



Forum2025

November 16 - 19, 2025

Forum2025 Session Descriptions

See the [Schedule-at-a-Glance](#)

Sunday Registration:

- Registration and Forum Café: 4:00 PM – 6:00 PM
- Open Salsa Lesson: 4:30 PM – 5:30 PM
- 'Meet the App' sessions on the half hour in the Tower Café

Monday Opening Keynote Session:

M00 **Time:** 8:30 – 10:00 AM **Location:** Ballroom 1-3



- The doors to the ballroom will open promptly at 8:15 AM, with prepared remarks beginning at 8:30 AM by J. Peter Stamps, DPS Director. The Forum2025 Keynote Address will follow.

Keynote Speaker: Carla Johnson

Session Title: The Muse and the Machine: How Human Creativity Propels an AI World Forward

Monday Concurrent Sessions:

Session Title: eVA Update

M05 Time: 10:30-11:30 AM Location: Suite 1ab	T05 Also on: Day: Tuesday Time: 8:30 – 9:30 AM Location: Suite 1ab	Session Description: Get the full picture of where eVA stands and where it's headed. This comprehensive session will cover recent enhancements and key improvements rolled out over the past year, including enhancements and usability improvements to the eVA Invoicing Module. We'll also provide a forward-looking preview of what's planned for 2026—including new features, modernization efforts, and strategic goals shaping the future of Virginia's eProcurement system. A must-attend for anyone who relies on eVA to manage procurement and authorize invoices, from daily users to agency leadership.
Speaker: Shane Caudill, Manager, eVA		

Session Title: A Modernized Approach to Supply Chain Management: People, Process, Technology

M06 Time: 10:30-11:30 AM Location: Suite 1cd	 Just one offering	Session Description: As technology evolves, the Commonwealth of Virginia, through VITA, is transforming its approach to Supply Chain Management by strengthening its focus on people, process, and technology. This session explores VITA's strategic initiatives, including category-based contract and supplier management, streamlined procurement processes, and enhanced contract search tools. Attendees will learn how these integrated efforts are driving innovation, efficiency, and value in IT procurement across Virginia.
Speaker: Evan Davis, Supplier Performance & Data Analytics Manager, VITA Mary Lou Bulger, Director, Statewide Sourcing and Category Management, VITA		

Session Title: Construction and A/E Professional Services Procurement Lite

M01 Time: 10:30-11:30 AM Location: Suite 2	M14 Also on: Day: Monday Time: 2:10-3:10 PM Location: Suite 3	Session Description: An overview of the Construction and Professional Services Manual (CPSM) methodologies for construction (DBB, CM, DB, and JOC) and A/E professional services (Categories A, B, C, and Term) procurements. This session is geared toward Virginia Contracting Officers and will highlight how CPSM construction and A/E professional services procurement methodologies vary from the Agency Procurement and Surplus Property Manual goods and services procurement methodologies.
Speakers: Mike Coppa, Director, Division of Engineering & Buildings		

Session Title: The Future is Now: Shaping Surplus for Tomorrow's Needs

M02 Time: 10:30-11:30 AM Location: Suite 3	W07 Also on: Day: Wednesday Time: 10:00-11:00 AM Location: Suite 2	Session Description: Virginia's Office of Surplus Property Management has introduced a four-tier framework on GovDeals to help state and local agencies efficiently dispose of surplus assets while maximizing return and community impact. This session focuses on Tiers 1 and 2, detailing how to speed up disposal cycles, boost ROI with real-time analytics, strengthen local economies by prioritizing public reuse, and scale efforts through Tiers 3 and 4. Attendees will also learn tier selection strategies, revenue optimization techniques, and compliance best practices. Ideal for surplus property officers, procurement and finance staff, and asset managers.
Speaker: Floyd Coburn, Manager, Office of Surplus Property Management		

Session Title: What's New with PCR?

M03 Time: 10:30-11:30 AM Location: Suite 4	W04 Also on: Day: Wednesday Time: 8:30-9:30 AM Location: Suite 5	Session Description: Stay up to date with recent changes impacting public procurement in Virginia. This session will cover key updates to the Virginia Public Procurement Act (VPPA), a review of Procurement Information Memoranda (PIM) 44 and 45, and provide insight into recent organizational changes within the Policy Consulting and Review (PCR) team. Policy Consulting and Learn about new tools and resources designed to better support agencies and localities in navigating procurement requirements and maintaining compliance.
Speaker: Brix Driskill, Manager, Policy, Consulting, & Review, DGS/DPS, and team		

Session Title: Data-Driven Decisions in Public Procurement

M04 Time: 10:30-11:30 AM Location: Suite 5	T09 Also on: Day: Tuesday Time: 2:15-3:15 PM Location: Suite 4	Session Description: This session highlights the power of data analytics in improving procurement decisions across the public sector. Attendees will learn what procurement data analytics is, the insights it can provide, and why it's vital for enhancing transparency, efficiency, and cost savings. The session covers practical tools and techniques—from dashboards to predictive models—and shares real-world examples. Participants will explore how data can support every stage of the procurement lifecycle, offering strategies suitable for users at all levels, from entry-level buyers to Chief Procurement Officers.
Speakers: Julia McIlroy, Procurement Content Manager, National Association of State Procurement Officials (NASPO)		

Session Title: eVA Interface/Integration Overview

M11 Time: 11:40-12:40 PM Location: Suite 1ab	Just one offering	Session Description: Explore how interface and integration options with existing ERP systems and eVA are transforming public sector efficiency. This session will provide an overview of the integration and interfacing options available with eVA, including integration options with the eVA Invoicing Module. Ideal for procurement and fiscal professionals and IT leads aiming to optimize digital infrastructure and unlock the full potential of eVA.
Speakers: Joel Padow, DPS Applications Portfolio Manager, DGS/ISS		

