**SUNDAY, APRIL 7, 2019**

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>12:00 pm</td>
<td>Conference Registration Open - Welcome Event &quot;Registration Celebration&quot; West Registration</td>
</tr>
<tr>
<td>5:30 pm</td>
<td>New Attendee Orientation KCC - 3501 H</td>
</tr>
<tr>
<td>7:00 pm</td>
<td>Night on Your Own</td>
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**MONDAY, APRIL 8, 2019**

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 am</td>
<td>Wear Your School Colors/Jersey Day!</td>
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<tr>
<td>7:00 am</td>
<td>Continental Breakfast KCC - Lobby 2500 B</td>
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<tr>
<td>7:00 am</td>
<td>Conference Registration Open</td>
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<tr>
<td>8:45 am</td>
<td>Welcome to Kansas City/Opening General Session KCC - Grand Ballroom 2501 A</td>
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<tr>
<td>9:00 am</td>
<td>Welcome from NAEP’s Executive Director &amp; State of the Association KCC - Grand Ballroom 2501 A</td>
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<tr>
<td>9:45 am</td>
<td>Opening Keynote: Sekou Andrews KCC - Grand Ballroom 2501 A</td>
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*Imagine harnessing the power of an engaging opening video, an electric closing performance, and an insightful main stage keynote all in one dynamic presentation. For over 15 years Sekou Andrews has been helping the world’s largest organizations deliver relevant information with riveting inspiration through an innovative, unconventional category of speaking called “Poetic Voice.”

With his uncanny ability to humanize complex business topics ranging from disruption and innovation to purpose and collaboration, it is no surprise that Forbes Magazine has called Sekou “the de facto poet laureate of corporate America.” His “wow-factor” is in high demand with the world’s most successful organizations, including Google, Viacom, Toyota, Nike, Cisco, LinkedIn, Global Green, PayPal, ASAE, The Gap, General Mills, TEDx, YPO, Capital One, L’Oreal, Autodesk, ACLU, Intuit, and the NBA to name but a few. Sekou has also emerged as an inspiring voice for health and wellness, routinely evoking tears, cheers, and standing ovations at events for clients such as Johnson & Johnson, United Healthcare, Mayo Clinic, Blue Shield, TEDMED, Roche, Genentech, and the American Nurses Association.

Many of Sekou’s clients share a common journey with his work. It often begins with the words “Why would we want poetry at our leadership meeting?” and often ends with the words “highest rated speaker at our event” or “only speaker we’ve ever invited back.” Sekou’s talks on disruption are in such demand because they literally embody disruption on stage, charging audiences to disrupt themselves by shifting their mindset. His keynotes on storytelling show leaders how to deliver dense data through beautifully human presentations. From bold thinking and success, to healthcare and tech, Sekou’s speeches are rich with actionable insight that help attendees connect more deeply with their communities, become more influential leaders, and unlock greater possibilities.

A schoolteacher turned actor, recording artist, two-time national poetry slam champion, entrepreneur, TED speaker, and award-winning recording artist, Sekou has over 2 decades of experience rocking diverse audiences. His work has been featured on ABC World News, MSNBC, HBO, Good Morning America, Showtime, MTV and BET. He has given private
performances for such prominent individuals as Oprah Winfrey, Maya Angelou, Quincy Jones, Larry King, Hillary Clinton, Coretta Scott King & family and President Obama. He has also shared the stage with such heavyweights as Stevie Wonder, Jay-Z, Carlos Santana, Kendrick Lamar, Maroon 5, Jill Scott, and the Pasadena Pops Orchestra. As a recording artist, his last album, “Poetic License,” made him the most awarded artist in the nation’s largest independent music organization.

Sekou has now returned to the classroom, teaching his rockstar secrets to public speakers through his highly effective Stage Might™ speaker training system, that helps executives, influencers and leaders become more dynamic communicators by applying the techniques of master performers to business stages.

With all of the innovation and inspiration that is poetic voice, Sekou Andrews is accomplishing the seemingly impossible – bringing spoken word to the world’s largest stages, while redefining the notion of what a speaker is... and what a poet can be.

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<tr>
<th>10:45 am - 11:00 am</th>
<th>Break</th>
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| 11:00 am - 12:00 pm | Sponsors: Sourcewell, Grainger, Connection  
Impact! Session “Move Your Procurement Team from Tactical to Strategic Sourcing; Grainger Diversity and Inclusion Solutions; The Strategic Moment in Microsoft Licensing”  
KCC - 3501 B  

**Move Your Procurement Team from Tactical to Strategic Sourcing**

Do you feel like you’re always busy putting out fires, reacting to the one thing in front of you, and have little time for planning? Wouldn't it be nice to have a long-term, systematic, and holistic approach to your sourcing?

