



“Responsible Purchasing in Difficult Times” Agenda

- 8:00 a.m. - 9:00 a.m. Registration and Continental Breakfast
- 9:00 a.m. - 9:15 a.m. Welcome by Lisa Webb Sharpe, Director, Department of Management and Budget
- 9:15 a.m. - 9:45 a.m. Keynote Speaker, W. Fredrick Thompson, Senior Advisor, Government Performance Project, The Pew Center on the States (Governing Magazine’s Grading the States project)
- 10:00 a.m. - 11:00 a.m. Concurrent Sessions (Please select one to attend)

“Creative Approaches to Supplier Diversity”

Facilitator: Louis Green, President/CEO, Michigan Minority Business Development Council

Panel: Michelle Crockett, Miller Canfield
Jose Reyna, Assistant to Grand Rapids City Manager & Purchasing Supervisor

Topics:

- Legal aspects and what you need to know
- What the benefits are, how to market them, and how to establish a need
- What costs are associated with such a program, the staffing, the policies
- Effective Supplier Diversity Program components
- The economic impact of having a Supplier Diversity Program
- Vendor certifications and which organizations recognize them
- Strategies for getting your Supplier Diversity Program back if it has been abolished

- Creative methods you can use to diversify your supplier base
- The future of Supplier Diversity
- Success Stories

“Energy and Green Purchasing”

Facilitator: Nancy Moon, Moon Consulting

Panel: Brian Williams, V.P. Fellow McCord and Associates
Keith Paasch, Director, Facilities Administration, DMB
Building Operations

Ken Brandsen, Manager, Haworth Corp. Global Facilities
Abigail Corso, Delta Institute/West Michigan Sustainable
Purchasing Consortium

Topics:

- Natural Gas
- Alternative Energy
- The State’s energy plans, success stories and green purchasing

“What’s New in State Purchasing”

Facilitator: Greg Faremouth, Director, IT Division, DMB
Purchasing Operations

Panel: Melissa Castro, Buyer Manager, Services, DMB
Purchasing Operations

Sue Cieciva, Buyer Specialist, Commodities, DMB
Purchasing Operations

Steve Motz, Buyer, Information Technology, DMB
Purchasing Operations

Bob Burns, Director Government Affairs, DMB

Topics:

- New State programs
- Prequalified (MVP Plus, VMS, MMCC, Food, Audit, MI JumpStart)
- Buy Michigan First program
- Michigan Business Definition and Preference
- Green Website
- Leveraging spend by consolidating contracts
- Healthcare and employee benefit contracts
- BidNet

“DC3 and Other Federal Contracting Opportunities”

Facilitator: Roseanne Oliver, MEDC

Panel: Sarah Wrasse, Grand Rapids/Kalamazoo PTAC
Jon Tellier, President, JetCo Solutions

Topics:

- DC3: What it is and what opportunities are available
- How to bid on DC3 contracts
- What Federal opportunities exist
- How to find Federal opportunities

11:10 a.m. – 12:10 pm Concurrent Sessions (Please select one to attend)

“The Advantages of Cooperative Purchasing”

Facilitator: Tony Des Chenes, Director, Commodities
Division, DMB Purchasing Operations

Panel: Kathy Abshire, U.S. Commodities
Esther Burns, GVSU
Jim Birch, VP Sales, OfficeMax

Topics:

- Benefits of Consortium: Advantages to the Vendor, why to use cooperatives, and the future
- Defining Cooperative Purchasing
- What programs are there (MiDeal, NASPO, WSCA, MITN, and others)
- Cooperative Purchasing advantages

“Buy Michigan First: What Does It Mean?”

Facilitator: Elise Lancaster, Purchasing Director, DMB
Purchasing Operations

Panel: Bob Burns, Director Government Affairs, DMB
Genevieve Hayes, Manager, Business Development Unit,
Purchasing Operations
Mike Bliss

Topics:

- Buy Michigan First program overview
- New Michigan Business Definition
- New Preferences
- How this applies to vendors

“Managing Through Difficult Times”

Facilitator: Amy B. Edwards, Manager, Government Performance Project, the Pew Center on the States

Panel: Rose Wilson, Deputy Director, DMB
Tico Duckett, President, Tico Duckett Distributing
John Denhof, Former Kent County Purchasing Director, MPPOA member

Topics:

- Prioritizing needs during low budget times
- How to choose investments wisely
- Managing conflicting priorities (Buy Michigan First, Service-disabled Veteran preference versus lowest cost qualified response)
- Meeting the conflicting demands of stressed leadership without sacrificing ethics, integrity and equity in the purchasing process
- Alternative forms of consideration (negotiation opportunities)

“Building a Better Procurement: The Vendor Perspective”

Facilitator: Sarah Wrasse, Grand Rapids/Kalamazoo PTAC

Panel: Christine Rice, VisionIT
Tom McNally, Gateway

Topics:

- Vendors will share their experience in responding to solicitations and offer recommendations to improve the process
- Top three reasons a vendor decides not to submit an offer
- Identify a few requirements that if added, or removed, reduce cost to government
- Improvements government procurement officials can make to the evaluation process
- Debriefings and protest periods and if they are effective from the vendor prospective
- How government can assist the vendor community in understanding how to navigate the procurement process
- Better communication between government and vendors
- Small businesses and government assistance in establishing relationships with prime vendors

- Barriers that impact small businesses' ability to participate in the process
- How procurement officials can assist the small business community in the procurement process
- Obstacles small businesses may face when trying to introduce their products or services to government

12:15 p.m.- 1:00 p.m.

Buffett Lunch

1:00 p.m.- 1:10 p.m.

Remarks, MEDC Representative, Conference Sponsor

1:10 p.m. – 1:15 p.m.

Introduction to afternoon Roundtable Sessions

1:20 p.m. – 3:00 p.m.

Roundtables