Session Title: Risks and pitfalls in IT contracting

M12 Time: 11:40-12:40 PM Location: Suite 1cd	Just one offering	Session Description: This session explores how to effectively manage risks in IT projects and procurements, which are often vulnerable to challenges like scope creep, unclear requirements, and performance issues. Participants will learn to distinguish when an IT procurement is part of a broader IT project and gain tools to identify, assess, mitigate, and monitor risks throughout the project lifecycle. Key topics include common project and procurement risks, risk identification techniques, stakeholder communication strategies, and best practices for ongoing risk management. Attendees will leave with practical strategies to support successful and resilient IT initiatives.
Speakers: Liz Candler, Contract Analyst, Supply Chain Management, VITA Melissa Mutter, Manager, Project Management Division, VITA		

Session Title: Exploring DPS Statewide Contracts, Facts and Findings

M07 Time: 11:40-12:40 PM Location: Suite 2	W02 Day: Wednesday Time: 8:30-9:30 AM Location: Suite 3	Also on: Session Description: Are you in need of non-professional goods or services and unsure which contract vehicles are available? Are you short on time and need those products yesterday? Join us as we explore best practices to locate existing DPS statewide contracts to aid in reducing your administrative efforts, enhance your efficiency, and reduce lead times, all while obtaining the most favorable pricing for your agency. Wander no more!
Speaker: Brandon Amsel and Anna Croak, Statewide Sourcing and Contracting Officer, DGS DPS		

Session Title: Fostering Resilience in Ourselves and Others During Times of Intense Change

M08 Time: 11:40-12:40 PM Location: Suite 3	W01 Day: Wednesday Time: 8:30-9:30 AM Location: Suite 2	Also on: Session Description: In a world of non-stop change and many unknowns, how do we foster resilience in ourselves and in our teams? This lively and interactive session will look at the practical information that we can glean from the research and will include a self-assessment that may be useful to both you and your team. Participants will gain insight into their strengths and also for areas for growth. The facilitators will provide specific and easily implemented recommendations for enhancing your own resilience and the resilience of those around you.
Speaker: Jim Burke, PHD, and Linda Pierce, MBA, Partner, TEOconsulting, LLC		

Session Title: Fleet – Feast or Famine

M09 Time: 11:40-12:40 PM Location: Suite 4	M22 Day: Monday Time: 3:40-4:40 PM Location: Suite 5	Also on: Session Description: What is on the fleet horizon? We will propel into new policies regarding idling, telematics, and EV etiquette. We will attempt to steer around the tariffs' impacts and drive through distractions and cruise into the Commonwealth's Liability Plan and Division of Risk Management's additional coverages. Don't be stuck in park, or worse, in reverse with outdated information.
Speaker: Beth Cooley, Director, Office of Fleet Management		

Session Title: Trust Me

M10 Time: 11:40-12:40 PM Location: Suite 5	M15 Also on: Day: Monday Time: 2:10-3:10 PM Location: Suite 4	Session Description: Many of us have been coached on the ways to be polite and respectful in person, but what are the rules for the digital environment? Is using punctuation passive-aggressive or a form of good grammar? In this age of hyper-connectivity, it is important to know some of the guidelines for building and maintaining strong professional relationships in a virtual space and in person when digital devices are present. This workshop will cover some of the new rules of engagement so you can build trust on a variety of channels.
Speaker: Babs Bengtson, Founder, 2B Your Best, LLC		

Session Title: eVA Invoicing Update

M17 Time: 2:10-3:10 PM Location: Suite 1ab	Just one offering	Session Description: Discover the powerful new enhancements to the eVA Invoicing Module. Designed to make processing, approving, and tracking invoices faster, easier, and more accurate than ever. This session will provide a guided overview of the latest features, highlight improvements that strengthen compliance and internal controls, and share tips for smooth implementation across agencies. We'll also touch on how the integrated Receiving Module continues to support accurate matching of receipts to invoices, ensuring a seamless procure-to-pay process. Perfect for procurement staff, fiscal officers, and end users looking to streamline invoicing while maintaining strong oversight of receiving activities.
Speaker: Miranda Bowling, P2P Support Manager, eVA		

Session Title: IT Sourcing Process

M18 Time: 2:10-3:10 PM Location: Suite 1cd	W12 Also on: Day: Wednesday Time: 10:00-11:00 AM Location: Suite 1cd	Session Description: IT procurements are complex, especially in a fast-changing tech environment. This session introduces best practices using the IT Sourcing Process (ITSP) to turn strategic initiatives into clear, tactical steps. Topics include effective market research, transitioning strategy to action, key sourcing process steps, and measuring success. Attendees will gain practical tools to improve IT sourcing and procurement outcomes.
Speaker: Kayla Anderson, Matt Fritzinger, and Renee Tab, VITA Supply Chain Management (SCM), Enterprise Sourcing		

Session Title: **Career Guide for Procurement Professionals - Creating a Culture of Continuous Learning in Public Procurement: Empowering Procurement Professionals Through Career Planning**

M13 Time: 2:10-3:10 PM Location: Suite 2	T08 Also on: Day: Tuesday Time: 2:15-3:15 PM Location: Suite 3	Session Description: In today's evolving public sector, professional growth is essential. This session explores how to create a personalized career development plan in public procurement, with insights from NIGP and VIP. Whether you're new to the field, navigating a career shift, or leading others, you'll gain practical tools, strategies, and access to state and national resources. Learn about certifications, specialized credentials, and mentoring services. Learn how to align personal goals with professional opportunities, build a resilient career path, and empower yourself or your team to lead with confidence and credibility.
Speaker: Todd Slater, PhD, Chief Content Officer, The Institute for Public Procurement (NIGP) Jennifer Hudgins, PMP, Manager, Virginia Institute of Procurement		

Session Title: **Arrrrrrgh You Ready to Learn about the Virginia Distribution Center (VDC)?!**