Join an interactive panel discussion of subject matter experts who share what it takes to operate strategically and in a way that sets your institution up for success. Whether you are from a small college or large university, this session scales six pillars to help you move away from short-term, transactional buying and, instead, have a plan in place that allows you to be smarter and more strategic, while maximizing the value of spend with your most critical suppliers.

**Presenters:**  
(Moderator) Katie Alba, Sourcewell  
(Panelist) Duane Tucker, CPPB, MBA, University of Colorado  
(Panelist) Melissa Deets, CDW-G  

Company:  
Sourcewell  

**Grainger Diversity and Inclusion Solutions**

The changing demographics and economic landscape are increasingly positioning disadvantage business enterprises (DBEs) as important contributors to the economic growth and productivity of the United States. These business are creating jobs and supporting the economic development of their respective communities, while promoting the placement of their goods and services in both domestic and global markets.

Our goal is to offer a solution to help customers meet diversity procurement goals, help small businesses grow, employ more people and drive incremental revenue by using the Grainger’s supply chain as the mechanism for product flow. The Grainger Distributor Alliance solution is providing an independent resale of MRO products purchased from Grainger. Our mission is to
provide Grainger customers with a solution to meet their socio-economic goals or mandates through the use of certified diverse authorized resellers. While Grainger Supplier Diversity program supports the growth of historically underrepresented businesses and offers quality products in every category supplied by certified minority, women, LGBT, disabled and veteran-owned businesses.

Presenter:
Julie Holmes, Sr. Channel Business Manager, Grainger Channel Development

Company:
Grainger

The Strategic Moment in Microsoft Licensing

The last few years have seen tremendous changes to Microsoft’s technology ecosystem as well as the licensing pathways for investing in that ecosystem. John Henkels from Connection’s strategic consulting team will show you how to navigate the new technology and licensing landscape. He will cover what has changed, what it all means for you, and he will walk you through emerging best practices and helpful lessons we’ve learned along the way.

Presenter:
Lane Shelton, Vice President Software Business Development. Microsoft CoE

Company:
Connection

11:00 am - 12:00 pm
Track: Inclusion
Supplier Involvement in the Digital World of Sourcing
Kara Finch, Teresa Rausch
KCC - 3501 H
The University of Colorado transitioned from a paper-based sourcing environment to an electronic one with the use of JAGGAER’s Sourcing Director. This session will discuss the benefits and challenges that CU and potential/current suppliers have experienced in this electronic environment and offer discussion around those lessons learned so that any University may consider them as they look at their own bidding processes.

11:00 am - 12:00 pm
Track: Inclusion
How to Get Involved With Your Association
Kevin Holmes
KCC - 3501 D
This session is designed to an introduction to various committees that work to advance the initiatives of NAEP. Attendees will learn how to get involved with a committee and what is expected of committee members. Open discussion may lead to potential regional / district committee development and or engagement.

11:00 am - 12:00 pm
Track: Procurement
Detecting Antitrust Crimes as a Potential Victim: Price Fixing, Bid Rigging, and Market Allocation
Frank Cavanagh
KCC - 3501 G
The presentation will raise awareness among procurement professionals of antitrust crimes, and specifically the patterns associated with bid rigging, price fixing, and market allocation. In most instances, the institutions that procurement officials work for will be the victims of these crimes. So, the program will also teach procurement professionals what to do and which departments they need to consult when they suspect that they have detected bid rigging, price fixing, or market allocation.
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<tr>
<th>Time</th>
<th>Event Description</th>
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| 11:00 am - 12:00 pm | **Track: Efficiency**  
**Spend Analytics’ -- How to Leverage For Success – Taking the Mystery Out of Data**  
Michael LaGrassa  
KCC - 3501 A  
This presentation will address the value of using not just spend data but other data that is available to drive associated costs down in the supply chain, gain buy in from key stakeholders, develop efficiency in operations and benchmark success (Metrics). It will be geared toward what is available and how to obtain data regardless of the systems available at small, medium and large institutions within higher education. It will provide the methodology of how to obtain and use data to facilitate strategic initiatives across the campus enterprise. Real operational examples will be provided to validate the value of spend analytics and that size of school or lack of e procurement systems are not barriers to leveraging the potential of spend analytics. |
| 11:00 am - 12:00 pm | **Future Proof Your Profession - How to fix your learning culture so you stay relevant**  
Christie Ward, CSP  
KCC - 3501 C  
Whatever you think of Artificial Intelligence, or AI, it is here to stay. We have entered the 4th Industrial Revolution. You can go kicking and screaming, or you can decide how to use AI to your advantage and remain relevant and employed. You don’t need to become a programmer to do that! This session will talk about how organizations can prepare themselves and their people for this new world of work. Robots can make our lives easier, but there are things only humans can do (contrary to Science Fiction). Let’s have an authentic conversation about how we can retool ourselves and our employees and create the learning organization that will sustain us. |
| 12:00 pm - 1:15 pm | **E&I Stockholders Meeting & Luncheon (E&I Members/Invitation Event) @eandicoop**  |
| 1:15 pm - 2:15 pm | **Impact! Session “Smart Sourcing with Cooperative Contracts; See How We Partnered to Make our Print & Communications Supply Chain BEST-IN-CLASS!; Swiping Right on Supplier Diversity: Identifying the Right Partners, Establishing Mutually Beneficial Goals and Coming to the Table with an Open Mind”**  
KCC - 3501 B  
**Smart Sourcing with Cooperative Contracts**  
Purchasing agencies find themselves overworked and lacking the time and resources to properly plan and prepare to conduct bids and RFPs. Utilizing a smart sourcing strategy with existing cooperative contracts can allow agencies to do more with less, and achieve best value for their institution. Hear how the University of Utah has utilized a strategic process to make the most out of cooperative contracts available to them.  

