







## CONFERENCE SESSION SPEAKERS

Plenary Session Time	Topic	Overview
<p>8:00am-9:00am</p>	<p><b>"How Supply Chain Issues Impact Public Procurement"</b></p>	<p>Focusing on challenges with current contracts, price increases, market analysis, and how to validate. Being proactive and how to strategize for future procurements.</p>
<p><b>Speaker</b>  <b>Ron King, NIGP-CPP, CPPO, CPPB, VCO, VCM</b>  <b>NIGP (The Institute for Public Procurement),</b>  <b>Content Manager</b>  <b>EMAIL: rking@nigp.org</b></p>		<p><b>Biography</b></p> <p>Ron has over 37 years of purchasing experience in both the private and public sectors, beginning as a buyer with Leggett department store for six years then moving on to the public sector at the University of Virginia in 1987. Ron has performed procurement duties at the University of Virginia, Virginia Commonwealth University (VCU), Virginia Museum of Fine Arts, Department of General Services/Division of Purchases &amp; Supply, and the VA Department of Agriculture &amp; Consumer Services. He retired in March of 2018 as Deputy Director, Sourcing &amp; Contracting for the VA Department of General Services/Division of Purchases &amp; Supply in Richmond, VA. He is currently the Content Developer for NIGP—The Institute for Public Procurement.</p> <p>Ron is certified as an NIGP-CPP, CPPO, CPPB, Virginia Contracting Officer (VCO), and Virginia Contracting Master (VCM). He earned a Level 1 certificate in Purchasing from John Tyler Community College in 1996 and obtained Master Instructor status with NIGP in 2000. He holds a Bachelor of Arts degree and a Master of Arts degree in English from James Madison University. He taught at VCU as an adjunct professor in the English Department from 1988 - 2016.</p>
<p>9:10am-10:10am</p>	<p><b>"Who is in your Purchasing Tribe?"</b></p>	<p>Instead of spending our lives chasing one high point to another high point, we should seek to elevate our baseline so that our "normal" is actually a higher standard than what is commonly seen in the workplace. When we make a decision, we need to commit, and give it 100% total human effort. Take it one step at a time, and focus on progress, not perfection. Keep moving forward.</p> <p>Make it happen and do it with a community of support that holds you accountable and challenges you to be the best possible Purchasing Agent that you can be. Along the way, there will be adversity, but without adversity, there is no triumph. Expect it. Prepare for it. Then perform and prevail. In this session we will take an explorative journey of why some people succeed and others do not. This session arms us with the ability to help master our minds, end-doubt, accomplish anything, and become the ultimate version of ourselves to be a smarter Purchasing Agent.</p>
<p><b>Speaker</b>  <b>Alan H. Culpeper, CPPO, VCM, VCO,</b>  <b>Director of Procurement,</b>  <b>Culpeper County, VA</b>  <b>EMAIL: ACulpeper@culpepercounty.gov</b></p>		<p><b>Biography</b></p> <p>Alan H. Culpeper, CPPO, VCM, VCO, Director of Procurement Culpeper County, Virginia. Having a passion for public procurement and leadership Mr. Culpeper provides insights and solutions for a changing purchasing workforce in which we work. He assists purchasing agents in understanding the need to change and continuously improve and maintain a competitive advantage.</p> <p>Mr. Culpeper has a unique combination of personality, training acumen, and people skills. Calling on life experiences as a communication officer in the United States Coast Guard, a training consultant, and a governmental business leader in public speaking he will open and challenge your mind to conceive and achieve new ideas</p>
<p>10:15am-11:15am</p>	<p><b>"Ethics in Public Procurement"</b></p> <p><b>"State of NIGP Update"</b></p>	<p>Join us as we dive into Ethics in Public Procurement exploring good ethical behavior as defined by the VPPA Article 1 2.2.-4300 and Article 6 2.2-4367 as well as the Conflict of Interest Act 2-2-3100. View several clips that make you think as you do your day-to-day job. This session is designed to take the "should I" out of questionable behavior in public procurement.</p> <p>A Short Session update on the State of NIGP.</p>
<p><b>Speaker</b>  <b>Lorie Newton, CPPO, CPPB, NIGP-CPP</b>  <b>NIGP (The Institute for Public Procurement),</b>  <b>Area II Chapter Ambassador</b>  <b>EMAIL:</b></p>		<p><b>Biography</b></p> <p>Lorie Newton retired in 2021 with over 34 years in public procurement and served on the board of the Virginia Association of Governmental Purchasing and is currently the NIGP Area II Chapter Ambassador. Prior to retirement, Lorie served as the Assistant Director of Procurement for Chesterfield County. Lorie has purchasing experience in state government, higher education, K-12 and local government. She is currently a member of the Capital Area Purchasing Association, the Virginia Association of Governmental Purchasing and the Chesapeake Bay Procurement Association. Lorie received the VAGP Volunteer of the Year award in 2015 and the VAGP Manager of the Year award in 2020. Lorie was the 2021 NIGP Professional Manager of the Year. Lorie received her Certified Professional Public Buyer (CPPB) certification in 2011, her Certified Public Procurement Officer (CPPO) certification in 2013 and her NIGP-CPP in 2021.</p> <p>Lorie frequently presents at various conferences across the Commonwealth of Virginia and beyond. Lorie has served as a mentor to many young procurement professionals across the Country and is currently serving as a Procurement Consultant in public procurement developing policies and procedures and managing the overall procurement function. Lorie is the mother of one daughter, Christian, and grandmother of three, Aidan, Andrew and Ava. Lorie enjoys spending time with her family, traveling and any outing around water.</p>