M16 Time: 2:10-3:10 PM Location: Suite 5	W09 Also on: Day: Wednesday Time: 10:00-11:00 AM Location: Suite 4	Session Description: Don't be left adrift on the open sea. Come to learn about the VDC. Get the latest insights from the Virginia Distribution Center (VDC), the Commonwealth's central source for quality warehousing and distribution services for state agencies, institutions, and local governments. Bring your questions and learn how the VDC continues to support Virginia's public sector with efficient, cost-effective service.
Speaker: Andy Repak, Manager, Virginia Distribution Center		

Session Title: **eVA Buyer User Group (BUG Meeting)**

M23 Time: 3:40-4:40 PM Location: Suite 1ab	Just one offering	Session Description: Join fellow procurement professionals for an interactive session designed specifically for eVA buyers. This user group meeting is your opportunity to share feedback, ask questions, and learn from your peers about real-world buying and invoicing experiences within eVA.
Speaker: Kim Pritchett, eVA Outreach & Marketing Manager Tony Jordan, Assistant Manager, eVA		

Session Title: Statement of Work (SOW) "ABCs"

M24 Time: 3:40-4:40 PM Location: Suite 1cd	T18 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 1cd	Session Description: This advanced session explores how to create and negotiate effective Statements of Work (SOWs) to drive project success and reduce risk. Participants will learn best practices for defining clear objectives, measurable deliverables, and enforceable performance standards. Additional topics include legal and compliance alignment, managing change, and risk mitigation. Through real-world examples and interactive discussion, attendees will gain practical skills to craft stronger SOWs and improve project outcomes.
Speaker: Liz Candler, Contract Analyst Jeanne Mertens, Strategic Sourcing Consultant VITA Supply Chain Management		

Session Title: How to Write a Winning Proposal

M19 Time: 3:40-4:40 PM Location: Suite 2	T14 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 3	Session Description: Learn real-world lessons from Lynda Stafford's experience competing for a city contract, making it to the top 3 out of 33 proposals. This session offers a step-by-step look at her 4-week proposal process, including team building, timeline management, and strategic thinking. Whether you're new to government contracting or looking to sharpen your approach, you'll gain practical tools, mindset shifts, and inspiration to create compelling proposals that stand out—even without past performance.
Speaker: Lynda Stafford, Founder of Stafford Business Consulting		

Session Title: The Roadmap to Successful Procurement: Learning to do Procurement the Right Way

M20 Time: 3:40-4:40 PM Location: Suite 3	T13 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 2	Session Description: This session will provide an overview of the entire procurement process. We'll explore how "good enough for government work" just doesn't cut it, and why the work we do matters more than ever. Geared towards public procurement professionals new to the field, this session offers a clear roadmap to doing procurement the right way. The session will offer discussions, scenarios, and participant sharing.
Speaker: Dr. Jody Cleven, Chief Learning Officer, NC Department of Administration Emily Quigley, Staff Development Coordinator, NC Department of Administration		

Session Title: Procurement MythBusters - Buyer/Supplier Support

M21 Time: 3:40-4:40 PM Location: Suite 4	T16 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 5	Session Description: The procurement process is often shrouded in misconceptions, affecting both suppliers and buyers. These myths can lead to inefficiencies and mistrust, hindering the overall effectiveness of the procurement landscape. This panel will address these issues by dispelling the myths for suppliers and buyers. Examining how the Department of Small Business and Supplier Diversity (SBSD) supports suppliers through resources and guidance, while showcasing the best practices that promote efficient procurement and stronger engagement. By dispelling these myths, we can promote a more inclusive and efficient procurement experience for all.
Speaker: Panel led by DSBSD Moderator: JoWanda Rollins-Fells, PhD Panelists: Angela Barber (SBSD), Brix Driskill (DGS), Karsten Glover (SBSD), Opal Revels (VDOT), Terrance Rogers (SBSD), and Denise Sandlin (DHRM)		

Session Title: Supplier Informational Sessions

Location: Tower Café

Session Description: 11 different sessions that provide Suppliers with the opportunity to educate Buyers about the products or services provided, focusing on information rather than sales.

**Note: These are only offered in-person and will not be available on the LMS for the Virtual Pass.*

Monday

MS1: 2:10 - 2:35 PM

Enterprise Mobility: The Blind Spots of Mileage Reimbursement - Learn why reimbursing personal miles isn't always the best choice. This session examines when car or truck rentals can be a smarter alternative and reveals hidden factors that increase personal liability when using your own vehicle for work. Discover practical, cost-effective transportation solutions for your agency.

MS2: 2:40 - 3:05 PM

OMNIA Partners: Strategic Sourcing through the Utilization of Cooperative Contracts - Discover how cooperative contracts can help agencies strategically source goods and services, boost purchasing efficiency, and achieve cost savings. This session explains the laws governing cooperative purchasing in Virginia and provides an overview of OMNIA Partners, their contracting process, and contract portfolio. Learn how to leverage cooperative contracts effectively and lawfully to benefit your agency.

MS3: 3:40 - 4:05 PM**Virginia Broadcast Solutions/Virginia Association of Broadcasters: Speaking the Right Language - Marketing Insights for Government Buyers**

Procurement success depends on more than just rules and contracts—it relies on clear communication.

This session gives government buyers practical marketing know-how to craft clear, targeted messages that attract better proposals and improve supplier engagement. Learn key marketing terms and principles to strengthen solicitations, outreach, and your agency's reputation, so you can write clearer RFPs and get stronger results.

MS4: 4:10 - 4:35 PM**Lakarya LLC: AI in SLED Procurement**

Discover how to use AI to streamline and optimize SLED (State, Local, Education, and District) procurement. This session will share proven use cases and practical examples to help eVA buyers select the best AI tools, generate valuable output, and improve productivity. Learn how AI can simplify processes and deliver better results for your procurement office.

