<table>
<thead>
<tr>
<th>TIME</th>
<th>DESCRIPTION</th>
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<tbody>
<tr>
<td>7:00 – 8:00 AM</td>
<td>Truth, Justice and the Purchasing Way!</td>
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<tr>
<td></td>
<td>Registration in Main Hall / Continental Breakfast in Classroom Hallway</td>
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<tr>
<td></td>
<td>(Coffee service for Vendors in Exhibit Area, Hall F)</td>
</tr>
<tr>
<td>8:00 – 9:00 AM</td>
<td>Faster than an airplane, more powerful than a locomotive, able to leap tall buildings in a single bound!</td>
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<td>Procurement Consultant, Certified Coach, Teacher and Speaker – <strong>Lourdes Coss</strong> (Rooms 150-154)</td>
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<tr>
<td></td>
<td>Please be courteous to our plenary speaker and be on time.</td>
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<tr>
<td></td>
<td>Attendees will receive an extra “bonus” ticket towards our Grand Prize Giveaway</td>
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<tr>
<td>9:00 – 9:55 AM</td>
<td><strong>Avengers assemble!</strong> – Grand Opening of Super Hero Vendor Expo – Hall F</td>
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<td>(please take the time to support our vendors throughout the entire day)</td>
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<tr>
<td>10:00 – 10:50 AM</td>
<td><strong>SUPER HERO VENDOR EXPO</strong> (open all day)</td>
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<tr>
<td></td>
<td>Shazam! – Dr. Kenneth Sullivan – Topic TBD</td>
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<td></td>
<td>Flame on! – Nicole Lance and Edith Baltierrez – Arizona Women Leading Government</td>
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<td></td>
<td>My Spidey-Sense is tingling – Patrick Ibarra – Six Ways to Engineer Employee Engagement</td>
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<td></td>
<td>Purchasing powers unite! – Marcheta Gillespie – Topic TBD</td>
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<tr>
<td>11:00 – 11:50 AM</td>
<td><strong>SUPER HERO VENDOR EXPO</strong> (open all day)</td>
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<tr>
<td></td>
<td>Up, up, and away! – <strong>Lourdes Coss</strong> – Financial Analysis for Procurement Professionals</td>
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<td>Here We Come to Save the Day! – NCPA – Job Order Contracting (JOC) Excellence and Performance Study</td>
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<td>Purchasing powers activate! – Tammy Rimes – What is your Super Power?</td>
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<tr>
<td>12:00 – 1:00 PM</td>
<td>Your friendly neighborhood Purchasing Team! – Luncheon / Business Meeting – Rooms 150-154</td>
</tr>
<tr>
<td>1:15 – 2:10 PM</td>
<td>SUPER HERO VENDOR EXPO (open all day)</td>
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<tr>
<td>2:15 – 2:55 PM</td>
<td>Sweet Christmas! – Afternoon Break / Snack – Exhibit Area Hall F</td>
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<tr>
<td>3:00 – 3:55 PM</td>
<td>Cowabunga! - Conversations that Connect – Cities</td>
</tr>
<tr>
<td>4:00 – 4:45 PM</td>
<td>It’s clobberin’ time! – Closing / Grand Prize Raffle (Rooms 150-154)</td>
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Opening Plenary Speaker – Lourdes Coss, MPA, CPPO
Certified Coach, Teacher and Speaker

Lourdes Coss, MPA, CPPO - Maria de Lourdes Coss is an author, coach, trainer, speaker, and an accomplished procurement professional with over 27 years of procurement experience. She held executive leadership positions in major public organizations. As a visionary and change agent, she successfully led transformations resulting in substantial cost savings, operational efficiencies, legislative changes, automation, and enhanced staff performance. Lourdes authored several public policies and legislative changes, many of which were institutionalized; and is the author of *Procurement Methods: Effective Techniques*.

Lourdes also held positions in various Boards regarding energy, green procurement, minority and women business participation, and NIGP. She graduated magna cum laude from the University of Puerto Rico and received her MPA from Florida State University. She is also a Certified Public Procurement Officer and a John C. Maxwell Team certified Coach, Teacher, Speaker, and Trainer.

Opening Session Topic: “The Super Hero in You”

Crisis averted! You saved the day! …but are you feeling like a super hero? Get out your cape and get ready to feel like one as we embark on the search for that super hero in you. The journey begins within you…

Dr. Kenneth Sullivan – ASU

Dr. Kenneth Sullivan is an associate professor in the School of Sustainable Engineering and the Built Environment at Arizona State University. He specializes in organizational transformation, best value contracting, performance measurement, risk management, and accountability systems. His research processes have generated over $9 Million in research funding and have been implemented in IT, business services, and construction projects valued at over $4 Billion. In addition to all types of design and construction delivery, he has led outsourcing efforts in networking systems, software, financial management, dining, media rights, travel management, radio systems, furniture, health insurance, document management, facility systems, etc. Prof. Sullivan possesses a Bachelor of Science and a Master of Science degree in Civil and Environmental Engineering, an MBA in
Real Estate and Urban Economics, and a PhD in Civil and Environmental Engineering, all from the University of Wisconsin – Madison. He has authored over 160 peer reviewed publications and won the 2012 ASCE journal of Leadership and Management in Engineering Best Article Award. He has also created a Masters Degree program in Facility Asset and Project Management, is the secretary of research of the international CIB Working Commission in performance measurement, and is the Graduate Program Chair for his department. Dr. Sullivan has won the 2008, 2009, 2012, and 2015 Teaching Award for the Ira A. Fulton School of Engineering at ASU, the 2013 IFMA Educator of the Year Award, and was awarded 2014-2016 Fulton Exemplar status.

