

## Morning Break-Out Sessions

11.00 a.m. to 12.00 noon

### **Option 1 – How to Do Business with Government Agencies**

#### **Intended for Vendors**

- Public entities are constantly trying to improve relationships with the vendor community while securing excellent competition from qualified vendors. If you want to explore what is required to make certain you are not missing business opportunities, this is the class for you!
  - **Moderated By: Keith Watts, CPPB (City of Meridian)**
  - **Panelists: Kirk Anderson (ITD), Tammi Leatham (City of Boise), Lori Manning (PTAC)**
    - Break-Out Room #410A

### **Option 2 – Improving the Message: Communicating Procurement through Effective Instruction**

#### **Intended for Public Procurement Professionals**

- As public procurement professionals, we're often placed in situations where we need to explain—or even justify—the value of our services to stakeholders. Whether you're just starting to pursue becoming an effective communicator or seeking new tips on how to hit the next level of your career, join us for this interactive session and learn how you can enhance your skills and hit the needs of your audience no matter what your topic may be.
  - **Presented by: Victor Leamer (Spokane County, WA)**
    - Break-Out Room #410C

### **Option 3 – Panel Discussion: Cooperative Purchasing**

#### **Intended for All**

- Public procurement entities and vendors alike are always searching for ways to streamline the purchasing process. Very few things create value and efficiency within the procurement realm like cooperative purchasing agreements. Come join the discussion to see how the state of Idaho has been working to maximize these contracts.
  - **Moderated by: Bob Perkins, CPPB, CPPO (Ada County Procurement)**
  - **Panelists: Shelley Andrews (OMNIA), Sarah Hilderbrand (NASPO ValuePoint), Ginger Line (Sourcewell), Travis Maese (BuyBoard)**
    - Break-Out Room #410B

## **Afternoon Break-Out Sessions**

1.30 p.m. to 2.30 p.m.

### **Option 1 – Request for Proposals: Different, But Not Difficult**

#### **Intended for All**

- Requests for Proposals (RFPs) oftentimes appear to have a mysterious cloud around them, making them seemingly difficult to understand, let alone engage in. As such, many procurement professionals see RFPs as a last resort. Just because they're different from other source selection methods, however, doesn't mean that they are or must be difficult. Join us and learn about the different areas of an RFP, exploring how sections such as policy and procedure, evaluation committees and criteria, scoring and ranking, and even the document itself can be an asset for new and seasoned public procurement professionals alike, as well as a tool to help assist vendors in preparing their proposals.
- **Presented by: Victor Leamer (Spokane County, WA)**
  - Break-Out Room #410C

### **Option 2 – NIGP Business Council Presentation - Market Volatility: Is It Impacting Your Organization?**

#### **Intended for Public Procurement Professionals**

- Every day we hear and read about events happening across North America that are having a direct impact on our lives, business, and governments. In this “new normal” world, it's beneficial—and almost imperative—to examine how various industries and social drivers impact success, especially with the unpredictability of the world within the larger supplier-procurement community. Join us as we explore these volatilities, identifying and discussing how various industry and procurement strategies can help navigate these rough waters to ensure strategic triumph.
- **Presented by: Jon Stodola, CSE (Toro Company)**
  - Break-Out Room #410A

**Break-Out Session Speakers**



**Kirk Anderson**  
 Kirk Anderson joined Idaho Transportation Department (ITD) as a buyer in 2013. In his current position as Senior Buyer, Kirk has purchased a wide variety of goods and services for the state, i.e., State of Idaho airplane, Software as a

Service, multi-year contracts for guardrail treatments, janitorial and landscape services just to name a few. Prior to coming to ITD, Kirk worked for General Services Administration for the federal government and worked for several years at Marv's Framing Gallery as the business manager where he sold, framed, and matted limited-edition prints. Kirk completed his bachelor's degree in Communications from Boise State University.



**Shelley Andrews**  
 Shelley Andrews is the OMNIA Partners, Public Sector (formerly National IPA & US Communities) Regional Manager for the Northwest Territory. Her territory includes Washington, Oregon, Idaho, Montana, Wyoming, and Alaska. She serves State, Local,

and K12 agencies within the six states as a consultant and overall cooperative purchasing resource. Shelley brings knowledge and experience from her work in the cooperative purchasing industry for the last seven years, as well as her previous roles working for a public school district in Washington State for ten years. She's managed regionally and nationally, giving her the opportunity to work with agencies, vendors, and associations from around the country. As the Northwest Regional Manager, she works closely with agencies in the six Northwest states to offer procurement solutions that provide compliance, savings, and efficiency. Shelley began her undergraduate degree at Pacific Lutheran University and finished at the University of Phoenix with a Bachelor of Science in Business. She resides in Kent, Washington.



**Sarah Hilderbrand, CPPO**  
 Sarah Hilderbrand, the former Chief Procurement Officer (CPO) from the State of Idaho, has been named the first Chief Operations Officer (COO) for NASPO ValuePoint.

Sarah has over 20 years of experience in public procurement, serving as a purchasing officer, state contracts manager, state purchasing manager, and most recently as Idaho's CPO. Sarah is an attorney and earned her certification as a Certified Public Purchasing Officer in 2007. Sarah has served in various capacities for both NASPO and NASPO ValuePoint, including as a member of the NASPO Board of Directors, member of the WSCA Management Board, vice chair of the NASPO Western Region, chair of the NASPO Law Institute Planning Committee, as well as Contract Lead for WSCA/NASPO ValuePoint Contracts. As COO, Sarah will oversee and direct day-to-day operations of ValuePoint and report to the CEO. In addition, she will lead the ValuePoint team in providing leadership, guidance, and support to state CPOs, central procurement staff and political subdivisions, as well as the procurement staff at educational institutions, suppliers, and all others seeking to understand and utilize ValuePoint contracts. Further, she will assist the ValuePoint team in streamlining processes while positioning the organization for emerging opportunities.



