

WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS

Vendor Exposition and Fall Conference
September 24-25, 2009
Ramada Inn
Stevens Point, Wisconsin

AGENDA

Wednesday, September 23, 2009

- **4:00 – 8:00 pm** **Exhibitor Booth Setup in Exposition Center**

Thursday, September 24, 2009

- **7:30 – 8:30 am** **Registration**
- **8:00 – 12:00 am** **Exhibitor Booth Setup in Exposition Center**

Option 1

- **8:30 am - noon** ***Contract Administration in a Falling Market,***
With break **Bill Davison, CPPO, Stearns County, MN**
Bill will give an overview of the opportunities the current economic conditions offer for bolstering the importance of procurement and contract administration. He will look at the future role of procurement in an organization as a strategic partner in contract administration. He will discuss strategies for achieving specified goals and present his current research on contract administration problems and risk mitigation strategies.

Option 2

- **8:30 - 10:00 am** ***Acquiring Federal Surplus,***
and **Bill Wilson, Manager,**
10:30 – 12:00 pm **Federal Surplus Program**
Bill will discuss how to save money by using federal surplus as an alternative for a wide variety of goods. He will cover the types of goods available, how to find and monitor available goods, and how to purchase them. Also, he will be discussing the Federal 1033 program specifically aimed at law enforcement.
- **10:00 – 10:15 am** **Break**
- **10:30 – 12:00** ***Can You Speak Into My Email? Understanding***
Generational Differences in the Workplace, **Patricia**
Almond, MS
Join Baby Boomer Patricia Almond for a fun and enlightening session on how having four generations in today's workplace can create not only stressors, but new ways of learning and communicating. This session will give you not only information on how to communicate and relate to intergenerational co-workers, but how to create and maintain a healthy culture that values, engages and encourages cooperation and participation by everyone!
- **12:00 – 1:00 pm** **Lunch, Salon "L"**

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Thursday, September 24, 2009 (cont.)

- **1:00 – 4:30 pm** **Vendor Exhibits in the Exposition Center**

- **6:00 – 8:00 pm** **Dinner and Keynote Speaker, [Patricia Almond](#)**
Knowledge Management: Retaining Your Company's Knowledge Long After the Retirement Bubble Has Burst
The Midwest has the highest percentage of retirement-eligible public sector employees in the nation – up to 49% in some areas. You can't afford to watch critical information or talent walk out the door because you failed to properly plan. Many leaders are feeling knowledge management isn't as urgent as it was two years ago because of the economy. Patricia suggests this is just a pause in the retirement wave and actually has provided us with valuable, useful time to create knowledge management processes within our organizations.

Come and find out why so many managers, employees and consultants are focused on the Knowledge Management trend and walk away with real-life ideas and suggestions for making your organization "Retirement Bubble Burst-Proof!"

Friday, September 25, 2009 – Member Agenda

- **7:30 – 8:30 am** **Registration**

- **8:30 – 8:45 am** **Welcome**

- **8:45-10:00 am** **Detecting Antitrust Violations – *Antitrust Training for Procurement Personnel*, presented by [Michael Boomgarden](#), U.S. Department of Justice.**
This presentation is designed for individuals with responsibility for procurement of goods and services and projects – especially projects that will receive ARRA funds, for state and local agencies. Many of the cases the Antitrust Division has prosecuted which related to bid rigging on state and local contracts resulted from information reported by alert and dedicated governmental employees with procurement responsibilities. This presentation is designed to help such employees recognize signs of actual or potential collusion.

- **10:00 – 10:15 am** **Break**

- **10:15 – 11:15 am** **Updates**
 - **Cooperative Purchasing Update, [Robert Anderson](#)**
 - **State Bureau of Procurement, [Helen McCain](#)**

- **11:15 – 12:00** **Business Meeting**

- **12:00 – 1:00 pm** **Lunch**

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Friday, September 25, 2009 – Vendor Agenda

- **7:30 – 8:30 am** **Registration and Continental Breakfast**
- **8:30 – 9:00 am** **Vendor Feedback,**
A roundtable discussion will be conducted for participating vendors to give feedback to the organizers.
- **9:00 – 11:00 am** **Submitting Successful RFP Responses,**
Bill Davison, CPPO, Stearns County, MN
Bill will give you the strategies for responding to RFP's successfully and how to make sure your company gets a fair shot at public sector opportunities.