

COLLABORATING FOR SUCCESS: Exploring the Purchasing Landscape

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CALIFORNIA COMMUNITY COLLEGES
PURCHASING CONFERENCE

CONFERENCE AGENDA

WEDNESDAY

April 2

11:30 a.m.-12:30 p.m. **REGISTRATION & LUNCH**

12:30-1:15 p.m. **INTRODUCTION**

1:15-2:15 p.m. **Key Strategies to Slash TCO
Part 1**

Purchasing professionals often rely on price reduction as the main way to lower total cost. This session covers several effective cost reduction strategies beyond price reduction. Part 1 covers opportunities to move away from custom SOW and Spec components, piggyback on GSA contracts, and leverage supplier knowledge to drive down Total Cost of Ownership.

2:15-2:30 p.m. **AFTERNOON BREAK**

2:30-3:30 p.m. **Contract Compliance for
Utilizing Proposition 39 Funding**

Proposition 39 provides districts and Community Colleges with a significant new funding source for reducing the ever-growing energy and maintenance costs through equipment replacement, modernization, energy efficiency retrofits, and renewable self-generation. This presentation will provide information on how the CCC/IOU Energy Efficiency Partnership can help districts maximize this new funding while being in compliance with specific contracting requirements.

3:30-5:00 p.m. **Procurement Contract
Law Update**

This session will focus on updated procurement contract provisions that have been altered by new laws and their significance to California Community College purchasing professionals. Terry Tao, a partner in the Cerritos office of Atkinson, Andelson, Loya, Ruud & Romo, provides in-depth information on all aspects of public contracts, including bidding and bid protests.

5:30-7:30 p.m. **Reception**

Network with new and fellow colleagues within the purchasing community. Join the Foundation for California Community Colleges for a hosted reception, located at World Famous Restaurant, 711 Pacific Beach Drive, San Diego.

THURSDAY

April 3

7:30-8:30 a.m. **BREAKFAST**

8:30-9:45 a.m. **Got Morale?
Working and Playing Together**

One of the most common phrases on a typical resume is: "I work well independently, or as part of a team." Why? Because teamwork creates a workplace environment where employees are engaged and enjoy going to work each day. In this revealing program, Jean Steel teaches participants how to enhance the communities where they work by utilizing strategies such as offering assistance, adjusting their attitudes, and maintaining a sense of humor.

9:45-10:00 a.m. **MORNING BREAK**

10:00-11:30 a.m. **Key Strategies to Slash TCO
Part 2**

In this session, a tool kit of behavioral negotiation strategies is covered that will provide attendees with key strategies and techniques to use as a complement to data and cost analysis techniques in negotiations. Attendees will learn how to use motivation models to have the supplier want to make price and cost concessions and compromises, rather than having them do so because they feel forced to. This combination forms the basis for driving Win/Win negotiation outcomes.

11:30 a.m.-12:30 p.m. **Dedicated Exhibit Time**

12:40-2:20 p.m. **Lunch Cruise**

Set out on a relaxing lunch cruise with purchasing professionals aboard a historic sternwheeler with scenic views of San Diego's Mission Bay.

2:30-3:15 p.m. **Cooperative Purchasing
Success Stories**

This panel discussion session invites purchasing professionals to discuss, through specific projects, their experiences with the Foundation contract and why it remains a viable procurement option for them.

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3:15-3:45 p.m.

Evolving Trends within the Copier/Printer Industry

This session will focus on the Cost Per Copy (CPC) and Manage Print Services (MPS) topics, including current trends related to how vendors present, divide, and conquer the unknowing in regards to the current technology and device usage at the districts. Participants will learn how the Foundation RFP is a qualified alternative that offers solutions for professionals seeking to replace and upgrade their current fleets.

3:45-4:25 p.m.

BREAK IN EXHIBIT HALL

4:30-5:30 p.m.

Making Sound Decisions Strategies to Achieve Success

We've all seen public institutions make less-than-effective decisions regarding procurements or other operational requirements. The impact of these decisions can be long lasting, costly and demoralizing. However, you have the opportunity to become a leader within your institution by learning an approach that helps entities (and the people within them) make better decisions. In this session, the group will participate in a mock "decision analysis" process known as a Pre-Mortem, a process that encourages participants to use "prospective hindsight" and results in a more effective understanding of what might go wrong with one path versus another. Join us!

5:30-6:30 p.m.

NETWORKING HOUR

FRIDAY

April 4

7:30-8:30 a.m.

BREAKFAST

8:30-9:00 a.m.

CollegeBuys Update

Get the latest information about the Foundation's CollegeBuys program, including information on upcoming RFPs, newly awarded contracts, and updates to the purchasing community forum.

9:00-11:30 a.m.

Roundtable Discussion

Join conference attendees for a discussion about current California Community College procurement topics and issues.