

# Elevating Forum2026

Procurement In Virginia November 15 - 18, 2026

## Forum2026 Session Descriptions

See the [Schedule-at-a-Glance](#)

### **Sunday Registration:**

- Registration, Forum Café, and App Help Desk: 4:00 PM – 6:00 PM
- Sound Bowls: 4:30 PM – 5:30 PM

### **Monday Opening Keynote Session:**

**MKO Time:** 9:00 – 10:30 AM **Location:** Ballroom 1-3



- Morning refreshments/networking begin at 8:00 AM, with doors to the ballroom opening promptly at 8:45 AM. A welcome by Kelly Gill, DPS Director, begins at 9:00 AM with the Forum2026 Keynote Address following.

**Keynote Speaker:** Vernice 'FlyGirl' Armour, America's First Black Female Combat Pilot; Former Marine & Cop; Author, *Zero to Breakthrough*; and Consultant to Business

**Session Title:** Who Needs A Runway? Take Off From Where You Are

**Session Description:** Vernice “FlyGirl” Armour brings her “Get Gutsy” mindset to the 2026 Virginia Public Procurement Forum. Drawing from her experiences in the military, law enforcement, and business, FlyGirl will share practical insights for making bold moves, overcoming challenges, and turning goals into action—individually and as a team.

# Monday Concurrent Sessions:

## Monday Breakout Session 1: 10:40 – 11:30 AM

### Session Title: **Electronic Invoicing 2.0**

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| <b>MB11</b><br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 1 | <i>Just one offering</i> | <b>Session Description:</b> Electronic invoicing continues to evolve, offering smarter, more transparent, and user-friendly capabilities. This session explores the latest enhancements to Electronic Invoicing 2.0, including expanded workflow automation, improved analytics and oversight, flexible supplier submission options, invoice integration methods, and receipt-based invoice creation. Attendees will gain insight into how these modern e-invoicing features improve efficiency, strengthen compliance, increase accuracy, and enhance visibility throughout the procure-to-pay lifecycle. |
| <b>Speaker:</b> Tony Jordan, Assistant Manager, eVA DPS DGS            |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

### Session Title: **Building a Faster, Smarter, Modern IT Supply Chain**

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| <b>MB12</b><br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 2                                                                                 | <i>Just one offering</i> | <b>Session Description:</b> Building a Faster, Smarter, Modern IT Supply Chain explores how the Virginia Information Technologies Agency (VITA) is accelerating the Commonwealth's IT supply chain through data-driven insights, streamlined processes, and modern service delivery. Participants will learn how innovations within VITA Supply Chain Management (SCM) are strengthening operational agility and improving how technology services are sourced, managed, and delivered across the Commonwealth. |
| <b>Speaker:</b> Evan Davis, Supplier Performance & Data Analytics Manager, VITA<br>Kymberly Johnson, Procurement Governance & Compliance Manager, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

## Session Title: **Surplus Solutions: Connecting People, Property, and Possibilities**

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| <b>MB13</b><br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 3           | <b>WB12</b> <b>Also on:</b><br><b>Day:</b> Wednesday<br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 2 | <b>Session Description:</b> Discover innovative strategies for transforming surplus property into valuable opportunities through collaboration, efficient surplus management, and sustainable practices. This session explores best practices for reutilization, transfers, and disposal processes while demonstrating how strong partnerships can maximize the value of surplus property and better serve agencies, localities, and the public. |
| <b>Speaker:</b> Floyd Coburn, Manager, DGS Office of Surplus Property Management |                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

## Session Title: **Practical Tools for Professionals Under Pressure: Calm the Body. Clear the Mind. Reset the System.**

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| <b>MB14</b><br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 4              | <b>TB15</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> This interactive session introduces a simple, practical framework for managing stress and maintaining clarity in high demand work environments. Participants will learn techniques to calm the body, clear the mind, and reset through practical strategies that improve focus, support better decision-making, and promote recovery throughout the workday. |
| <b>Speaker:</b> Jim Morgan, Wellness Practitioner, Jim Morgan LLC/All Well and Good |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                          |

## Session Title: **Amplify your Drive**

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| <b>MB15</b><br><br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 5 | <b>WB14</b> <b>Also on:</b><br><b>Day:</b> Wednesday<br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> Discover the latest innovations and emerging technologies in fleet management with the DGS Division of Fleet Management Services. This session explores strategies to strengthen fleet operations, improve efficiency, enhance driver safety, and build confidence through practical tools and best practices for managing a successful fleet. |
| <b>Speakers:</b> Beth Cooley, Director, Office of Fleet Management         |                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                            |