<i>Plenary Session Time</i>	<i>Topic</i>	<i>Overview</i>
1:30pm - 2:30pm	"Leveraging SWaM Certification in Public Procurement."	The Department of Small Business and Supplier Diversity plays a major role in Procurement. We will look further than "the requirement" of incorporating Small and Micro Businesses into your Procurements, we will look at the functions that SBSd serves to agencies and to vendors.
<p><b>Speaker</b></p> <p><b>Verniece Love</b>  Department of Small Business and Supplier Diversity,  Deputy Director</p> <p>EMAIL: Verniece.Love@sbsd.virginia.gov</p> 		
<p><b>Biography</b></p> <p>Verniece Love serves as the Deputy Director for the Department of Small Business and Supplier Diversity. She has worked for the agency (formerly known as the Department of Minority Business Enterprise) since 2010, serving most recently as the Director of SWaM and DBE Certification. Verniece received her B.S. in Marketing from Virginia Commonwealth University as well as her M.S. in Business with a concentration in Business Analytics where she was also a member of the women's track and field team.</p>		
<i>Plenary Session Time</i>	<i>Topic</i>	<i>Overview</i>
2:40pm - 4:40pm	"Utilizing VITA's IT Procurement Resources"	VITA's instructors will review several key IT contracts and explain the different types of goods and services that can be acquired when Procuring these types of requests. In addition, the instructors will discuss what to look out for on supplier quotes such as embedded terms and conditions. VITA will also discuss the use of SOWs and what basic information should be included.
<p>Types of Contracts and Services VITA will focus on will include: Cellular, Broadband, Network Equipment Services, Audio Visual and Staff Augmentation Contract (CAI)</p>		
<p><b>Speaker(s)</b></p> <p><b>Greg Searce, CPPB, VCO</b>  Virginia Information Technology Agency  Strategic Sourcing Specialist</p> <p>EMAIL: gregory.searce@vita.virginia.gov</p> 		
<p><b>Biography</b></p> <p>Greg has been working in the technology field since 1986. His experience includes technical, sales, customer service and management. Since 2005, Greg has worked for the VITA holding positions as a Strategic Sourcing Specialist and as a Supplier Relationship Manager. His current duties as a Strategic Sourcing Specialist include developing RFP's, working jointly with agencies on procurement projects, negotiating and managing contracts and teaching classes on using VITA's contracts. Greg has Bachelor's degree in Business Administration and an Associate's Degree in Computer Science.</p> <p>Outside of VITA, Greg enjoys anything related to Disney (traveling, collecting, and watching). In 2019, he became a proud Grandpa. He has two children, Marie and Olivia. Marie is project manager for a health company in Columbus Ohio and Olivia has graduated with a degree in Pastry Arts and is now working at the Animal Kingdom Lodge in Walt Disney World.</p>		
<p><b>Jimmy MacKenzie, CPPB, VCM, VCO</b>  Virginia Information Technology Agency  Strategic Sourcing Specialist</p> <p>EMAIL: James.MacKenzie@vita.virginia.gov</p> 		
<p><b>Biography</b></p> <p>Jimmy has worked in VITA's Supply Chain Management division for the last 15 years, holding many positions within supply chain management including supplier relationship management, category management and sourcing. He leads cross-functional and multiagency teams in the sourcing of software, hardware and services procurements. He received his undergraduate degree from Radford University and his graduate degree from Boston University and is a veteran of the U.S. Army. Jimmy was born and raised in Hanover County, Virginia.</p>		