management: Converging Behavioral Analysis and Purchasing**

Courtland

Cynthia Urick, CPSM, Procurement Manager, Alvernia University

## **Afternoon Break**

No location

## **Independent Contractor versus Employee ...Why it matters?**

Baker

Rennette Apodaca, CPPO, Chief Procurement Officer/ Director - Purchasing, New Mexico State University

## **There is Plenty of Elbow Room at the Top -- The only Place that is Crowded is in the Middle**

The Learning Center

Stephen Mack, CPSM, C.P.M., Associate Vice President Procurement Services, Drexel University

## **The University of Florida Small Business Mentor-Protege Initiative: Five Years of Improving University Business Relationships**

Dunwoody

Miles Albertson, Director of Major Projects, University of Florida

Faylene Welcome, Director, Small Business & Vendor Diversity Relations Division, University of Florida

## **Conference Conclusion - Night on your own**



No location