**Session Title: Receiving Pitfalls**

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| <b>MB21</b><br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 1      | <i>Just one offering</i> | <b>Session Description:</b> Receiving is a critical control point in the procurement process, yet it remains one of the most common sources of errors. This session explores common receiving challenges, including over-receiving, quantity versus dollar-based receiving, split shipments, advanced shipping notices, and returns processing. Attendees will learn practical strategies to improve receiving accuracy, reduce invoice discrepancies, strengthen internal controls, and enhance audit readiness. |
| <b>Speakers:</b> Miranda Bowling, eVA P2P & eInvoicing Manager, eVA DPS DGS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |

**Session Title: The Strategic Partnership: Procurement Meets Human Resources**

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| <b>MB22</b><br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 2                                                                    | <b>TB13</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 3 | <b>Session Description:</b> This session explores the collaborative partnership between Procurement and Human Resources to effectively manage the contingent workforce. Participants will learn best practices for incorporating contractors into their workforce, understanding employer responsibilities, adhering to established policies, and reducing organizational risk through a coordinated approach. |
| <b>Speaker:</b> Lauren Clarke, Chief Human Resource Officer, DGS<br><br>Sylvester Williams, Statewide Sourcing & Contracting Officer, DGS |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                |

**Session Title: Virtually Said: Leveraging Technology without Losing the Human Touch**

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| <b>MB23</b><br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 3                      | <b>TB12</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 2 | <b>Session Description:</b> As procurement increasingly operates in a virtual environment, balancing efficiency with authenticity has become more important than ever. This session explores a practical framework for human and AI collaboration, demonstrating how AI can streamline technical, boilerplate, and structural tasks while allowing procurement professionals to focus on judgment, creativity, and the intent behind requirements. Attendees will learn strategies for leveraging AI while maintaining communication and better procurement outcomes. |
| <b>Speaker:</b> Michele Skaggs, Director of General Services, Department of Social Services |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

## Session Title: Unlocking Performance Through Better Conversations: Clarity, Coaching, & Consistency

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| <b>MB24</b><br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 4                                      | <b>MB45</b> <b>Also on:</b><br><b>Day:</b> Monday<br><b>Time:</b> 3:20-4:10 PM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> Effective performance management is more than an annual review—it is an ongoing process of coaching and feedback that drives employee engagement and organizational success. This session explores the performance management cycle and provides practical strategies for setting clear expectations, delivering constructive feedback, and using coaching techniques to promote accountability, growth, and continuous improvement. |
| <b>Speaker:</b> Andrea Simmons, Founder, Lead Coach & Consultant, INSPIRED Transformations & Solutions, LLC |                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

## Session Title: Connecting the Dots with SBSD

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| <b>MB25</b><br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 5 | <b>WB24</b> <b>Also on:</b><br><b>Day:</b> Wednesday<br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> Discover the wide range of resources and services the Virginia Department of Small Business and Supplier Diversity (SBSD) offers to support buyers, suppliers, and state agencies. This interactive session highlights SWaM certification, supplier financing, business development, outreach initiatives, and agency partnerships, while providing opportunities to share feedback, collaborate with SBSD experts, and strengthen procurement and small business success across the Commonwealth. |
| <b>Speaker:</b> DSBSD Team                                             |                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

## Monday Lunch and DSBSD Awards: 1:20 – 1:40 PM

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| <b>TLO – Lunch and DSBSD Awards</b><br><b>Time:</b> Lunch 12:40-1:55 PM<br>DSBSD Awards 1:20-1:40 PM<br><b>Speaker:</b> DSBSD Team | <b>Session Description:</b> Come celebrate the SWaM Awards with DSBSD as Executive Branch agencies and Higher Education Institutions that meet or exceed the Commonwealth's 42% SWaM procurement goal, as established in Executive Order 35 (2019), are recognized. |
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**Session Title: Procurement Analytics**

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| <b>MB31</b>                                                                                                                           |                          | <b>Session Description:</b> Procurement analytics plays a vital role in improving visibility, compliance, and data-driven decision-making. This session explores enhanced analytics capabilities, including updated dashboards, reports, and the eVA annual fiscal year report, to strengthen procurement oversight and monitor performance. Attendees will also learn how market price data analysis supports risk identification, strategic sourcing, price benchmarking, and cost control across commodities and services. |
| <b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 1                                                                                 | <i>Just one offering</i> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>Speaker:</b> Jonathan Eisenman, Strategic Data Analyst, eVA DPS DGS<br><br>Joel Padow, DPS Applications Portfolio Manager, DGS ISS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |

**Session Title: From Waste to Worth: Circular Strategies for Smarter Public Procurement**

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| <b>MB32</b><br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 2 | <b>MB43</b> <i>Also on:</i><br><b>Day:</b> Monday<br><b>Time:</b> 3:20-4:10 PM<br><b>Location:</b> Suite 3 | <b>Session Description:</b> Public procurement leaders are under increasing pressure to deliver value beyond the award. Using BMW's waste management and recycling transformation as a case study, this session explores how procurement can turn waste and recycling into strategic sourcing opportunities that reduce costs, generate revenue, strengthen supplier partnerships, and advance sustainability goals. Attendees will gain practical strategies for identifying value, improving supplier accountability, and creating measurable financial, environmental, and community benefits. |
| <b>Speaker:</b> G'Sean Williams, Managing Partner, PSM Workforce     |                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |

**Session Title: What's the Deal with the Virginia Distribution Center (VDC)?**

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| <b>MB33</b><br><br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 3         | <b>WB22</b> <i>Also on:</i><br><b>Day:</b> Wednesday<br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 2 | <b>Session Description:</b> Get the latest updates from the Virginia Distribution Center (VDC), the Commonwealth's central source for warehousing and distribution services for state agencies, institutions, and local governments. Learn about new VDC initiatives, explore ways to streamline your operations, share feedback on how VDC can better support your agency, and take home a few giveaways along the way. |
| <b>Speaker:</b> Andy Repak, Manager, VDC<br><br>Sarah Bates, Deputy Manager, VDC |                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                          |

## Session Title: VRS Retirement: Are You Ready to Retire?

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| <b>MB34</b><br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 4    | <b>WB15</b> <i>Also on:</i><br><b>Day:</b> Wednesday<br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> If you are within five years of retirement, this session will help you prepare for the transition by exploring key retirement decisions, benefit payout options, the myVRS planning tools, and the benefits available after retirement. Attendees will gain practical information to help them confidently plan for the next stage of their career. |
| <b>Speaker:</b> Audrey Macklin, Retirement Outreach Representative, VRS |                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                 |

## Session Title: The Who, What, How and Why of VCE

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| <b>MB35</b><br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 5                                                                           | <b>MB44</b><br><b>Also on:</b><br><b>Day:</b> Monday<br><b>Time:</b> 3:20-4:10 PM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> State procurement professionals must balance compliance, value, speed, and stewardship. This session explores how Virginia Correctional Enterprises (VCE) helps agencies simplify purchasing, meet procurement requirements, and access custom solutions while supporting workforce development, public safety, and Virginia's economy. Through real-world examples and practical sourcing strategies, attendees will gain actionable insights they can apply to strengthen procurement outcomes. |
| <b>Speaker:</b> Michael Strange, Chief Customer Officer<br><br>Philip Graner, Marketing Manager<br><br>Virginia Correctional Enterprises (VCE) |                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |

## Monday Breakout Session 4: 3:20 – 4:10 PM

### Session Title: Sourcing & Contracts

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| <b>MB41</b><br><b>Time:</b> 3:20-4:10 PM<br><b>Location:</b> Suite 1                                                        | <i>Just one offering</i> | <b>Session Description:</b> Effective sourcing and contract management are essential to achieving value, compliance, and efficiency in public procurement. This session explores best practices for maximizing contract utilization, improving the end-user shopping experience, and streamlining sourcing through structured catalogs, punchout catalogs, and effective line-item management. Attendees will learn strategies to strengthen compliance, increase contract visibility, and reduce off-contract purchasing. |
| <b>Speaker:</b> Tracy Robinson, Sourcing & Contracting Support Manager, eVA DGS<br>Sandy Stanley, eVA Catalog Lead, eVA DGS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

Session Title: **Supplier Relationships in Jeopardy: Building Partnerships That Deliver Results**

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| <b>MB42</b><br><b>Time:</b> 3:20-4:10 PM<br><b>Location:</b> Suite 2                                                                       | <i>Just one offering</i> | <b>Session Description:</b> This engaging, interactive session explores Supplier Relationship Management and the evolving role of procurement as a strategic business partner. Through audience participation, real-world scenarios, supplier perspectives, and a Jeopardy-style game, attendees will gain practical strategies to strengthen supplier relationships, improve contract outcomes, increase transparency, and deliver greater value to their organizations. |
| <b>Speaker:</b> Kayla Anderson, Enterprise Sourcing Manager, VITA<br><br>Larry White, Category Manager - IT Hardware & Public Safety, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

