



2018 Wisconsin State Procurement Conference

*Harvest Procurement
Innovation*

October 31, 2018

Alliant Energy Center
Madison, Wisconsin

2018 Wisconsin State Procurement Conference

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Alliant Energy Center Exhibition Hall

1919 Alliant Energy Center Way, Madison, WI 53713

Free parking is available on site for conference attendees.

AGENDA

Check-In: 8:30-9:00

Refreshments: 8:30-9:00

Welcome & Opening Remarks: 9:00-9:15

AM Keynote Speaker: 9:15-10:00

Break: 10-10:15

Session 1: 10:15-11:00

Break: 11:00-11:15

Session 2: 11:15-12:00

Lunch & Networking: 12:00-1:00

PM Keynote Speaker: 1:00-1:45

Break: 1:45-2:00

Session 3: 2:00-2:45

Break - Snacks & Networking: 2:45-3:10

Session 4 & Wrap Up: 3:10-4:00

2018 Wisconsin State Procurement Conference

The Wisconsin State Procurement Conference is hosted by the State Bureau of Procurement and has been created through a joint effort involving many State agencies and UW System campuses. This conference will provide an opportunity to network with colleagues, learn procurement best practices and innovative solutions to common procurement challenges and receive updates about public procurement in Wisconsin.

Who Should Attend?

- State agency and university campus procurement professionals
- Local, county and municipal procurement professionals
- State financial staff who may work with procurement
- State or local government staff interested in procurement topics



AM Keynote: Sarah Carroll, UW-Madison

Building a Culture of Collaboration for Stronger Project Management

About the Speaker: Sarah Carroll has a Master's in Education with an emphasis in adult learning and has focused much of her career discerning what makes people successful at work, from recruitment and onboarding best practices, to staff and organizational development. She's the HR Competencies Program Manager at UW-Madison, where she facilitates learning cohorts and professional development planning.

About the Topic: In this interactive keynote, she'll explore four phases of project management and why collaboration with others is so critical to achieving successful outcomes. She'll share symptoms of poorly performing project teams, a common mistake that groups often make when beginning projects and strategies for collaborating with others more successfully throughout the life cycle of any project.

KEYNOTE SPEAKERS

PM Keynote: Tina Hallis, Ph.D., The Positive Edge

***Maximizing Communication, Collaboration & Connection:
Understanding & Appreciating Our Differences***

About the Speaker: Tina Hallis, Ph.D. is certified in Positive Psychology through the WholeBeing Institute, an Authorized Partner for Everything DiSC® and a Professional Member of the National Speakers Association. She is the author of *Sharpen Your Positive Edge: Shifting Your Thoughts for More Positivity & Success*.

About the Topic: We don't observe the world; we interpret it based on our own personal perspectives. Because we all have different backgrounds and different personalities that shape our perspectives, this can make our interactions less effective and productive. What's more, our brains can trigger a "threat" alert when we meet someone with different preferences than us. Understanding and reminding ourselves that these differences are not bad, but are interesting and helpful, improves our ability to connect, collaborate and communicate with the people around us.



CHOOSE SESSIONS 1 & 2

Session 1: 10:15-11:00

Procurement Tools

This session will highlight the latest tools and templates available from SBOP. These tools range from DOA forms and templates pre-built in the Strategic Sourcing module, to helpful visual guides on various types of procurement activities, to a summary of recent website enhancements.

Contract Performance Management Panel

Your vendor isn't performing and you need to take official action. Where do you start? In this session, we will share ideas for managing vendor performance, discuss use of corrective action plans as a tool to improve vendor performance and explain how to initiate contract termination when all other corrective measures fail.

What's Your Solution: Special Considerations

Engage with others in this facilitated discussion where *you're the expert*. Assist your peers in troubleshooting and evaluating procurement activities with special considerations: grants and payments made pursuant to statute, sole source procurements and general waivers.

