March 18, 2014  
NIGP Career Seminar Series I – 2014  
Phoenix Airport Marriott  
1101 N 44th St  
Phoenix, AZ 85008  

LUNCH MENU  

Workshop Descriptions  

8:00 – 8:30 a.m.  
Registration/Continental Breakfast (coffee, water, bagels, muffins, and Fresh Fruit)  

8:30 – 8:45 a.m.  
Welcome by Valarie Erwin, President  

Workshop 1  
9:00 – 10:15 a.m.  
Surviving Bid Protests – Maggie McConnell, Assistant General Counsel, Maricopa Community Colleges  
Bill Munch, CPPB, Valley Schools Mgmt Group  

Come hear a seasoned procurement professional and a learned procurement attorney discuss best practices for responding to bid protests. Attendees of this session will get tips for getting themselves in the right frame of mind to draft a protest response. They will learn drafting principles for bid protest responses. There will be a discussion of the best way to write the response effectively and avoid “procurement-ese”. We will review written responses and discuss how they could have been written better. Finally, we will explore what can happen when the protest is appealed to an administrative law judge.  

Workshop 2  
10:30 – 11:15 a.m.  
Vendor Price Validation – Nick Perrera, Maricopa County  

This class will show you how to use the Federal Bureau of Labor Statistics’ Consumer Price Index and Producer Price Index as well as explore other cost validation tools such as the London Metals Exchange (LME) for metals, the Chicago Mercantile Exchange (CME) for crops and the US Energy Information Administration for fuel pricing. These tools will greatly increase your leverage with the vendor community and save your agency from unwarranted increased expenditures.  

10:30 – 11:15 a.m.  
Speed Mentoring - Brian Walsh, Maricopa County Office of Procurement  
Robert Schoepe, AZ Game & Fish  

Have you ever wanted to expand your professional knowledge and education but didn’t know how? This session is for you if you want to be a mentor or mentee with no strings attached. What could be better than that? This session will help you learn more about the mentoring program, how to get more involved, meet potential mentors/mentees, or just get your questions answered.  

Lunch –  
11:30 – 1:00 p.m.  
Network opportunity and Agenda to conduct membership business presented by Valarie Erwin