Session Title: **From Waste to Worth: Circular Strategies for Smarter Public Procurement** – See page 6

Session Title: **Beyond Mandatory: How VCE Helps Virginia Agencies Reduce Procurement Friction While Delivering Mission Impact** – See page 7

Session Title: **Unlocking Performance Through Better Conversations: Clarity, Coaching, & Consistency** – See page 5

## Tuesday Concurrent Sessions and Workshops:

### Tuesday Workshop Session 1 OR Supplier-Led Session 1: 9:00 – 10:20 AM

#### Session Title: **eVA Update**

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| <b>TW11</b>                                                                       |                          | <b>Session Description:</b> Stay up to date on the latest developments in the Commonwealth's eVA eProcurement platform. This annual update highlights key enhancements from the v182 upgrade, previews future roadmap priorities, and explores emerging applications of artificial intelligence in procurement. Attendees will gain insight into how recent and planned improvements enhance usability, performance, compliance, and decision-making across the procurement lifecycle. |
| <b>Time:</b> 9:00-10:20 AM<br><b>Location:</b> Suite 1                            | <i>Just one offering</i> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>Speaker:</b> Shane Caudill, Manager,<br>eProcurement Bureau (eVA), eVA DPS DGS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

#### Session Title: **Elevating your IT Procurements Part 1: Using Market Research to Develop a Complete RFP**

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| <b>TW12</b><br><b>Time:</b> 9:00-10:20 AM<br><b>Location:</b> Suite 2                                                    | <i>Just one offering</i> | <b>Session Description:</b> Market research is one of the most valuable tools in IT procurement, helping agencies develop well-informed, effective solicitations. This session explores best practices for conducting market research, evaluating emerging technologies and vendor capabilities, developing SMART requirements, and building pricing schedules that support successful RFPs. Attendees will gain practical strategies for using market insights to strengthen procurement decisions and improve solicitation outcomes before continuing the process in Part 2. |
| <b>Speaker:</b> Meghan Manning, Strategic Sourcing Specialist, VITA<br>Andrew Bartlett, Market & Analytics Manager, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

## Session Title: What Happens Next: Practical Contract Administration for Public Procurement

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| <b>TW13</b><br><b>Day:</b> Tuesday<br><b>Time:</b> 9:00-10:20 AM<br><b>Location:</b> Suite 3                                     | <b>TW22</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 1:50-3:10 PM<br><b>Location:</b> Suite 2 | <b>Session Description:</b> Awarding a contract is only the beginning of successful contract management. This session explores best practices for post-award contract administration, including monitoring supplier performance, managing risk, maintaining compliance, and achieving intended contract outcomes. Through practical examples and interactive scenarios, attendees will gain the knowledge and tools needed to effectively administer public contracts throughout the contract lifecycle—from award to closeout. |
| <b>Speaker:</b> Stephanie Gale, Director of Instructor-Led Training, National Association of State Procurement Officials (NASPO) |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

## Session Title: Procurement Unfiltered: Spilling the Tea on Changes, Compliance & What You Need to Know

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| <b>TW14</b><br><b>Day:</b> Tuesday<br><b>Time:</b> 9:00-10:20 AM<br><b>Location:</b> Suite 4 | <b>TW25</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 1:50-3:10 PM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> Have questions about Procurement Management Reviews (PMRs), sole source requests, procurement authority, solicitation methods, the Additional Users Clause, or recent updates to the Procurement Information Manual (PIM)? This interactive session tackles the questions procurement professionals ask most often, providing practical guidance and clarifying common misconceptions. PCR is ready to spill the tea on Virginia procurement! |
| <b>Speaker:</b> DPS Policy, Consulting & Review Team                                         |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

## Session Title: The Impacts of Outreach on Preventing, Detecting & Investigating Criminal Pre-Award Collusion & Related Fraud

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| <b>TW15</b><br><b>Day:</b> Tuesday<br><b>Time:</b> 9:00-10:20 AM<br><b>Location:</b> Suite 5                                                         | <b>TW24</b> <i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 1:50-3:10 PM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> Collaboration and education are essential in preventing procurement fraud, collusion, and anticompetitive behavior. This expert panel, featuring representatives from the Department of Justice's Procurement Collusion Strike Force (PCSF), the Office of the United States Attorney, and multiple Offices of Inspectors General, will explore strategies for detecting and preventing bid rigging, price-fixing, market allocation, and other fraudulent activities. Attendees will gain practical insights into education, outreach, data analysis, and partnership-building efforts that strengthen procurement integrity and support fraud prevention across all levels of government. |
| <b>Speaker:</b> Jessica Martonosi, Special Agent, Nuclear Regulatory Commission OIG<br>Joseph (Chad) Kenney, DHS-OIG<br>Robert Shewell, DCIS/DOW-OIG |                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

**Session Title: Supplier Informational Sessions****Location:** Tower Café

**Session Description:** 6 different sessions for buyer attendees that provide Suppliers the opportunity to educate Buyers about the products or services provided, focusing on information rather than sales.

