

2016 State Bureau of Procurement Conference Agenda

October 11, 2016

Time	Event		
9:00-9:15 a.m.	Welcome and Opening Remarks		
9:15-10:00 a.m.	General Session: RPA Automation Update and Preparing an Exceptional Waiver Packet		
	Breakout Sessions		
	General/Common Issues	Sourcing	Best Practices
Session 1 10:10-11 a.m.	Writing Benchmarks and Evaluation Criteria Benchmarking and writing criteria for an RFP can be a challenge. This session will feature common approaches to the benchmarking process and a panel of agency procurement staff to discuss common issues and potential solutions.	Request for Proposal Scoring Tools (KBRs, Automated Scoring) Some RFPs require a new approach to scoring which help the committee focus on what's important, and help the vendors streamline the creation of their proposal. This session will focus on two scoring tools used in recent SBOP RFPs that yielded benefits and may help your agency as well.	Reference Checks As a procurement professional, we all know reference checks play an important role in helping to determine if a vendor can and will do the work they have bid/proposed. This session will explore questions and methods for effective reference checks that fit well in our current procurement process.
Session 2 11:10 a.m.- 12 p.m.	What's New in Procurement This session will cover what is new with STAR in addition to updates to the procurement manual, strategic sourcing and business intelligence.	IT Procurement Playbook Purchasing in the IT space presents unique challenges with no "one right way". This session will present a book of 20 "plays" that you can employ dealing with IT procurement projects. Bonus--attendees will get a printed playbook resource!	Contract Use Tools (Webinars, User Guides, Etc.) This session will discuss various contract issues and situations and how to handle them as well as a demonstration on the various tools to assist end users.
12:00-1:00 p.m.	Luncheon Speaker : Rob Bell, CSP & Business Humorist		
1:10-2:00 p.m.	General Session: VendorNet 2.0 and WISBuy		
	Breakout Sessions		
	General/Common Issues	Sourcing	Best Practices
Session 3 2:00-2:50 p.m.	Writing Benchmarks and Evaluation Criteria	Request for Proposal Scoring Tools (KBRs, Automated Scoring)	Reference Checks
2:50-3:00 p.m.	Break		
Session 4 3-3:50 p.m.	What's New in Procurement	IT Procurement Playbook	Contract Use Tools (Webinars, User Guides, Etc.)
4:00 p.m.	Closing Remarks		