Tuesday**TS1:** 8:30 - 8:55 AM**Universal Public Procurement Certification Council (UPPCC): Introduction to CPPO & CPPB Certification**

Thinking about advancing your procurement career? This session provides an overview of the CPPO and CPPB certifications, including their value, eligibility requirements, application process, and exam schedules. Attendees will also learn about available resources and practical tips to help prepare for success.

TS2: 9:00 - 9:25 AM**EWM Building Solutions: Beyond the Buy - Where Supply Meets Strategy**

Learn how better materials management can keep construction projects on time and on budget. EWM Building Solutions will share practical tips for streamlining procurement and logistics, shortening supply chains, supporting "Made in USA" specs, and tackling common challenges like storage, lead times, and deliveries. Walk away with proven strategies to boost efficiency and results on any project.

TS3: 2:15 - 2:40 PM**Twenty39 LLC: Resilient by Design - A Practical Framework for Process Reengineering in SLED Agencies**

This session gives state, local, and education agencies a clear framework to fix inefficiencies without major costs or disruptions. Using real-world examples and proven Twenty39 LLC models, you'll learn how to assess workflows, prioritize improvements, and design practical, policy-aligned changes. Walk away with tools, checklists, and strategies to boost resiliency and drive results—no new systems or sales pitch, just actionable ideas you can use right away.

Wednesday

WS1: 8:30 - 8:55 AM

Acuity Audiovisual: Building Audiovisual Systems that are Effective, Reliable, and User Friendly - This session guides buyers through key non-technical considerations when selecting vendors and designing audiovisual systems. Focused on cost-benefit decisions, system integration, and long-term service options, attendees will learn how to evaluate choices from an agency buyer's perspective to ensure lasting value—applicable to any integrator or service provider.

WS2: 9:00 - 9:25 AM

Augmentare, Inc.: Optimize Annual Comprehensive Financial Reports - Learn how to streamline preparation, validation, and publication of your Annual Comprehensive Financial Report (ACFR) in full compliance with GASB standards. This session explores integrating data from multiple systems, automating reporting processes, and ensuring transparency and audit readiness. Discover how a SaaS fintech platform can simplify this complex, critical government financial document, improving efficiency and accuracy for finance teams.

WS3: 10:00 - 10:25 AM

Blue Spoon Boutique: Save the Earth - Choosing Sustainable Promotional Products - Explore the environmental impact of promotional products and learn how to select truly sustainable options that reduce waste and support the planet. This session covers what makes a product sustainable, how to spot greenwashing, and the power of choosing useful, eco-friendly promo items—like jackets made from recycled bottles—to make a real difference.

WS4: 10:30 - 10:55 AM

FMP LLC: Ready or Not - Thriving Through Technology Transitions - Technology changes fast—and adapting isn't always easy. This session explores why tech transitions can feel overwhelming and how to reframe them as opportunities for growth and innovation. Through practical tips, relatable stories, and real-world examples, you'll learn how to navigate change with confidence, support your team, and apply proven change management strategies. Walk away ready to handle new tools, platforms, and systems—wherever you are in your technology journey.

Tuesday Concurrent Sessions and Workshops:

Session Title: The Power of Innovation: AI in Procurement WORKSHOP

T02 Time: 8:30-10:00 AM Location: Suite 3	T07 Also on: Day: Tuesday Time: 2:00-3:30 PM Location: Suite 2	Session Description: Join innovation and leadership experts Seth Mattison, Carla Johnson, and Dan Chuparkoff for an engaging, interactive workshop exploring how artificial intelligence is transforming the future of procurement. Through real-world examples, collaborative discussion, and forward-thinking insights, participants will examine the opportunities and challenges AI presents for public procurement professionals. This extended session offers a deeper dive into how innovation and emerging technologies can drive smarter strategies, efficiency, and value across the procurement landscape.
Speaker: Seth Mattison, CEO of FutureSight Labs, Forum2023 Keynote Speaker Carla Johnson, Innovation Architect, CEO of Rethink Lab, Best-Selling Author Dan Chuparkoff, A.I. and Innovation Keynote Speaker, CEO of Reinvention Labs, AI Educator & Innovation Expert from Google, McKinsey, & Atlassian		

Session Title: Mindset Matters: Empowering Procurement to Move Forward WORKSHOP

T03 Time: 8:30-10:00 AM Location: Suite 4	Just one offering	Session Description: Are you ready to lead with a mindset that fuels innovation, adaptability, and results? Join Stephanie Burton, MPA, Founder and Principal of Smart Leadership Solutions, for an inspiring and practical session on how cultivating a growth mindset can transform the way procurement professionals approach challenges, collaboration, and change. In "Mindset Matters: Empowering Procurement to Move Forward," Stephanie will share strategies to help procurement specialists reframe obstacles, embrace continuous learning, and strengthen resilience in a rapidly evolving environment. You'll walk away with actionable tools to build a culture of growth—one that moves your team and organization forward.
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Session Title: Crucial Conversations in Procurement: Turning Tension into Opportunity WORKSHOP

T10

Day: Tuesday

Time: 2:00-3:30 PM

Location: Suite 5

Just one offering

Speaker: Sherida Haughton, Co-Founder, Haughton Business Solutions, LLC

Session Description: Avoiding difficult conversations costs procurement professionals in missed deadlines, budget overruns, and deteriorating vendor relationships. This interactive session equips you with a practical framework to turn tension into opportunity by mastering conversations about vendor underperformance, budget constraints, and competing stakeholder interests. Through real-world scenarios and hands-on practice, you'll learn to deliver tough messages while preserving partnerships, navigate power dynamics unique to public procurement, and shift from blame to problem-solving. Attendees will leave with conversation templates, proven opening lines, de-escalation techniques, and a personalized action plan for immediate use. Ideal for procurement professionals, buyers, contract managers, and anyone navigating high-stakes vendor and leadership conversations.

