2026 Wisconsin Statewide Procurement Virtual Conference

November 18-19, 2026

The Conference is for State and UW employees only.

November 18, 2026: 12:30 – 4:00 pm			
12:30–1:30 pm	**General Session**	**Welcome, State of State Procurement**	
1:30–1:45 pm	Break		
	Workshop A	**Workshop B**	**Workshop C**
Breakout Session 1 1:45-2:45 pm	**The Path to Approval: The Waiver and Case Letter Process**	**NEW NASPO Cloud & Software Solutions**	**CAPS: Building a Solicitation**
2:45-3:00 pm	Break		
Breakout Session 2 3:00-4:00 pm	**IT Sourcing Team & Current Challenges**	**S'more to Know: Business Case Exceptions**	**CAPS: Next Steps in the Solicitation Cycle**

November 19, 2026: 8:30 am – 12:00 noon		
8:30-9:30 am	**General Session**	**Cybersecurity & AI Guardrails for State Procurement**
9:30-9:45 am	Break	
	Workshop A	**Workshop B**
Breakout Session 1 9:45-10:45 am	**STAR Procurement in Progress: Enhancements, Insights, and What's Next**	**Negotiating Contracts**
10:45-11:00 am	Break	
Breakout Session 2 11:00 am – 12:00 noon	**WisPro: Systems & Resources**	**What is the Vendor Management Program?**

Session	Topic	Description/Ideas
Gen 1	***State of State Procurement***	State Bureau of Procurement Director Cheryl Edgington and Becky Hoefs, Deputy Director, will provide updates on the State of Wisconsin's procurement activities. They will be joined by special guests Alex Ysquierdo, Wisconsin Supplier Diversity Program and Jason Gates, Director Bureau of State Risk Management.
Gen 1	***Cybersecurity & AI Guardrails for State Procurement***	The State of Wisconsin Chief Information Security Officer (CISO) will discuss the importance of including security, cybersecurity, and AI risk controls into contract clauses, vendor assessments, and ongoing monitoring to protect data, ensure compliance, and mitigate risks
s1wA	***The Path to Approval: The Waiver and Case Letter Process***	Join us on the Path to Approval! Follow the Request for Purchasing Authority (RPA) from submission to the Governor's signature and hear directly from a few reviewers at different approval levels about their roles in the process. Learn about common issues that can delay approval, refer to available resources, and gain practical insights into preparing a complete, well-supported waiver request.
s2wA	***IT Sourcing Team & Current Challenges***	Join us for introductions to the IT Sourcing staff in SBOP and an overview of what contracts each person on the team manages. We will also be talking about a couple of current IT challenges in the procurement environment.
s3wA	***STAR Procurement in Progress: Enhancements, Insights, and What's Next***	Join us for an inside look at the latest developments within the STAR Procurement modules. This session will highlight recent and upcoming enhancements to Strategic Sourcing/eSupplier and Supplier Contract Management. Attendees will also learn about opportunities to engage through upcoming user groups and provide feedback that helps shape future improvements. The session will conclude with a brief overview of other STAR initiatives supporting continued innovation and efficiency across Wisconsin procurement.
s4wA	***WisPro Systems & Resources***	Come meet the experts in WisPro whose work behind the scenes helps make your job easier! Join us as we explore the updated VendorNet system, review our online resources, and ask questions of our WisPro experts!

Session	Topic	Description/Ideas
s1wB	***NEW NASPO Cloud and Software Solutions***	*A deep dive into the new NASPO Cloud and Software Solutions contract, and the changes that are coming with the new contract.*
s2wB	***S'more to Know: Business Case Exceptions***	Gather around the campfire and get to know the Enterprise Sourcing Section while hearing stories about Business Case Exceptions. Join us for shared experiences, helpful insights, and s'more!
s3wB	***Negotiating Contracts***	The focus of this session is to discuss best practices for negotiating and establishing contracts. We will include outlining the necessary steps before executing the contract, what elements the contract should include, tips to successfully negotiate contracts, and contract management and administration.
s4wB	***What is the Vendor Management Program?***	There is a clear shift in the technology industry from managing on premise software for customers to a landscape where customers purchase access to direct-to-vendor services. In this new climate, facilitating more customer to vendor engagements is a priority. The Vendor Management Program (VMP) focuses on ensuring initial agreements are vetted, requirements meet the needs of the state, overlapping of purchased services is minimized, contracts meet a standard lifecycle, and the value of the contract is based on key performance indicator (KPI) and Service Level Agreement (SLA) metrics. This session will provide an overview of the work VMP does, some of the internal workflows/processes developed, and finish with an overview on the importance of Statements of Work and helpful Market Research links.
s1wC	***CAPS: Building a Solicitation***	This is an introductory session which will explore the early life cycle of a Request for Bid. This session includes discussion items such as determining need, market research, reviewing required forms to obtain necessary approvals, and best practices for developing a Request for Bid.
s2wC	***CAPS: Next Steps in the Solicitation Cycle***	This is an advanced session to explore the latter half a Request for Bid life cycle. This session will discuss the life cycle of a Request for Bid once it has been posted to the vendor community and best practices for managing the next steps in the Request for Bid's cycle.