Session Topic: TBD

Arizona Women Leading Government – Nicole Lance and Edith Baltierrez

Session Topic: TBD
Patrick Ibarra with The Mejorando Group

As Co-Founder and Partner in the Mejorando Group, Patrick Ibarra is an architect of innovation and entrepreneur of ideas who seeks to challenge the status quo thinking of “we’ve always done it that way” and replace it with a progressive approach to continuous improvement. Patrick brings organizations over 31 years of experience and in-depth expertise from serving as a Consultant and Manager in both public and private sector organizations, including as a city manager.

Patrick is one of the nation’s leading experts on government succession and workforce planning and has designed and implemented organization-wide programs for a number of public-sector agencies. He also is highly skilled in partnering with elected and appointed officials in developing forward-looking results based strategic plans, designing and presenting competency-based learning/training workshops for employees from all levels throughout your organization, and creating and implementing integrated solutions to optimize people, processes and technology to achieve superior performance.

Patrick holds two advanced degrees, a Master’s in Public Administration and a Masters in Organizational Development. He is certified in Facilitation Skills by Development Dimensions International (DDI) and by the Center for Creative Leadership for assessment and performance support tools (i.e. 360-Degree Assessments).

A frequent speaker at conferences of professions within government including ICMA, NLC, GFOA, along with several others, Patrick shares practical strategies to leaders in their pursuit to move their organization forward in all directions. He also authors articles offering specific actions government leaders and managers can implement to immediately improve organizational performance.

Session Topic: Six Ways to Engineer Employee Engagement

According to the latest Gallup report on government workers' engagement, a median of only 29 percent of them are engaged at work. Disengaged employees stay for what they get from the organization. Engaged workers stay for what they can give. While high employee engagement doesn’t guarantee high organizational performance, there is a strong linkage: an engaged workforce increases innovation, productivity and overall effectiveness. In this session, six actions are shared that organizational leaders can implement immediately to improve employee engagement.
Marcheta E. Gillespie, CPPO, C.P.M., CPPB, CPM
Director of Procurement – City of Tucson

Marcheta E. Gillespie, CPPO, CPPB, C.P.M., CPM, is the Director for the City of Tucson's Department of Procurement. With over 25 years of experience in public procurement, Marcheta is a passionate advocate for her profession. Her areas of expertise include organizational leadership, strategic planning, public sector contracting, project management, program development, marketing, cooperative procurement, training and public speaking.

Marcheta currently serves as the Chair of the UPPCC Governing Board. She was the 2013-2014 President of NIGP - The Institute for Public Procurement, and served on the Board of Directors for 10 years. She was the first Chair of the NIGP Talent Council and Chair of the NIGP 2.0 Task Force, an historic project of governance model transformation. She has also chaired the NIGP Task Force for the Values & Guiding Principles Initiative, the NIGP Forum Committee and the NIGP Governance Committee. She has been an active leader and member of the NIGP Southern Arizona Copper Chapter since 1991.

Marcheta has spoken and trained at hundreds of international, national, regional and local conferences and events. She is an NIGP Master Certified Instructor and has developed numerous training programs as well as written for national procurement publications. Marcheta owns MG Procurement Consulting, LLC, serving as a professional consultant on numerous agency projects. In 2009, Marcheta was selected as the NIGP Copper Chapter Manager of the Year.

Session Topic: TBD
Lourdes Coss, MPA, CPPO  
Certified Coach, Teacher and Speaker  

Session Topic: Financial Analysis for Procurement Professionals  

Who reviews the financial statements that you requested in the proposal? Reviewing financial statements should not make you break into a cold sweat. Join us as we discuss relevant parts of the financial statements. Come prepared to participate in an exercise to help you understand the relevance of the financial analysis results to the project. Talk about the vendor’s financial condition with confidence.


Jean Clark, President, NIGP Code & Consulting Services, Periscope Holdings, Inc.  
Marcheta E. Gillespie, Director of Procurement, City of Tucson  

Session Topic: TBD  

Larry Erp – Facilities Solutions Contract Consultant & Compliance Officer with National Cooperative Purchasing Alliance (NCPA)  

Deborah Sandoval – Mohave and Industry Chair for The South West NCPA Chapter  

Session Topic: Job Order Contracting (JOC) Excellence and Performance Study
Tammy Rimes, MPA – Author, Keynote Speaker and Procurement Consultant

Tammy Rimes is a dynamic, humorous motivational speaker and procurement trainer that delights audiences across the nation on leadership, marketing and sales, customer service, and living one’s passion. With a family horse ranch and winery, former Purchasing Agent for the City of San Diego, Tammy is quick with stories that invoke laughter, passion and great energy as she engages her audiences on topics that impact both their professional and personal lives. At conferences, she is rated as one of the top-ranked speakers with rave reviews. Her presentations combine 3 essential qualities: entertainment, information and motivation.