Session Title: VCM Networking Session T19

Hosted By: DGS/DPS/VIP in the **Tower Café** at 3:45-4:45 PM

Session Description: VCMs, join us for the VCM Networking Event **“Unleashing Your Personal Power”** with Andrea Simmons, Program Manager of Competency and Career Development at VDOT. This session will help you tap into your inner strength, build authentic confidence, and lead with clarity and purpose—all while enjoying snacks and connections.

**Note: This session is only offered in-person and will not be available on the LMS for the Virtual Pass.*

Supplier Connect – 10:00 AM-1:00 PM – Exhibit Hall A and B

New To Forum2025 Supplier Connect Expo

- Targeted matchmaking sessions*.
- Don't forget to take advantage of the **in-app game** to aid in Supplier interaction during Supplier Connect.

Supplier Connect Code of Conduct

- Wagons, trolleys, shopping carts, large shopping bags, etc., **will not be permitted** in the expo.
- To ensure there is enough for all, you may **only take one (1)** giveaway item per Supplier booth.
- This code is designed to make Forum2025 welcoming for our supplier partners as well as Forum attendees. Violators may be asked to leave the Supplier Connect or Forum2025 at DGS discretion.
 - *Note: Supplier Connect is only offered in-person and will not be available on the LMS for the Virtual Pass.

Tuesday – Matchmaking Event*

- **9:30-10:00 AM** Matchmaking Intro
- **10:00 AM-2:00 PM Matchmaking Event**
 - **Exhibit Hall D**

New this year, Procurement Matchmaking offers pre-scheduled one-on-one meetings between businesses and buyers—creating focused, high-value conversations. This personalized networking opportunity helps suppliers and buyers build meaningful connections, explore partnerships, and better understand each other's procurement needs."

*Must pre-register. *Matchmaking is only offered in-person and will not be available on the LMS for the Virtual Pass.

Tuesday – Let's Go with LEGO!

- **10:00 AM -1:00 PM - Registration Area**
 - Jim Burke, PHD, and Linda Pierce, MBA, Partner, TEOconsulting, LLC

Get creative and connect! Head to the numbered tables in the common area—each representing a birth month—and join others at your month's table to build a LEGO landscape. Choose a theme (beach, procurement, or your own twist) and collaborate on your masterpiece. Your creations will be displayed throughout Forum, so have fun, meet new people, and make it memorable! While having fun, introduce yourself to a few others for a laughter-filled networking opportunity.

Tuesday Concurrent Sessions:

Session Title: eVA Update

T05 Time: 8:30 – 9:30 AM Location: Suite 1ab	M05 Also on: Day: Monday Time: 10:30-11:30 AM Location: Suite 1ab	Session Description: Get the full picture of where eVA stands and where it's headed. This comprehensive session will cover recent enhancements and key improvements rolled out over the past year, including enhancements and usability improvements to the eVA Invoicing Module. We'll also provide a forward-looking preview of what's planned for 2026—including new features, modernization efforts, and strategic goals shaping the future of Virginia's eProcurement system. A must-attend for anyone who relies on eVA to manage procurement and authorize invoices, from daily users to agency leadership.
Speaker: Shane Caudill, Manager, eVA		

Session Title: Spotlighting VITA's Statewide Contract Offerings

T06 Time: 8:30-9:30 AM Location: Suite 1cd	W06 Also on: Day: Wednesday Time: 8:30-9:30 AM Location: Suite 1cd	Session Description: Discover how VITA is transforming IT procurement across Virginia through its robust portfolio of over 200 statewide contracts. This session highlights the breadth of available IT solutions, how to navigate VITA's user-friendly Contract Management System Portal, and the agency's strategic supplier partnerships. Attendees will also learn about new and upcoming contracts, gaining insights into how VITA drives value, efficiency, and innovation for public entities statewide.
Speaker: Larry White, Sarah Hicks, and Jeanne Mertens, VITA Supply Chain Management (SCM) Division		

Session Title: VRS Overview

T01 Time: 8:30-9:30 AM Location: Suite 2	W08 Also on: Day: Wednesday Time: 10:00-11:00 AM Location: Suite 3	Session Description: Knowing your Virginia Retirement System (VRS) retirement plan is the starting point for understanding the member benefits available to you. The presentation guides you through important decisions, the value of your benefit, vesting and retirement eligibility, when to retire, and selecting a benefit payout option. Other topics include using myVRS and VRS resources.
Speaker: Audrey Macklin, Retirement Outreach Counseling Specialist, VRS		

Session Title: The Who, What, How, and Why of VCE

T04 Time: 8:30-9:30 AM Location: Suite 5	T15 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 4	Session Description: This seminar is designed specifically for state procurement professionals to provide a clear understanding of Virginia Correctional Enterprises (VCE)—its mission, operations, and value to the Commonwealth. Participants will learn who VCE serves, what goods and services it offers, how you can purchase from VCE, and why VCE is a mandatory source. Attendees will gain practical insights into how partnering with VCE can meet procurement needs while fulfilling Code of Virginia and social responsibility goals.
Speakers: Michael Strange, Chief Customer Officer, VA Correctional Enterprises (VEC) Philip Graner, Marketing Manager, Virginia Correctional Enterprises (VCE)		

Session Title: eVA Supplier Overview

T11 Time: 2:15-3:15 PM Location: Suite 1ab	Just one offering	Session Description: Designed with suppliers in mind—but open to all—this session offers a comprehensive overview of how to do business with the COV through eVA. Learn how to register, find opportunities, respond to solicitations, and streamline transactions using electronic invoicing. We'll walk through key tips and tools to help suppliers succeed in Virginia's eProcurement environment, while also offering buyers valuable insight into the supplier experience. Whether you're a vendor looking to grow your business or a buyer curious about supplier-side processes, this session has something for you.
Speaker: Kim Pritchett, eVA Outreach & Marketing Manager Lakeia White, Vendor Support Manager, eVA		