**Victor Leamer**  
 Victor Leamer is the Senior Buyer with Spokane County in Washington, previously working 30 years with the State of Alaska. He has presented NIGP webinars on protests, responsiveness, and contract price adjustments and leads the online course Developing and

Managing Request for Proposals. Victor has a bachelor's degree in Broadcast Journalism from Western Washington University (Bellingham, WA) and currently serves on NIGP's Knowledge Management and Content Management Committees.



**Tammi Leatham**

Tammi Leatham is a Purchasing Specialist with the City of Boise, where she performs centralized Citywide procurement functions and ensures compliance with City, State, and Federal laws, codes and regulations. Tammi plans, facilitates and coordinates the procurement process from beginning to acquisition for City departments, mainly Public Works

and Fleet. This includes preparing and evaluating written specifications that include value analysis, life cycle costing analysis, and weighted evaluation for products, services, and equipment purchased. She provides assistance in interviewing and corresponding with vendors to obtain information about products, prices, availability, service warranties, delivery schedules and related information. She also generates Contracts, Task (Work) Orders, and Change Orders.

She has had the opportunity to assist with multiple Boise City Public Art projects, one of which is the famous Call To Artists for Traffic Box Art. Artists of all ages submit proposals showing their artwork in hopes of being selected to have it displayed on traffic boxes around the city; they also receive a commission. The 2019 Traffic Box Program brought in a record making total of 196 Proposals, with 31 artists awarded contracts.



**Ginger Line, MPA, CPPB**

Ginger Line is a Membership Development Administrator at Sourcewell, where she helps cities, counties, states, K-12, and Higher Education agencies walk through the cooperative purchase process through Sourcewell contracts. She previously worked for 8.5

years in Sourcewell’s Procurement Department and helped lead the first application for the AEP award. Ginger is a graduate of Saint Cloud State University with a B.A. in Political Science. She also has a paralegal certificate and in 2019 received her Master’s in Public Administration from Villanova University. She also holds certificates as a Certified Professional Public Buyer from the UPPCC and a certificate in Public Law and Procurement from Osgoode Hall University/York Law school in Toronto, Canada. Ginger is the President of the Minnesota chapter of NIGP, is an area 6 Chapter Ambassador, is in the inaugural Leader’s Edge program of NIGP, and has previously been on the Board of Examiners for the CPPB exam through the UPPCC.



**Travis Maese**

Travis Maese is the Assistant National Director for BuyBoard Purchasing Cooperative. With a decade of public procurement experience, working in both Higher Education and K-12, Travis offers valuable guidance and assistance to local governments. Lending

his background and experience to help provide training and solutions to customer needs, helping entities achieve cost-savings, and streamline the purchasing process are a few things Travis enjoys about his role. When he isn’t assisting cooperative members, Travis enjoys traveling abroad and spending time with his family. Travis holds a BA in marketing from New Mexico State University.



**Lori Manning**

Lori Manning comes to the PTAC program with over 24 years of experience in the education sector. Lori has served in several capacities of teaching, coaching, principal, superintendent, and education consultant. Lori’s primary focus has been to help non-profit organizations achieve

independence and financial success. Lori serves the State of Idaho as the PTAC Program Director to support small businesses in their endeavor to be awarded federal, state, and local vendor contracts. She provides leadership and management to the Idaho Procurement Assistance Centers including: strategic planning, development of resources, management of personnel, control budgets, and evaluation of program outputs.



**Bob Perkins, CPPO, CPPB**

Twenty-four year government procurement professional. Currently the Procurement Manager for Ada County, the largest county in Idaho. 1994 Graduate of Boise State University B.A. Political Science. 2004 Charter member of the

Idaho Public Purchasing Association and Past President. 2017 recipient of the Idaho Public Purchasing Association “Frank Pierce Founders Award.” Co-author of procurement legislation for the State of Idaho.



### **Jon Stodola, CSE**

Jon joined The Toro Company in 2015 and serves as the Government Contracts Manager – North America. In his role, he works directly with Toro’s distribution teams on education and positioning of cooperative contracts. Jon also has responsibility for supporting

a number of Toro’s key industry relationships – in addition to helping develop and implement strategies targeted at growing the Sports Fields & Grounds market segments, which represents professional and collegiate sports, educational institutions, and government - including federal, state and local entities.

Jon is a member of the APWA, SIMA, APPA, NAFA, CPPC, and Chair Elect for the NIGP Business Council. Prior to his work with Toro, Jon spent the previous 4 years with Office Depot where he served as a Government & Education Manager, assisting representatives of K-12, Higher Education, State and Local Government in the design and implementation of customized procurement programs that addressed their financial goals and community objectives. He holds a Certified Sales Executive (CSE) designation from Sales & Marketing Executives International which places a high value on ethical sales practices.



### **Keith Watts, CPPB**

Keith Watts is the Purchasing Manager for the City of Meridian, Idaho, the second-largest and fastest growing city in Idaho. A government procurement professional with twenty-eight years’ experience; Keith is a past Board Member of the California Association of Public Purchasing Officers,

past President and current Legislative Chair of the Idaho Public Purchasing Association, as well as a current Board Member for the Idaho Qualifications Based Selection Council. In addition to these numerous positions, Keith is also the co-author of successful procurement legislation passed in both 2017 and 2019 for the State of Idaho.

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