**Presenters:**  
Terri O'Toole, Associate Director of Procurement and Contracting Services, University of Utah  
Jeff Holden, Cooperative Contract Coordinator, NASPO ValuePoint  

**Company:**  
NASPO ValuePoint  

**See How We Partnered to Make our Print & Communications Supply Chain BEST-IN-CLASS!**  
Learn how the University of Missouri partnered with Office Depot to transition their supply chain by implementing a new print-on-demand model, with interactive digital publishing and promotional products/apparel requirements. State-of-the-art technology from Office Depot is fully integrated into the Nexus@Mizzou platform to deliver new efficiencies. Our strategic partnership establishes MU Extension as a thought leader among land grant universities nationwide. |
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<tr>
<th>Time</th>
<th>Track: Procurement</th>
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</table>
| 1:15 pm - 2:15 pm | **Procurement and Contracting - To Boldly go Above and Beyond; To Bravely Seek New Frontiers**  
Charles Brooks  
KCC - 3501 D  
The vast universe of the Procurement and Contracting Professional includes shooting stars, black holes, exploding suns, asteroid fields and unfriendly planets. Our Mission, our Vision, our Value and our Requirements define how we navigate through these obstacles to provide the desired, timely results and deliverables for our internal and external customers. This presentation is designed to highlight these disciplined actions in an ever changing environment. |
| 1:15 pm - 2:15 pm | **Contract Development: Asking the right questions for service contracts**  
Brian McGinley, Blake Shaw  
KCC - 3501 G  
This class will include sections on broadcasting SOW requirements to end users to provide them with the necessary tools to write a good first draft of the specifications, asking the right questions of the end-user to develop a statement of work for service contracts, and administering a service contract based on the risk to the institution (cost vs. benefit). |
| 1:15 pm - 2:15 pm | **Women Change the Culture**  
Lawanda Holliman  
KCC – 3501 A  
Modern organizations exist in a complex environment with an increasing demand for effective leadership responses. “Will you choose to change the culture, or will you allow the culture to change you?” In this interactive training, Lawanda Holliman teaches the competency and methodology that top leaders use to create a Culture Shift to increase performance and profitability. |
Leadership thinking is an ability to see the organizational meaning, shape its culture and produce results based on established principles for handling challenges. Leaders who understand this are poised to create the Culture Shift needed to increase performance, productivity and profits.

The objectives for this session are to help participants:

- Think creatively about ways to improve leadership skills now
- Model the way of Leadership that inspires a shared vision with others
- Align their actions and habits to that of top leadership performers with confidence
- Lead with a greater sense of purpose and clarity

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<th>Time</th>
<th>Event</th>
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| 1:15 pm - 2:15 pm | **Data-Informed Decisions**  
Bill Dillon, Greg Long  
KCC - 3501 H  
This session will involve an interactive discussion regarding the application of analytics in higher education with a focus on procurement activities. It will begin with a broad overview and some observations regarding general best practices in the industry. Attendees will then be engaged in discussions regarding whether these concepts are timely and relevant to their organizations and what role they may play to advance the use of analytics on their campus and in their profession. |
| 1:15 pm - 2:15 pm | **Track: Efficiency**  
**When things go wrong with your supplier....**  
Nicoll Luoma, Ben Mitsuda, Jamon Hill, James Dwyer  
KCC - 3501 C  
A reflection on the dating process, things we wished we asked, considerations in divorce, and lessons learned for your next marriage: a case study in contracting mass transportation. |
| 2:15 pm - 2:30 pm | Break |
| 2:30 pm - 6:00 pm | **NAEP Marketplace Grand Opening (Sponsored by American Express)**  
KCC - Grand Ballroom 2501 B-D |
| 6:15 pm - 11:00 pm | **Host Event at No Other Pub (Sponsored by OMNIA Partners & VWR)**  
No Other Pub (1370 Grand Blvd) |