Session 2: 11:15-12:00

State Procurement Manual Policy Project

In early 2018, an interagency team began work on reforming the State Procurement Manual. This session will be a panel discussion summarizing the project and highlighting what's to come in the new policy manual. *(This workshop repeats during Session 4.)*

Strategic Sourcing: Advanced Workshop

Brainstorming and sharing of best practices, tips and tricks in the STAR Strategic Sourcing module. Presenters and in-house experts will be available to troubleshoot common issues and answer questions. *(This workshop repeats during Session 3.)*

What's Your Solution: Performance Management & Corrective Action

Engage with others in this facilitated discussion where *you're the expert*: We'll share tools and resources used to monitor and correct vendor performance, talk about the process agencies follow when moving towards contract cancellation and learn how you can implement best practices in your own agency.

Session 3: 2:00-2:45

Procurement Operations & Executive Order 288

Executive Order 288 contains several procurement-related goals and objectives. This session will summarize what the Bureau has done to date and what is planned for the next year to meet the requirements of this Order.

Strategic Sourcing: Advanced Workshop

Brainstorming and sharing of best practices, tips and tricks in the STAR Strategic Sourcing module. Presenters and in-house experts will be available to troubleshoot common issues and answer questions. *(This workshop repeats during Session 2.)*

Using Data to Improve Your Negotiations

Fact-based strategies to negotiate better pricing and to mitigate price increase requests. Topics will include use of benchmarking, third party sources, government indices, linear regression and other fact-based strategies.

Session 4: 3:10-4:00

State Procurement Manual Policy Project

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Tech Procurement Trends

A look at the top 10 trends in negotiation practices, tools and approaches to managing sourcing and contracting in the world of "IT".

What's Your Solution: Procurement Systems

Engage with others in this facilitated discussion where *you're the expert*: Tips, tricks, enhancements and challenges of non-STAR procurement systems, including RPA, 150K, VendorNet and WISBuy.

Registration Information

Registration is closed (link no longer available).

\$30 - Early Registration (through September 28, 2018)

\$45 - Late Registration (September 29 to October 12, 2018)

Registration closes Friday, October 12, 2018 (or earlier if registration fills up).

Registration Instructions:

- **Registration:** Online registration is mandatory and each person must register separately. Please keep a copy of your registration for your records.
- **Session Choices:** When registering, refer to this brochure for session descriptions. Select one session per time period, for a total of four workshops. Note that sessions may repeat throughout the conference.
- **Lunch Option:** This year's lunch choice is a vegetarian-friendly Italian Buffet. If you have additional dietary restrictions we should be aware of (e.g., a gluten allergy), please indicate this in the "Special Accommodations" field when registering. The cost of your lunch is included in the registration fee.
- **Special Accommodations:** Please note any accessibility needs or additional food restrictions you may have in this field on the registration form.
- **Attendance:** This conference is only open to State agency, UW System and municipal employees. Registrations will be accepted on a first-come, first-served basis. Due to limited space and high demand, registrations from local governments are conditional and a second confirmation will serve as official notice that your registration is final.
- **Registration Payment:** At this time, we are not able to accept payments by credit card. The State Bureau of Procurement will issue one invoice to your organization for all of your agency's attendees after the conference.
- **Cancellation & Refund Policy:** Once you register for the conference, you are responsible for paying the registration fees. After registration closes (October 12, 2018), no cancellations will be accepted, but substitutions are welcome. Contact Jessica Vieira at Jessica.Vieira@wisconsin.gov or (608) 266-5452 to arrange for a substitution.
- **Registration Confirmation:** All registrants will receive an email confirmation once information has been received. If you do not receive a confirmation email, please contact Jessica Vieira at Jessica.Vieira@wisconsin.gov or (608) 266-5452.
- **Local Governments:** Local government registrations will only be accepted if space is available. As such, a second confirmation, sent after registration closes on October 12, will serve as official notice that your registration has been approved.