## NAEP Great Lakes 2014 Regional Conference
**October 8-10, 2014**
*Indianapolis Marriott Downtown, Indianapolis, IN*

### Agenda

#### Wednesday, October 8

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>11:00 am</td>
<td><strong>E&amp;I Golf Outing (Optional)</strong>&lt;br&gt;Meet at Indianapolis Motor Speedway Brickyard Crossing&lt;br&gt;Contact Todd Raeder @ 847-749-4700 or email <a href="mailto:traeder@eandi.org">traeder@eandi.org</a> for more information</td>
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<tr>
<td>3:00 pm</td>
<td><strong>Guest check in available</strong> at the Indianapolis Marriott Downtown. Badges and conference bags will be available at Marriott Downtown check in desk.</td>
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<tr>
<td>4:30 pm – 8:00 pm</td>
<td><strong>Registration opens</strong> in conference area. Stop by even if you have your bag and tag!</td>
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<td>5:30 pm - 8:00 pm</td>
<td><strong>Reception and Live Music at Champions Gasoline Alley</strong>&lt;br&gt;(located at the Marriott Downtown)&lt;br&gt;Hors d’oeuvres and refreshments will be provided.</td>
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<td>8:00 pm - ?</td>
<td><strong>Night on your own to have dinner and explore local venues on or near downtown Indianapolis or visit with your colleagues at the restaurant and/or bar at the Indianapolis Marriott.</strong></td>
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#### Thursday, October 9

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<tr>
<td>6:00 am – 8:00 am</td>
<td><strong>Breakfast</strong>&lt;br&gt;NAEP registered full conference attendees will have vouchers (in your bag) for each morning to use at the Marriott. Guests staying at the Marriott have the option of the complimentary continental breakfast or the voucher for full services breakfast. (Vouchers are dated so be sure to use the correct one)</td>
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<td>8:00 am – 9:00 am</td>
<td><strong>Opening Session</strong>&lt;br&gt;Welcome from Great Lakes Regional President, Justin Johnston, National Office Update from District IV Board Representative, Greg Doty, and E&amp;I Refresher, Amir Dabirian.</td>
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<td>9:00 am – 9:55 am</td>
<td><strong>Session 1: 2014 Innovators Forum</strong>&lt;br&gt;(Doreen Murner – CEO of NAEP)&lt;br&gt;This <strong>Innovators Forum</strong> will focus on all aspects of talent management in procurement. We will explore leading and innovative practices in talent acquisition, compensation, organizational design, change management, training, performance management and evaluation and other aspects of human resources.</td>
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<tr>
<td>9:55 am – 10:05 am</td>
<td><strong>Break</strong></td>
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<td>10:05 am – 11:30 am</td>
<td><strong>Session 2a: Software Contracts, language to avoid &amp; Best Practice</strong>&lt;br&gt;(Panel discussion and Q&amp;A)</td>
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<td><strong>Session 2b: State of Information Technology and Division of Information Technology Strategies</strong>&lt;br&gt;(Amir Dabirian, VP for Information Technology at Cal State Univ.)</td>
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### Thursday, October 9 (continued)

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<tr>
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| 11:30 am – 2:30 pm | Lunch & Vendor Exhibit
Sponsored by Office Depot. Please be sure to visit all of our vendors who help make or regional conference possible during this time (Lunch will be available from 12:30 – 1:30) |
| 2:30 pm – 3:50 pm | **Session 3: GPO Speed Dating - GPOs will provide updates on their contracts**
Spend 12 minutes with some of our GPOs. The GPOs will each have a representative from one or two of their leading contracted suppliers. Tom Kirchner and Dan Martens will guide you from room to room
|                  | 1. E and I – Software House International & Office Depot Max                            |
|                  | 2. National IPA - Toshiba                                                               |
|                  | 3. NJPA – Sharp Copiers & Gordian Group                                                  |
|                  | 4. US Communities – Home Depot                                                           |
|                  | 5. NAEP – Vendor Portal (Doreen Murner)                                                 |
| 3:50 pm – 4:00 pm | Break and close of Silent Auction – (please collect your winnings and pay Debbie Richards or Shaunte.) |
| 4:00 pm – 5:15 pm | **Session 4: The Economic Angle** (Matthew Will – Director of External Relations, Univ. of Indianapolis)
Dr. Matt Will recently returned from Russia, where he gained firsthand experience regarding the economic and political situation. He will provide an overview of the role economics has played in the history of Russia. The presentation will discuss how this history has led to today’s crisis. He will conclude with a review of how the crisis impacts the economy of the Great Lakes Region and the United States. |
| 5:30 pm – last drop off at midnight (Pick up and drop off outside of Marriott) | **Shuttle Bus Service:**
Sponsored by MasterCard. Shuttle bus will run continuously from the Marriott Downtown to the Indianapolis Hall of Fame Museum. Pick up and drop off outside of Indianapolis Marriott. |
| 6:00 pm – 7:00 pm | **Indianapolis Motor Speedway Hall of Fame Museum & Extended Track Tour**
Sponsored by Canon IV (Toshiba)
Enjoy a private museum tour at the Indianapolis Motor Speedway. Tour will also include a lap around the speedway with photo opportunities to kiss the bricks following the tour. |
| 7:00 pm – 10:30 pm | **Host Event – CIBUS at the Brickyard**
Sponsored by University Sleep and Ricoh.
Enjoy dinner, beverages and networking. Raffle sales and drawings will take place at this event. Live music from entertainers.
Beverages and light hors d’oeuvres– 7:30, dinner and entertainment following.
Raffle drawings will be done at this event. |
## Friday, October 10

### 6:00 am – 8:00 am
**Breakfast**
NAEP members will use vouchers at the Marriott. Guests staying at the Marriott have the option of their complimentary breakfast or a voucher for Marriott.

### 8:00 am – 9:15 am
**Session 5: Member Mind Exchange** (Tom Kirchner – Moderator and Time Keeper)
You will have the opportunity to visit your choice of tables for 15 minute discussions on the following topics: Promoting Procurement on Campus, Calculating Cost Savings and Added Value, Facilities Procurement, Procurement Card – Challenges/Changes/Trends, Sole Source Justifications/Challenges, Revenue Generating Contracts (Pouring Rights/Vending/Concessions/Bookstores) and E-Procurement.

### 9:15 am – 10:15 am
**Session 6a: Public Schools**
Discussion Topics:
- Capital Project
- IT
- Solicitations
- Sole Sources

**Session 6b: Private Schools**
Discussion Topics:
- Capital Project
- IT
- Solicitations
- Sole Sources

### 10:15 am – 10:45 am
**Break (check out of hotel)**

### 10:45 am – 11:40 am
**Session 7a: E-procurement at Wheaton College** (Greg Doty – Director of Purchasing)
In this session, Wheaton College will provide a recap of the implementation process of their full procure-to-pay automation with integration to Wheaton’s financial system.

**Session 7b: Green Energy/sustainability** (University of Illinois – Morgan Johnston)
In this session, University of Illinois will share their experiences in “greening up” their energy sources.

### 11:45 pm – 1:00 pm
**Business Meeting and Boxed Lunch**
Grab a lunch and join the closing meeting. Thanks, changing of the guard, and voting for 2nd VP and other business.

### 1:00 pm
**Meeting Adjourned** - Safe travels! See you in Atlanta.

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**Let’s give a Hand to our Sponsors:**

- **Office Depot** – Thursday’s lunch
- **MasterCard** – The Bus for Thursday night’s activities
- **Cannon IV (Toshiba)** – Museum Tour
- **Ricoh and University Sleep** - Dinner