Session Topic: Wonder Woman or Super Man…what is your Super Power? Using magic bracelets to ward off harm and leaping over tall buildings…those are the powers of Wonder Woman and Superman. Purchasing has our superpowers too! Whether it’s helping Police and Fire during an emergency, taking care of a contract problem, handling a special request from the Mayor’s office, or juggling multiple responsibilities…we all wear an “invisible cape” of skill sets. Discover how we can use those one or two talents that we each possess into becoming masterful in better serving our agency. Feats of amazing accomplishments are not just for the movies…they happen in government procurement offices every day!

Lourdes Coss, MPA, CPPO
Certified Coach, Teacher and Speaker

Session Topic: Managing Vendor Communications

Do you know when… why… and what to communicate with vendors? There are many policies that may move you away from having not only having effective communication with vendors, but getting the most out of those interactions. This workshop presents how your agency may obtain valuable market insight for your agency’s benefit without crossing the line. Come prepared to engage in this interactive workshop.
Jean Clark – President, NIGP Code & Consulting Services, Periscope Holdings, Inc.

Jean is a Past President for the Arizona State Capitol Chapter of NIGP as well as a Past President for National Institute of Governmental Purchasing (NIGP).

Session Topic: TBD

Peggy Ferrin, CPPB – Purchasing Director, Tempe Union High School District

Ms. Ferrin has over 29 years of purchasing experience and 14 years in governmental contracting for public agencies. Her experience includes, Private industry, School Districts, Higher education (ASU), City of Peoria, Arizona, Health Care System (Maricopa Integrated Health System), and now she supports the Tempe Union High School District as the Director of Purchasing and Warehouse. Her expertise is in complex Governmental Procurement including all aspect of Construction, purchased services and commodities.

Currently Ms. Ferrin is an Assistant NIGP Consultant and enjoys working with others to grow the knowledge base of Governmental Procurement. She has served the local Arizona Capitol Chapter of NIGP as Secretary, Treasurer, Vice President, and Past President and the National Institute as Marketing/Communications Vice Chair, Research committee as a member and currently is our Area 9 Ambassador.
Session Topic: Body Language in Business/Negotiations

In the complex world of good and evil there is always the need to be ahead of the game. Superhero’s don’t give away their tactics, so join me in this fun session to learn what your body language is saying and how to read the villains. In this session learn how to support your own hero’s by learning the latest nonverbal body language tactics and strategies, for example, what is your handshake telling, how to know if someone remembers you, if they are telling the truth or just trying to take control. Learn some fun facts to make your next staff meeting more interesting. Don’t be the one to hinder Spiderman’s ability to fly. Join me on an adventure to intensify and practice your body reading skills.

Tammy Rimes, MPA – Author, Keynote Speaker and Procurement Consultant

Session Topic: Changes on the Horizon...Are you ready for the Future?

With changing political scenes, referendums, growth in cooperative procurement and ever-changing technology and automation, purchasing teams almost need a crystal ball to decipher the future. Discover tools to help you keep up with the learning curve and resources that might be available to your team. Hear true stories on how innovative purchasing teams are handling new incoming challenges and real trends across the nation.
Conversations that Connect – Cities

Session Topic: Blend your skills, knowledge and experience and connect with your colleagues to discuss current issues, problems, best practices, and hot topics.

Expert panel to include:
Matt Bauer, Procurement Administrator, City of Mesa
Michael Greene, Procurement Administrator, City of Tempe
Dan Zenko, Materials Manager, City of Peoria
Doug Boyer, Purchasing Administrator, Town of Gilbert

Conversations that Connect – Counties

Session Topic: Blend your skills, knowledge and experience and connect with your colleagues to discuss current issues, problems, best practices, and hot topics.

Expert panel to include:
Joey Molina, Procurement Supervisor, Maricopa County Office of Procurement Services
Becky O’Brien, Procurement Director, Mohave County
Scott Richardson, Purchasing Manager, Coconino County
Conversations that Connect – Schools

**Session Topic:** Blend your skills, knowledge and experience and connect with your colleagues to discuss current issues, problems, best practices, and hot topics.

**Expert panel to include:**
- Bobby Williams, Purchasing Administrator, Buckeye Elementary School District #33
- Laura Szymanoski, Purchasing Administrator, Dysart Unified School District
- Gary Barkman, Procurement Specialist Supervisor, Mesa Unified School District
- Peggy Ferrin, Purchasing Director, Tempe Union High School District

Conversations that Connect – States

**Session Topic:** Blend your skills, knowledge and experience and connect with your colleagues to discuss current issues, problems, best practices, and hot topics.

**Expert panel to include:**
- Barbara Corella, State Procurement Administrator, ADOA/SPO
- Teena Ziegler, Chief Procurement Officer, Arizona Department of Environmental Quality