

# District III Annual Meeting

# AGENDA



## SATURDAY

4:00 PM TO 6:00 PM      **DISTRICT III MEETING PREP**  
*Location: Opal One*

## SUNDAY

12:30 PM TO 2:00 PM      **CPR TRAINING SESSION I**  
*Location: Yellow & Blue Topaz*

1:00 PM TO 3:00 PM      **DISTRICT III OFFICER MEETING**  
*Location: Opal Two*

2:30 PM TO 4:00 PM      **CPR TRAINING SESSION II**  
*Location: Yellow & Blue Topaz*

3:00 PM TO 6:00 PM      **REGISTRATION DESK**  
*Location: Crystal Promenade A&B*

4:00 PM TO 5:00 PM      **NEW ATTENDEE ORIENTATION & RECEPTION**  
*Presenter: Deidre Edwards*  
*Co-Presenter: Eric Dickey*  
*Location: Opal One*

5:00 PM TO 6:00 PM      **SUPPLIER ORIENTATION & RECEPTION**  
*Presenter: Deidre Edwards*  
*Co-Presenter: Eric Dickey*  
*Location: Opal One*

6:00 PM TO 10:00 PM      **WELCOME EVENT**  
*Sponsored by NASPO*  
*Location: Courtyard*  
***OPEN TO ATTENDEES & SUPPLIERS***

## MONDAY

8:00 AM TO 2:00 PM      **REGISTRATION DESK**  
*Location: Crystal Promenade A&B*

8:00 AM TO 9:00 AM      **NETWORKING BREAKFAST**  
*Location: Emerald Ballroom*  
***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

9:00 AM TO 9:15 AM      **OPENING REMARKS**  
*Presenter: Deidre Edwards, University of Southern Mississippi*  
*Location: Emerald Ballroom*

## **MONDAY CONT.**

9:15 AM TO 9:45 AM

### **PREMIER PARTNER SPOTLIGHT SESSION**

*Presenter: Shaquasia Barksdale*

*Co-Presenter: Joel Atkinson*

*Location: Emerald Ballroom*

9:45 AM TO 10:45 AM

### **DEFINE YOUR DESTINY: A JOURNEY TOWARD SELF-AWARENESS**

*Presenter: Kelvin Redd (Opening Keynote)*

*Location: Emerald Ballroom*

10:45 AM TO 11:00 AM

### **NETWORKING BREAK**

*Location: Opal Promenade*

11:00 AM TO 11:45 AM

### **CONCURRENT SESSIONS**

#### **REVOLUTIONIZING PROCURE TO PAY WITH ROBOTIC PROCESS AUTOMATION: OPPORTUNITIES & BENEFITS**

*Presenter: Erin Mitchell, Georgia Institute of Technology*

*Co-Presenter: Jessica Leterle, Georgia Institute of Technology*

*Location: Yellow Topaz*

#### **ESOURCING: THE GOOD, THE BAD & THE UGLY**

*Presenter: Eric Dickey, University of North Florida*

*Panelist(s): John Burdine, University of North Florida*

*Lane Cox, The University of Alabama*

*Location: Blue Topaz*

#### **PUBLIC WORKS PITFALLS: COMMON HAZARDS & HOW TO AVOID THEM**

*Presenter: Dan Rodgers, The University of Alabama*

*Location: Opal One*

#### **DISRUPTING THE “US VS THEM” CYCLE**

*Presenter: Mitchell Jermyn, Florida State University*

*Co-Presenter: Anne Rung, Varis*

*Location: Opal Twp*

11:45 AM TO 12:00 PM

### **TRANSITION FROM CONCURRENT SESSIONS TO LUNCH**

12:00 PM TO 1:00 PM

### **NETWORKING LUNCH**

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

1:00 PM TO 1:15 PM

### **SUPPLIER SPOTLIGHT: SOURCEWELL**

*Presenter: Rob Amundson*

*Location: Emerald Ballroom*

1:15 PM TO 1:30 PM

### **TRANSITION FROM LUNCH TO CONCURRENT SESSIONS**

1:30 PM TO 2:15 PM

### **CONCURRENT SESSIONS**

#### **GETTING COMFORTABLE WITH NEGOTIATIONS**

*Presenter: Greg Long, Seminole County Public School District*

*Location: Yellow Topaz*

## **MONDAY CONT.**

### **SWIPE BABY SWIPE: A FUN PCARD CONVERSATION**

*Presenter: Melissa Inmon, Mississippi State University*

*Co-Presenter: Audrey Ellison, Mississippi State University*

*Location: Blue Topaz*

### **PROCUREMENT: AN EVOLVING PERCEPTION OF VALUE**

*Casey Laurienzo, E&I Cooperative Services*

*Location: Opal One*

### **COLLABORATION: BYPASS AND MASTER INTERNAL DISASTER**

*Presenter: Brett Bahr, Sourcewell*

*Location: Opal Two*

2:15 PM TO 2:30 PM

**TRANSITION FROM CONCURRENT SESSIONS TO SUPPLIER EXPO**

2:30 PM TO 4:30 PM

**SUPPLIER EXPO – DAY ONE**

*Location: Crystal Ballroom*

4:30 PM TO 6:30 PM

**FREE TIME**

6:30 PM TO 10:30 PM

**HOST EVENT**

*Location: South Carolina Aquarium*

*Buses Pickup/Dropoff in Crystal Lobby*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

