# 2016 State Bureau of Procurement Conference Agenda
## October 11, 2016

| Time | Event | | |
|---|---|---|---|
| 9:00-9:05 | **Welcome**<br>**Rick Hughes, SBOP Director** | | |
| 9:05-9:15 a.m. | **Opening Remarks**<br>**Cate Zeuske, DOA Deputy Secretary** | | |
| 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**<br>10:10-11 a.m. | **Writing Benchmarks and Evaluation Criteria**<br>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.<br><br>Hall of Ideas - Room E | **Request for Proposal Scoring Tools (KBRs, Automated Scoring)**<br>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.<br><br>Hall of Ideas - Room F | **Reference Checks**<br>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.<br><br>Hall of Ideas - Room G |
| **Session 2**<br>11:10 a.m.-<br>12 p.m. | **What's New in Procurement**<br>This session will cover what is new with STAR in addition to updates to the procurement manual, strategic sourcing and business intelligence.<br><br>Hall of Ideas - Room G | **IT Procurement Playbook**<br>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!<br><br>Hall of Ideas - Room F | **Contract Use Tools (Webinars, User Guides, Etc.)**<br>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.<br><br>Hall of Ideas - Room E |
| 12:00-1:00 p.m. | **Luncheon Speaker : Rob Bell, "Teamwork"** | | |
| 1:10-1:50 p.m. | **General Session: VendorNet 2.0 and WISBuy** | | |
| | **Breakout Sessions** | | |
| | **General/Common Issues** | **Sourcing** | **Best Practices** |
| **Session 3**<br>2:00-2:50 p.m. | **Writing Benchmarks and Evaluation Criteria**<br>Hall of Ideas - Room E | **Request for Proposal Scoring Tools (KBRs, Automated Scoring)**<br>Hall of Ideas - Room F | **Reference Checks**<br>Hall of Ideas - Room G |
| 2:50-3:00 p.m. | **Break** | | |
| **Session 4**<br>3-3:50 p.m. | **What's New in Procurement**<br>Hall of Ideas - Room G | **IT Procurement Playbook**<br>Hall of Ideas - Room F | **Contract Use Tools (Webinars, User Guides, Etc.)**<br>Hall of Ideas - Room E |
| 3:50-4:00 p.m. | **Conference Wrap-Up** | | |