**TUESDAY, APRIL 9, 2019**

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>6:45 am</td>
<td>Fun Run/Walk - Registration from 6:15am to 6:30am</td>
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<tr>
<td>7:30 am - 8:45 am</td>
<td>Continental Breakfast</td>
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<tr>
<td>7:30 am - 4:00 pm</td>
<td>Conference Registration Open</td>
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</tbody>
</table>
| 9:00 am - 10:45 am | **Panel Discussion: Diversity and Inclusion and the Higher Education Supply Chain**  
Dawn Rhodes, MBA, Archie Ervin, Ph.D., Kimberly Beatty, Ed.D., Angela Korompilas, Dr. Melvin Gravely  
KCC - Grand Ballroom 2501 A  
Join us for a great discussion about diversity and inclusion.  
This panel discussion has two primary objectives. First, is to increase our collective understanding of diversity and inclusion as it relates to our institutions and specifically to our supply chains. Second, is to identify things you can do to leverage your supply chain to improve the environment for diversity and inclusion on your campus. We will have a thoughtful, candid and judgment free conversation.  
The panelist’s perspectives will fuel our conversation and the interactive session format will incorporate your thoughts, ideas and experiences. We have diverse experiences, opinions and perspectives. All are invited, respected and appreciated. |
We will also explore what it means specifically to you and to your organization. What is happening at your institution? What are your personal thoughts and how do you see your personal role in Diversity and Inclusion?

The outcome is a high energy, content rich and engaging session designed to help you determine how this topic relates to you and your work.

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<tr>
<th>10:45 am - 11:00 am</th>
<th>Break</th>
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| 11:00 am - 12:00 pm | Sponsors: OMNIA Partners, Amazon Business, Jaggaer and RiseNow Impact! Session "How Strategic Sourcing Supports the Growth of Teaching, Research and Public Service at the University of California; From Traditional Sourcing to a Dynamic Marketplace - The Johns Hopkins and Amazon Business Partnership; Source to Pay Optimization Strategies"
KCC - 3501 B
How Strategic Sourcing Supports the Growth of Teaching, Research and Public Service at the University of California

The Strategic Sourcing process drives procurement cost reduction, but it can also bring people together to do so much more! Find out how the UC system uses Strategic Sourcing to bring together staff, students, faculty, alumni, and suppliers to create new programs that directly support the University of California's Mission of teaching research and public service.

Presenter:
Justin Sullivan, System-wide Director of Strategic Sourcing for the University of California

Company:
OMNIA Partners

From Traditional Sourcing to a Dynamic Marketplace - The Johns Hopkins and Amazon Business Partnership

In a few years, Amazon Business has grown to serve over 80% of the top hundred higher-education institutions in the country. These partnerships focus on empowering procurement teams in higher-education to drive greater value through use of the dynamic marketplace. Benefits include greater compliance, cost savings, and deep data analytics of spending across hundreds of millions of items allowing for greater empowerment and data driven decision making. In this session, Brian Smith, CPO at Johns Hopkins University, will share a case study that challenges the conventional wisdom of how to manage categories. Brian will share how Johns Hopkins leveraged Amazon Business tools to find new ways to address on-going catalog sourcing challenges and will provide insight into the future innovation driving higher-education procurement.

Presenters:
Matt Busbridge, Head of Higher Education, Amazon Business
Brian Smith, Chief Procurement Officer, Johns Hopkins University

Company:
Amazon Business

Source to Pay Optimization Strategies

Regardless of where you might be with your Source to Pay resources, technology and processes, there is always room for improvement in one, or all three of these areas! This will be a highly interactive session aimed at helping you identify where you might want to focus your optimization efforts, what questions to ask, and exchange lessons learned with your peers.