Session Title: An Overview of the IT Contingent Labor Program

T12 Time: 2:15-3:15 PM Location: Suite 1cd	Just one offering	Session Description: Learn how the Commonwealth's IT Contingent Labor (ITCL) Program—administered by VITA and managed by CAI—streamlines IT talent procurement for public sector needs. This session covers the program's benefits, including improved efficiency, access to qualified professionals, and SWaM support. Attendees will explore the dual sourcing paths (staff augmentation and SOWs), CAI's role as the managed service provider, and recent policy updates aimed at enhancing competition and procurement practices.
Speaker: Diane Horvath and Christy Butcher, VITA Supply Chain Management (SCM) Division, and IT Contingent Labor Program		

Session Title: Career Guide for Procurement Professionals - Creating a Culture of Continuous Learning in Public Procurement: Empowering Procurement Professionals Through Career Planning

T12 Time: 2:15-3:15 PM Location: Suite 3	M13 Also on: Day: Monday Time: 2:10-3:10 PM Location: Suite 2	Session Description: In today's evolving public sector, professional growth is essential. This session explores how to create a personalized career development plan in public procurement, with insights from NIGP and VIP. Whether you're new to the field, navigating a career shift, or leading others, you'll gain practical tools, strategies, and access to resources like certifications, specialized credentials, and mentoring services. Learn how to align personal goals with professional opportunities, build a resilient career path, and empower yourself or your team to lead with confidence and credibility.
Speaker: Todd Slater, PhD, Chief Content Officer, The Institute for Public Procurement (NIGP) Jennifer Hudgins, PMP, Manager, Virginia Institute of Procurement		

Session Title: Data-Driven Decisions in Public Procurement

T09 Time: 2:15-3:15 PM Location: Suite 4	M04 Also on: Day: Monday Time: 10:30-11:30 AM Location: Suite 5	Session Description: This session highlights the power of data analytics in improving procurement decisions across the public sector. Attendees will learn what procurement data analytics is, the insights it can provide, and why it's vital for enhancing transparency, efficiency, and cost savings. The presentation covers practical tools and techniques—from dashboards to predictive models—and shares real-world examples. Participants will explore how data can support every stage of the procurement lifecycle, offering strategies suitable for professionals at all levels, from entry-level buyers to Chief Procurement Officers.
Speakers: Julia McIlroy, Procurement Content Manager, National Association of State Procurement Officials (NASPO)		

Session Title: eVA 'Password': Buyers & Suppliers

T17 Time: 3:45-4:45 PM Location: Suite 1ab	W05 Also on: Day: Wednesday Time: 8:30-9:30 AM Location: Suite 1ab	Session Description: Ready to put your eVA knowledge to the test? Join us for a fast-paced, interactive game inspired by the classic game show Password—with an eVA twist! Buyers and suppliers team up and compete to guess key eVA terms, features, and fun facts using only one-word clues. Whether you're here to win bragging rights, learn something new, or just have a few laughs, this session is a great way to engage with the eVA community and sharpen your skills. Everyone's welcome—no prior game show experience required!
Speaker: eVA Team		

Session Title: Statement of Work (SOW) "ABCs"

T18 Time: 3:45-4:45 PM Location: Suite 1cd	M24 Also on: Day: Monday Time: 3:40-4:40 PM Location: Suite 1cd	Session Description: This advanced session explores how to create and negotiate effective Statements of Work (SOWs) to drive project success and reduce risk. Participants will learn best practices for defining clear objectives, measurable deliverables, and enforceable performance standards. Additional topics include legal and compliance alignment, managing change, and risk mitigation. Through real-world examples and interactive discussion, attendees will gain practical skills to craft stronger SOWs and improve project outcomes.
Speaker: Liz Candler, Contract Analyst Jeanne Mertens, Strategic Sourcing Consultant VITA Supply Chain Management		

Session Title: The Roadmap to Successful Procurement: Learning to do Procurement the Right Way

T13 Time: 3:45-4:45 PM Location: Suite 2	M20 Also on: Day: Monday Time: 3:40-4:40 PM Location: Suite 3	Session Description: This session will provide an overview of the entire procurement process. We'll explore how "good enough for government work" just doesn't cut it, and why the work we do matters more than ever. Geared towards public procurement professionals new to the field, this session offers a clear roadmap to doing procurement the right way. The session will offer discussions, scenarios, and participant sharing.
Speaker: Dr. Jody Cleven, Chief Learning Officer, NC Department of Administration Emily Quigley, Staff Development Coordinator, NC Department of Administration		

Session Title: How to Write a Winning Proposal

T14 Time: 3:45-4:45 PM Location: Suite 3	M19 Also on: Day: Monday Time: 3:40-4:40 PM Location: Suite 2	Session Description: Learn real-world lessons from Lynda Stafford's experience competing for a city contract, making it to the top 3 out of 33 proposals. This session offers a step-by-step look at her 4-week proposal process, including team building, timeline management, and strategic thinking. Whether you're new to government contracting or looking to sharpen your approach, you'll gain practical tools, mindset shifts, and inspiration to create compelling proposals that stand out—even without past performance.
Speaker: Lynda Stafford, Founder of Stafford Business Consulting		

Session Title: Procurement MythBusters - Buyer/Supplier Support

T16 Time: 3:45-4:45 PM Location: Suite 5	M21 Also on: Day: Monday Time: 3:40-4:40 PM Location: Suite 4	Session Description: The procurement process is often shrouded in misconceptions, affecting both suppliers and buyers. These myths can lead to inefficiencies and mistrust, hindering the overall effectiveness of the procurement landscape. This panel will address these issues by dispelling the myths for suppliers and buyers. Taking a look at how the Department of Small Business and Supplier Diversity (SBSD) plays a crucial role in supporting suppliers by providing resources and guidance to navigate and prepare for the procurement process, while highlighting the best practices employed by state agencies to help buyers reach a more efficient selection process and enhance engagement. By dispelling these myths, we can promote a more inclusive and efficient procurement experience for all.
Speaker: Panel led by DSBSD Moderator: JoWanda Rollins-Fells, PhD Panelists: Angela Barber (SBSD), Brix Driskill (DGS), Karsten Glover (SBSD), Opal Revels (VDOT), Terrance Rogers (SBSD), and Denise Sandlin (DHRM)		