## **TUESDAY**

8:00 AM TO 2:00 PM

**REGISTRATION DESK (IF NEEDED)**

*Location: Crystal Promenade A&B*

8:00 AM TO 9:00 AM

**NETWORKING BREAKFAST**

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

8:10 AM TO 8:35 AM

**PRESENTATION FROM PAVILION**

*Presenter: Ryan Kirkpatrick*

*Location: Emerald Ballroom*

8:45 AM TO 9:15 AM

**SUPPLIER SPOTLIGHT: GOVMVMT/CONSOLIDUS**

*Presenter: Tyler McCall*

*Co-Presenter: Todd Fitzwater*

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

9:15 AM TO 9:45 AM

**NAEP UPDATE**

*Presenter: Eric Dickey*

*Location: Emerald Ballroom*

## TUESDAY CONT.

9:45 AM TO 10:45 AM

### STRATEGIC AND ACADEMIC PARTNER SESSION

*Presenter: Milo Crabtree, Retired*

*Co-Presenter: Brad Pryba, NAEP CEO*

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

10:45 AM TO 11:00 AM

### NETWORKING BREAK

*Location: Opal Promenade*

11:00 AM TO 11:45 AM

### CONCURRENT SESSIONS

#### THE COVER IS NOT THE BOOK: FLIPPING THE SCRIPT ON SOLE SOURCE PROCUREMENT AT THE UNIVERSITY OF GEORGIA

*Presenter: Jared Peden, University of Georgia*

*Location: Yellow Topaz*

#### TALENT MANAGEMENT STRATEGIES FOR THE PROCUREMENT WORKFORCE

*Presenter: Daniel Kruger, NASPO*

*Location: Blue Topaz*

#### SUSTAINING PROCUREMENT INCLUSION IN THE MIDST OF UNPRECEDENTED CHANGE

*Presenter: L. Jerry Knighton, Jr, Clemson University*

*Location: Opal One*

#### DRIVING RESULTS THROUGH EFFECTIVE CATEGORY MANAGEMENT STRATEGIES – A BLUEPRINT FOR SUCCESS

*Presenter: Mitchell Jermyn, Florida State University*

*Location: Opal Two*

11:45 AM TO 12:00 PM

### TRANSITION FROM CONCURRENT SESSIONS TO LUNCH

12:00 PM TO 1:00 PM

### NETWORKING LUNCH

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

1:00 PM TO 1:15 PM

### SUPPLIER SPOTLIGHT: E&I COOPERATIVE SERVICES

*Presenter: Michael Einhorn*

*Location: Emerald Ballroom*

1:15 PM TO 1:30 PM

### TRANSITION FROM CONCURRENT SESSIONS TO LUNCH

1:30 PM TO 2:15 PM

### CONCURRENT SESSIONS

#### MAXIMIZING THE VALUE OF PROCUREMENT COLLABORATION

*Presenter: Ryan Kirkpatrick, Pavilion*

*Panelist(s): Eric Dickey, University of North Florida*

*TBD*

*Location: Yellow Topaz*

## TUESDAY CONT.

### **TALENT MANAGEMENT STRATEGIES FOR THE PROCUREMENT WORKFORCE**

*Presenter: Daniel Kruger, NASPO*

*Location: Blue Topaz*

### **MANAGING CONTINGENT WORKFORCE THROUGH A MANAGED SERVICE PROVIDER**

*Presenter: Ted Bohlin, University of North Carolina at Chapel Hill*

*Co-Presenter: Kristin Clews, NextSource, Inc*

*Location: Opal One*

### **EMBRACING ROBOTICS TO ADDRESS LABOR CHALLENGES IN HIGHER EDUCATION**

*Presenter: Jay Horton, Canon*

*Location: Opal Two*

2:15 PM TO 2:30 PM

### **TRANSITION FROM CONCURRENT SESSIONS TO SUPPLIER EXPO**

2:30 PM TO 4:30 PM

### **SUPPLIER EXPO**

4:30 PM TO 6:00 PM

### **FREE TIME**

5:00 PM TO 6:00 PM

### **CHAIRS' RECEPTION (INVITE ONLY)**

*Location: Aqua Terrace*

6:00 PM TO 8:00 PM

### **DINNER ON YOUR OWN**

8:00 PM TO 10:00 PM

### **DUELING DJ'S & DESSERTS**

*Location: TBD*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

## WEDNESDAY

8:00 AM TO 12:00 PM

### **REGISTRATION DESK (IF NEEDED)**

*Location: Crystal Promenade A&B*

8:00 AM TO 9:00 AM

### **NETWORKING BREAKFAST**

*Location: Emerald Ballroom*

***OPEN TO ATTENDEES AND PLATINUM/GOLD SPONSORS***

9:00 AM TO 9:15 AM

### **OMNIA SUPPLIER SPOTLIGHT**

*Location: Emerald Ballroom*

9:15 AM TO 9:45 AM

### **NAEP DIII BUSINESS MEETING**

*Location: Emerald Ballroom*

9:45 AM TO 10:45 AM

### **HOW WORKING WITH DIVERSE VENDORS IMPROVES ECOMONIC DEVELOPMENT**

*Presenter: Lettie Johnson*

*Location: Emerald Ballroom*

10:45 AM TO 11:00 AM

### **NETWORKING BREAK**

## WEDNESDAY CONT.

11:00 AM TO 12:00 PM

**MAXIMIZING YOUR POTENTIAL**

*Presenter: Milton Hunt (Closing Keynote)*

*Location: Emerald Ballroom*

12:00 PM TO 12:15 PM

**CLOSING REMARKS & CONFERENCE WRAP UP**