Presenters:
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<tr>
<th>Time</th>
<th>Track</th>
<th>Session Title</th>
<th>Presenter(s)</th>
<th>Room</th>
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<tbody>
<tr>
<td>11:00 am - 12:00 pm</td>
<td>Inclusion</td>
<td>UC’s Supply Chain Journey: Teamwork Makes The Dream Work</td>
<td>Nik Neu, Laurie Wolkow</td>
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<td>Realize the power of inclusion to drive transformational change with multi-million dollar results. Several years ago, the University of California (UC) embarked on a journey to transform its siloed-procurement program to a more holistic organization. This resulted in generating &gt;$300MM in annual benefits. Not satisfied stopping there, we considered how to deliver greater returns. &quot;Supply Chain 500&quot; (SC500) was born. SC500 aims to increase the annual benefit to $500MM, by evolving the current procurement program into a system-wide supply chain. We will share UC’s experience driving the SC500 strategy by focusing on lessons learned that are applicable to all.</td>
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<td>11:00 am - 12:00 pm</td>
<td>Innovation</td>
<td>Be a Transformer - Turn Ordinary into Extraordinary</td>
<td>Teresa Vest, Jennifer Alexander, Judy Schaffer</td>
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<td>In April 2016, E&amp;I Consulting Group was engaged by UM System Supply Chain to conduct a Supply Chain Contracting Strategy Assessment. Recommendations and observations from the final report led to the operationalization of transformative strategies. Further assessment in 2018 identified additional areas for enhancing existing initiatives and processes. Learn how analyzing your organization can turn Ordinary into Extraordinary.</td>
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<tr>
<td>11:00 am - 12:00 pm</td>
<td>Procurement</td>
<td>Best Practices in Procurement: Beyond the Basics</td>
<td>Todd Adams, Bryan Hurley</td>
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<td>In this presentation, UCSD Commodity Manager Bryan Hurley will cover topics that you may not have considered in your search for best practices in Procurement. How do you make the reward of completing an RFx worth the effort? How do you motivate suppliers to respond to bid opportunities so you aren’t stuck using the same suppliers over and over again? What are the pros and cons of the Professional Buyer role versus the Commodity Expert? Bryan will provide real UCSD examples and the thought process behind his decisions.</td>
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<td>11:00 am - 12:00 pm</td>
<td>Procurement</td>
<td>Uniform Guidance for Federal Awards, 2 CFR 200</td>
<td>Byron Burr Millsap</td>
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<td>Well, the time has finally come and the three-year grace period for the Procurement Standards section of 2 CFR 200 (Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards) is over. More familiarly known as “The Uniform Guidance,” this set of Federal regulations – especially the Procurement Standards – has stirred up such a controversy that OMB called a “Procurement Time Out” three years in a row. Now we’re back to “Time In,” and the question is, “Are you prepared?” In this session, Burr Millsap will cover all the points you’ll need to know to examine your institution’s readiness.</td>
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<tr>
<td>11:00 am - 12:00 pm</td>
<td>Innovation</td>
<td>Transformation - Communication and Collaboration is Key</td>
<td>Barry Swanson</td>
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UK faces a 200 million dollar budget shortfall over the next 5 years. To address the situation, President Capilouto formed several Concept Teams. These teams were charged with submitting ideas for revenue generation, cost savings and process efficiencies. One of the ideas presented for consideration was Procure to Pay Transformation. This idea was selected for implementation and that process is now underway. This presentation will describe the project and the communication and collaboration processes being utilized to insure initial and sustainable success.