Wednesday Closing Keynote and Awards:

W00 – Keynote and Awards

Time: 11:10-12:30 PM

Live: Suite 3

Simulcast: Suites 1ab, 1cd, 2, 4, & 5

DSBSD Awards Hosted By: Verniece Love, Department of Small Business and Supplier Diversity

Awards Description: Celebrate with agencies as they are recognized for DSBSD wins.

Keynote Speaker: Manley Feinberg, Vertical Lessons

Keynote Session Title: EXPONENTIAL COMMITMENT™ - Build Breakthrough Momentum in the Storm of Chaos & Uncertainty

Keynote Session Description: In the face of constant change, public scrutiny, and competing priorities, Virginia's procurement professionals need more than skill—they need unshakable commitment. This inspiring keynote will equip attendees with practical strategies and a focused mindset to overcome challenges, lead with clarity, and drive momentum in even the most turbulent environments.



Wednesday Concurrent Sessions:

Session Title: eVA 'Password': Buyers & Suppliers

W05 Time: 8:30-9:30 AM Location: Suite 1ab	T17 Also on: Day: Tuesday Time: 3:45-4:45 PM Location: Suite 1ab	Session Description: Ready to put your eVA knowledge to the test? Join us for a fast-paced, interactive game inspired by the classic game show Password—with an eVA twist! Buyers and suppliers team up and compete to guess key eVA terms, features, and fun facts using only one-word clues. Whether you're here to win bragging rights, learn something new, or just have a few laughs, this session is a great way to engage with the eVA community and sharpen your skills. Everyone's welcome—no prior game show experience required!
Speaker: eVA Team		

Session Title: Spotlighting VITA's Statewide Contract Offerings

W06 Time: 8:30-9:30 AM Location: Suite 1cd	T06 Also on: Day: Tuesday Time: 8:30-9:30 AM Location: Suite 1cd	Session Description: Discover how VITA is transforming IT procurement across Virginia through its robust portfolio of over 200 statewide contracts. This session highlights the breadth of available IT solutions, how to navigate VITA's user-friendly Contract Management System Portal, and the agency's strategic supplier partnerships. Attendees will also learn about new and upcoming contracts, gaining insights into how VITA drives value, efficiency, and innovation for public entities statewide.
Speaker: Larry White, Sarah Hicks, and Jeanne Mertens, VITA Supply Chain Management (SCM) Division		

Session Title: Fostering Resilience in Ourselves and Others During Times of Intense Change

W01 Time: 8:30-9:30 AM Location: Suite 2	M08 Also on: Day: Monday Time: 11:40-12:40 PM Location: Suite 3	Session Description: In a world of non-stop change and many unknowns, how do we foster resilience in ourselves and in our teams? This lively and interactive session will look at the practical information that we can glean from the research and will include a self-assessment that may be useful to both you and your team. Participants will gain insight into their strengths and also for areas for growth. The facilitators will provide specific and easily implemented recommendations for enhancing your own resilience and the resilience of those around you.
Speaker: Jim Burke, PHD, and Linda Pierce, MBA, Partner, TEOconsulting, LLC		

Session Title: Exploring DPS Statewide Contracts, Facts and Findings

W02 Time: 8:30-9:30 AM Location: Suite 3	M07 Also on: Day: Monday Time: 11:40-12:40 PM Location: Suite 2	Session Description: Are you in need of non-professional goods or services and unsure which contract vehicles are available? Are you short on time and need those products yesterday? Join us as we explore best practices to locate existing DPS statewide contracts to aid in reducing your administrative efforts, enhance your efficiency, and reduce lead times, all while obtaining the most favorable pricing for your agency. Wander no more!
Speaker: Brandon Amsel and Anna Croak, Statewide Sourcing and Contracting Officer, DGS DPS		

Session Title: Communicate to Break Government Stereotypes

W03 Time: 8:30-9:30 AM Location: Suite 4	W10 Also on: Day: Wednesday Time: 10:00-11:00 AM Location: Suite 5	Session Description: In this session, Laura Fitzpatrick, Deputy City Manager with the City of Chesapeake, will discuss the communication training she developed and leads in Chesapeake. Laura works with the departments of Finance, Budget, Procurement, and Information Technology. Communication as internal service providers will be a theme of this discussion. Topics covered will include leadership and communication philosophy, insights gained through training over 900 members of Chesapeake's workforce and select communication tactics.
Speaker: Laura Fitzpatrick, Deputy City Manager, City of Chesapeake, Virginia		

Session Title: What's New with PCR?

W04 Time: 8:30-9:30 AM Location: Suite 5	M03 Also on: Day: Monday Time: 10:30-11:30 AM Location: Suite 4	Session Description: Stay up to date with recent changes impacting public procurement in Virginia. This session will cover key updates to the Virginia Public Procurement Act (VPPA), a review of Procurement Information Memoranda (PIM) 44 and 45, and provide insight into recent organizational changes within the Policy Consulting and Review (PCR) team. Policy Consulting and Learn about new tools and resources designed to better support agencies and localities in navigating procurement requirements and maintaining compliance.
Speaker: Brix Driskill, Manager, Policy, Consulting, & Review, DGS/DPS, and team		

Session Title: eVA Buyer User Group: Supplier Edition!

W11	Time: 10:00-11:00 AM Location: Suite 1cd	Session Description: Join us for a special edition of the eVA Buyer User Group meeting—this time with a spotlight on suppliers! In this interactive session, we're inviting suppliers and buyers to come together for a deeper look at the supplier experience in eVA. Buyers will gain valuable insight into supplier challenges and opportunities, while suppliers can share feedback, ask questions, and connect directly with the buying community. Collaboration is key—let's build stronger partnerships together!
Speaker: Kim Pritchett, eVA Outreach & Marketing Manager Tony Jordan, Manager, eVA The eVA Team		

Session Title: IT Sourcing Process

W12 Time: 10:00-11:00 AM Location: Suite 1cd	M18 Also on: Day: Monday Time: 2:10-3:10 PM Location: Suite 1cd Speaker: Kayla Anderson, Matt Fritzinger, and Renee Tab, VITA Supply Chain Management (SCM), Enterprise Sourcing	Session Description: IT procurements are complex, especially in a fast-changing tech environment. This session introduces best practices using the IT Sourcing Process (ITSP) to turn strategic initiatives into clear, tactical steps. Topics include effective market research, transitioning strategy to action, key sourcing process steps, and measuring success. Attendees will gain practical tools to improve IT sourcing and procurement outcomes.
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Session Title: The Future is Now: Shaping Surplus for Tomorrow's Needs

W07 Time: 10:00-11:00 AM Location: Suite 2	M02 Also on: Day: Monday Time: 10:30-11:30 AM Location: Suite 3 Speaker: Floyd Coburn, Manager, Office of Surplus Property Management	Session Description: Virginia's Office of Surplus Property Management has introduced a four-tier framework on GovDeals to help state and local agencies efficiently dispose of surplus assets while maximizing return and community impact. This session focuses on Tiers 1 and 2, detailing how to speed up disposal cycles, boost ROI with real-time analytics, strengthen local economies by prioritizing public reuse, and scale efforts through Tiers 3 and 4. Attendees will also learn tier selection strategies, revenue optimization techniques, and compliance best practices. Ideal for surplus property officers, procurement and finance staff, and asset managers.
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Session Title: VRS Overview

W08 Time: 10:00-11:00 AM Location: Suite 3	T01 Also on: Day: Tuesday Time: 8:30-9:30 AM Location: Suite 2	Session Description: Knowing your VRS retirement plan is the starting point for understanding the member benefits available to you. The presentation guides you through important decisions, the value of your benefit, vesting and retirement eligibility, when to retire, and selecting a benefit payout option. Other topics include using myVRS and VRS resources.
Speaker: Audrey Macklin, Retirement Outreach Counseling Specialist, Virginia Retirement System (VRS)		

Session Title: Arrrrrgh You Ready to Learn about the Virginia Distribution Center (VDC)?!



W09 Time: 10:00-11:00 AM Location: Suite 4	M16 Also on: Day: Monday Time: 2:10-3:10 PM Location: Suite 5	Session Description: Don't be left adrift on the open sea. Come to learn about the VDC. Get the latest insights from the Virginia Distribution Center (VDC), the Commonwealth's central source for quality warehousing and distribution services for state agencies, institutions, and local governments. Bring your questions and learn how the VDC continues to support Virginia's public sector with efficient, cost-effective service.
Speaker: Andy Repak, Manager, Virginia Distribution Center		

My Draft Schedule

*Sessions are listed below in order of Suite# (1ab, 1cd, 2, 3, 4, and 5). Ex: M05 = Suite 1ab and M04 = Suite 5

Monday, Nov 17	8:30 - 10:00 AM	Keynote featuring Carla Johnson and Pete Stamps, DPS Director			
	10:30 - 11:30 AM M05, M06, M01, M02, M03 or M04	M_____ Suite:	or M_____ Suite:	or M_____ Suite:	or M_____ Suite:
	11:40 AM - 12:40 PM M11, M12, M07, M08, M09, or M10	M_____ Suite:	or M_____ Suite:	or M_____ Suite:	or M_____ Suite:
	12:45 - 2:00 PM	Lunch: Ballroom 1-3			
	2:10 - 3:10 PM M17, M18, M13, M14, M15, M16, MS1, or MS2	M_____ Suite:	or M_____ Suite:	or M_____ Suite:	or M_____ Suite:
	3:40 - 4:40 PM M23, M24, M19, M20, M21, M22, MS3, or MS4	M_____ Suite:	or M_____ Suite:	or M_____ Suite:	or M_____ Suite:
	8:30 - 9:30 AM or 10:00 AM T05, T06, T01, <u>T02</u> , <u>T03</u> , T04, TS1, or TS2	T_____ Suite:	or T_____ Suite:	or T_____ Suite:	or T_____ Suite:
Tues, Nov 18	10:00 AM - 1:00 PM	Supplier Connect: Exhibit Hall A and B / Matchmaking Event: Hall D			
	12:30 - 2:00 PM	Lunch: Ballroom 1 - 3, Hall C			
	2:15 - 3:15 PM or 2:00 - 3:30 PM T11, T12, <u>T07</u> , T08, T09, <u>T10</u> , or TS3	T_____ Suite:	or T_____ Suite:	or T_____ Suite:	or T_____ Suite:
	3:45 - 4:45 PM T17, T18, T13, T14, T15, T16, or T19	T_____ Suite:	or T_____ Suite:	or T_____ Suite:	or T_____ Suite:
	8:30 - 9:30 AM W05, W06, W01, W02, W03, W04, WS1, or WS2	W_____ Suite:	or W_____ Suite:	or W_____ Suite:	or W_____ Suite:
Wed, Nov 19	10:00 - 11:00 AM W11, W12, W07, W08, W09, W10, WS3, or WS4	W_____ Suite:	or W_____ Suite:	or W_____ Suite:	or W_____ Suite:
	11:10 AM - 12:30 PM	Closing Keynote featuring Manley Feinberg and the DSBSD Awards			