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<tr>
<td>12:00 pm - 2:00 pm</td>
<td><strong>NAEP Marketplace &amp; Lunch with Suppliers</strong></td>
<td><strong>KCC - Grand Ballroom 2501 B-D</strong></td>
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<td>2:00 pm - 3:00 pm</td>
<td>Track: Procurement</td>
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<td><strong>Contract Management build vs buy - what choice is right for you?</strong></td>
<td><strong>KCC - 3501 G</strong></td>
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<td>Michael McNamara</td>
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<td>Learn how two institutions worked with their schools and designed custom homegrown contract management systems to best meet their institution’s needs. See a step by step walkthrough of the process and their systems. Finally, hear from a supplier on the advantages and tools offered through a software solution and you can determine which option is best for your institution.</td>
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<td>2:00 pm - 3:00 pm</td>
<td>Track: Inclusion</td>
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<td><strong>Centralization of Procurement: From Theory to Reality</strong></td>
<td><strong>KCC - 3501 C</strong></td>
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<td>Gisella Higgins, Sandy Hicks</td>
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<td>CU’s success in centralized procurement is a story 19 years in the making, and there are a number of lessons that were learned during the process as well as in the subsequent years that followed. This session will take a much closer look at why the decision was made to centralize procurement, the steps taken to make the concept a reality, the reception from campus customers and leadership, and the tweaks and adjustments that were made along the way to resolve some of the expected or unexpected challenges.</td>
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<td>2:00 pm - 3:00 pm</td>
<td>Track: Inclusion</td>
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<td><strong>Addressing the 5 Dysfunctions of a Team</strong></td>
<td><strong>KCC - 3501 D</strong></td>
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<td>Greg Macway, Jim Hine, Kristine Kern</td>
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<td>A renewed focus on organizational health is transforming higher education administration. Teams who were high performers based on the heroic actions of individuals are seeing new strength in working together to lead as groups. But how do you take your MVPs and turn them into an All Star Team all pointed in the same direction? Hear how UCSF’s Supply Chain Management Team and ASU’s Environmental Health and Safety Unit embraced the teachings of Patrick Lencioni’s Table Group as outlined in the New York Times best seller, “The 5 Dysfunctions of a Team.”</td>
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<td>2:00 pm - 3:00 pm</td>
<td>Track: Inclusion</td>
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<td><strong>Keeping Your Faculty, Staff and Students Safe in a Dangerous World</strong></td>
<td><strong>KCC - 3501 B</strong></td>
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<td>Steve Lee</td>
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<td>As faculty, staff and students travel to distant locales, it becomes increasingly important to create a solid program to protect the traveler and the institution alike. The duty of care challenge in Higher Education is not because institutions can't mandate a certain travel process. The problem is that all of the available data is not consolidated. During this session, learn how to fill the gaps of your institution’s current duty of care obligations with tools to help you accurately locate, communicate and assist traveling faculty, students, and staff when a crisis arises.</td>
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<tr>
<td>2:00 pm - 3:00 pm</td>
<td>Track: Inclusion</td>
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<td></td>
<td><strong>Partnering with Suppliers</strong></td>
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Bethany Highfill, Margot Hart  
KCC - 3501 H  
The University of Colorado's Supplier Relationship Management program is a robust effort designed to drive the maximum amount of value from their most critical suppliers. The value proposition is much greater than monetary savings, focusing primarily on what we do to strengthen our strategic partnership. Come engage in the discussion about how CU turned a basic B2B model into a positive relationship between supplier and customer. You will hear about lessons learned, best practices, success stories, challenges, and what the future holds.

2:00 pm - 3:00 pm  
Track: Innovation  
Charting a Course Toward Unity  
Lia Scott, Laurence Kruger, Nick Bowerman  
KCC - 3501 A  
How do you bring ten campuses, with unique business systems and separate e-procurement platforms onto a single, shared e-procurement instance? Lessons learned from the first implementations led to the development of a strategy and a set of tools that create efficiencies, and reduce ‘pain’ for the later projects. In this interactive session you'll learn about the challenges that can impact any e-procurement project, and you'll come away with strategies and tools that can help your implementation - whether for one institution, or several.

3:00 pm - 3:30 pm  
Networking Break

3:30 pm - 4:30 pm  
The Chemical Management Solution at RPI  
Rachael E. Capo, Nancy McLaughlin  
KCC - 3501 B  
Ensuring that the lifecycle of chemicals are procured, managed and disposed of in the best way while minimizing risk has always been of great importance. Until now, those processes have been disconnected and manual. In this presentation you will hear about our new chemical management system and central receiving process that has been seamlessly integrated with the eProcurement system at Rensselaer Polytechnic Institute.

3:30 pm - 4:30 pm  
Track: Procurement  
Large solicitations with multiple stakeholders can be fun!  
Lisa Deal, Jennifer Leckerling  
KCC - 3501 G  
UF would like to talk about the solicitation process – not just the checklist for what to do, but what those things mean and how to think about the solicitation beyond specifications and evaluation criteria. UF will share their experience and provide scenarios for discussion around solicitations in large markets, in new markets and when there are multiple stakeholders – including those outside our institution.

3:30 pm - 4:30 pm  
Track: Innovation  
Generating Money makes the educational world go round!!!  
Eugene Willis  
KCC - 3501 A  
Generating Money makes the educational world go round! Everyone is fighting for dollars to advance their respective institutional interest. Simply put, higher learning institutions cannot rely on existing funding sources for dynamic educational and research endeavors. Utilizing new funding sources by providing goods and services is critical for the sustainability of America's institutions. In the end, a business minded approach that emphasizes innovation and efficiency can only be considered a good problem.

3:30 pm - 4:30 pm  
Track: Procurement  
Relationship Building with Suppliers and Your Institution (@eandicoop)  
Mary Sue Goldwater, C.P.M.
Attend an enlightening panel discussion regarding building good relationships between the Supplier Community and our Members. Learn why this is so important in your day-to-day work. Hear from your peers and suppliers how you can develop the experience and build confidence in your ability to effectively work with your Suppliers.

**Member Panelists:** Carol Barnhill, Arkansas State University; Robby Bounds, Texas A&M; James Frazier, University of Kentucky; Sally McKechnie, Louisiana State University; Aaron Carter, IPHEC; Missty Kennedy, Auburn University. Supplier Panelists: Tim Peterson, Specialty Underwriters; Brian Driskell, Grainger; Liz Loughlin, VWR; Jeremy Landis, Staples; Ken Brown, Steelcase; Lee Thompson Sr, Southwest Contract. Moderator: Mary Sue Goldwater, E&I Cooperative Services

### 3:30 pm - 4:30 pm

**Track: Innovation**

**How to Market Your Procurement Achievements**
Shannon Wampler, Brandi S. Van Ormer
KCC - 3501 C

There are two challenges procurement operations face in marketing their achievements: a natural reluctance to "show off," and more importantly, a skill set not usually cultivated in most procurement roles. As procurement becomes more elevated in the eyes of management, however, it's vital to continually demonstrate how important what you're doing is in a way that connects with your stakeholders. In this session, you'll learn how to think and communicate like a marketer by identifying audiences, crafting and disseminating effective messaging, and measuring results. We'll also look at some examples of types of communications you can try at your institution!

### 3:30 pm - 4:30 pm

**Track: Inclusion**

**Taking Supplier Business Reviews to the Next Level**
Aubrey Miller
KCC - 3501 H

Are your annual supplier reviews boring? Do you dread another monotonous presentation of indistinguishable graphs and charts? Do they end up feeling more like a used car sales pitch? If so, you'll want to attend this session to find out how to take your next supplier business review to another level with better results. Change your approach! Change the format! Change the players! Change something! Make it real! This session will take you walk you through the components of a Supplier Business Review so that you can confidently create and conduct your own Supplier Business Review process.

### 5:00 pm - 6:00 pm

**President's Reception (Invitation Only)**
Marriott

### 7:00 pm - 10:00 pm

**E&I Mixer (Invitation Only) @eandicoop**
Marriott

**WEDNESDAY, APRIL 10, 2019**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>7:15 am - 8:30 am</td>
<td>Continental Breakfast</td>
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<tr>
<td>7:30 am - 12:00 pm</td>
<td>Conference Registration Open</td>
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<tr>
<td>8:45 am - 9:30 am</td>
<td>Closing General Session/Passing of the Gavel</td>
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<td>KCC - Grand Ballroom 2501 A</td>
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<tr>
<td>9:30 am - 10:30 am</td>
<td>Closing Keynote: Beyond Strategy and Navigating Change</td>
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<td>Howard Teibel</td>
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<td>KCC - Grand Ballroom 2501 A</td>
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Beyond Strategy and Navigating Change: In procurement, we often look at issues through a problem-solving lens, but what about exploratory discussions that have no concrete solution? Being a change agent in higher education demands a different kind of disposition and openness to an uncertain future. In this closing session, we shift gears and dive into how authentic transformation is fueled by learning how to be in a different kind of conversation, a conversation that is investigatory, thought-provoking, and allows us to think about the future.
in a shared way. We will also explore how social moods and language influence how we invent the future together.

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>10:30 am - 11:00 am</td>
<td>Networking Break</td>
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| 11:00 am - 12:00 pm | Track: Inclusion  
School Security: Approaching a Complex Challenge (@eandicoop)  
Saul Alvarado  
KCC - 3501 D  
School security has become a major concern for parents, teachers, administrators, and all other stakeholders. Join your peers and leading companies in a group discussion about the challenges related to securing a campus and the best practices they have experienced.  
Panelists: Ray Hsu, University of Washington; Brian McGinley, Texas A&M Commerce; Jeff Metherd, Grainger; Steve Erwin, Columbia Advisory Group; special guest Worldwide Sourcing Group.  
Moderator: Saul Alvarado, E&I Cooperative Services |
| 11:00 am - 12:00 pm | Track: Procurement  
Ethics in Procurement  
Travis Ball  
KCC - 3501 C  
This presentation will outline Ethics in Public Procurement and will focus on the specific ways to avoid possible ethical dilemmas in our profession. In addition, this presentation will outline Ethics in general and will give scenarios of possible violation of ethics policies. We will also focus on and discuss the ethics policy of Texas A&M System and other institutions in the nation. We will offer a time for Q & A and overall discussions regarding ethics. |
| 11:00 am - 12:00 pm | Track: Inclusion  
Campus Partnerships and Revenue Generating Agreements at UCSD  
Greg Muller, Kacy Marume  
KCC - 3501 A  
Bringing stakeholders together. Identifying potential suppliers. Researching the marketplace. Deciding on best value methodology. Running a fair and transparent process. Sound familiar? These are all strategic sourcing techniques that you can employ to award campus partnership and revenue generating agreements. In this presentation, UC San Diego will show you how they are working with areas like Athletics, Student Life, Travel, and the CFO office to award revenue generating agreements use strategic sourcing methodology. |
| 11:00 am - 12:00 pm | Track: Innovation  
Vendor Management at the University of Kentucky  
Naomi Emmons, Shawn McCarthy  
KCC - 3501 H  
The presentation will highlight UK’s implementation of an on-line application called PaymentWorks. This system allows self-service entry of supplier information and performs checks to insure debarred entities are identified and that tax information and demographic information is accurate. This allows for process efficiencies, risk mitigation and access to accurate demographic information for use to improve supplier diversity. |
| 11:00 am - 12:00 pm | Track: Procurement  
Dining Services Procurement at the University of Maine Systems  
Rachel Piper, Tara Bliss, Phil Harty, Daniel Roy  
KCC - 3501 G  
Transforming Dining Services at the University of Maine’s Systems Seven Universities. |
| 12:15 pm - 1:00 pm | Lunch and Awards Recognition  
KCC - Grand Ballroom 2501 A |
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<th>Time</th>
<th>Track</th>
<th>Title</th>
<th>Speakers</th>
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| 1:15 pm - 2:15 pm | Innovation | **The Power of Small Institution Collaboration - eProcurement and Strategic Supply Partners** | Christopher Rust, Olga Bookas, Darren Blakely  
KCC - 3501 H  
Introduction and implementation of a Web-based hosted eProcurement platform across the CTW Consortia of Connecticut College, Trinity College and Wesleyan University. The platform includes eProcurement, eSourcing/Bidding, Contract Management and eInvoicing. Learn how and why the collaboration began; the barriers that had to be overcome; the challenges of 3 decentralized procurement environments and the impact of the outcomes as a result of this powerful collaboration. |
| 1:15 pm - 2:15 pm | Efficiency | **Spend Analysis Reporting**                                         | David Krause                    
KCC - 3501 G  
Spend Analysis - massaging raw data into valuable information. Learn about errors in your data, data governance, working with IT, and 3 tricks to enhance your data for creating valuable reports. |
| 1:15 pm - 2:15 pm | Innovation | **Office Organization & Prioritization**                             | Lynn McAlpine                   
KCC - 3501 C  
This presentation will provide you with tips and tricks to help you stay organized in your busy work environment. Discussion topics include how and why it is important to make a to do list, why multitasking is a bad idea, how to organize your desk and email for more productivity, and ways to prioritize. Attendees are encouraged to provide their own tips and tricks throughout this presentation. |
| 2:15 pm - 2:30 pm |            | **Break**                                                            |                                 |                                                                                              |
| 2:30 pm - 3:30 pm | Inclusion  | **Campus Mobility in the Age of Transformation**                    | Christopher Caudle              
KCC - 3501 H  
Shared mobility platforms are rapidly transforming transportation on a global scale. The age of ride share, car share, bike share, scooter share, etc. promises a more sustainable future through reduced emissions and congestion. Harnessing the promise of these platforms to reduce costs, improve service and accelerate sustainability efforts on our campuses requires collaboration and strategic planning. The University of California, Davis invites you to join us in discussions around the challenges and opportunities present in engaging shared mobility on your campus. |
| 2:30 pm - 3:30 pm | Efficiency | **Data Analytics: How to Improve Your Process**                     | Brian McGinley, Blake Shaw      
KCC - 3501 G  
This class will include sections on understanding what data is available to everybody. This does not require specialized software, just the ability to track a document, understand the history of the document, and how many times it was touched before being completed. This is a transactional approach to improve processes without the need for a manufacturing, mathematics, statistics, or process improvement background. |
| 2:30 pm - 3:30 pm | Inclusion  | **Driving Innovation and Performance Through Diversity**            |                                 |                                                                                              |
Diversity and inclusion are key drivers of innovation and are critical components of a successful work environment. Several recent studies show that employees who feel included are more likely to go above and beyond to accomplish their work, suggest new ideas, innovate new ways of getting work done and be supportive of one another. Diversity is crucial to encouraging different perspectives and ideas that foster innovation. It unlocks innovation by creating an environment where “outside the box” ideas are explored. Diversity encompasses many areas that include gender, race, ethnicity, age, religion and disability. Demonstrating an inclusive workforce can help attract and retain top talent. During this session, participants will discuss and practice methods that help create a culture which encourages innovation and performance.

3:30 pm 2019 NAEP Annual Meeting Ends