*\*Note: These are only offered in-person and will not be available on the LMS for the Virtual Pass.*

**TS1:** 9:00 – 9:20 AM

**“Trash Talk: How to Handle the Plastic Pollution Issue” by Urban Reblokd Inc** - Buyers will learn about the new technology that is being developed by Urban Reblokd to take the waste plastic and turn it into building materials. Buyers will also learn how to send materials to Urban and how to work with Urban on their waste plastic recycling needs.

**TS2:** 9:30 - 9:50 AM

**“When to Consider Pipe Rehabilitation” by ColonialWebb Contractors Company** – This session will walk attendees through how pipe rehabilitation can significantly reduce disruption and capital costs associated with aging or compromised sanitary drain lines. It will highlight the advantages of modern rehabilitation methods, the conditions under which they offer the best value, and the warning signs procurement teams should watch for.

**TS3:** 10:00 - 10:20 AM

**“Raising the VAR: What You Should Expect from Your Value-Added Reseller” by Triad Technology Partners, LLC** - In today's complex procurement landscape, your Value-Added Reseller should be far more than a fulfillment mechanism. The best VAR relationships drive innovation, reduce risk, and deliver measurable outcomes — but only when procurement teams know what to expect. This session defines what a great VAR looks like, shares real-world examples of VARs delivering exceptional value, and gives you a practical framework for raising your own bar.

**TS4:** 1:50 - 2:10 PM

**“Practical Strategies for Managing Public Sector Fuel Procurement and Price Volatility” by Mansfield Oil Company of Gainesville, Inc.** - This session will provide public sector buyers with an overview of current fuel market dynamics and their impact on budgeting and procurement. Attendees will learn practical approaches to managing price volatility (especially given the chaotic nature of the market the last few months) and improving transparency in fuel purchasing. The session will also highlight common challenges agencies face and share general best practices for maintaining supply reliability and cost control.

**TS5: 2:20 - 2:40 PM**

**“Moments That Matter: Transforming Employee Experience to Drive Organizational Success” by Federal Management Partners, Inc.** - In this practical session, buyers will learn how leading organizations are moving away from one-time engagement efforts and instead improving the full employee experience to drive better results. We will walk through the employee lifecycle and highlight the key moments that most influence trust, productivity, and retention. Attendees will leave with clear, practical ways to simplify processes, improve communication, better align tools, and use ongoing feedback to understand what's working and where to improve.

**TS6: 2:50 - 3:10 PM**

**“PROMO for the PLANET” by Blue Spoon Boutique** - Buyers will learn how small changes in promotional product choices can create a big environmental impact without sacrificing quality, budget, or brand visibility. This session will explore practical ways to identify more sustainable SWAG options, ask better supplier questions, and choose products that tell a stronger “we care” story for their agency, school, or organization. Attendees will leave with simple, real-world ideas they can use right away to make smarter, more responsible purchasing decisions — one promo item at a time.

## **Tuesday – Supplier Connect**

- **10:20 AM - 12:30 PM - Exhibit Hall A and B**

The [Supplier Connect Vendor Expo](#) is the largest gathering of public procurement professionals and supplier partners in Virginia

### **Supplier Connect Code of Conduct**

- Wagons, trolleys, shopping carts, large shopping bags, etc., **will not be permitted** in the expo.
- To ensure there is enough for all, you may **only take one (1)** giveaway item per Supplier booth.
- This code is designed to make Forum2026 welcoming for our supplier partners as well as Forum attendees. Violators may be asked to leave the Supplier Connect or Forum2026 at DGS discretion.
  - *\*Note: Supplier Connect is only offered in-person and will not be available on the LMS for the Virtual Pass.*

## **Tuesday – Sound Bowls and Let's Go with LEGO!**

- **10:20 AM - 12:30 PM - Registration Area**

**Sound Bowls:** Take a break from the pace of the conference and recharge with a guided Sound Bowl Experience. Using the calming tones of crystal singing bowls, this immersive session offers a peaceful opportunity to relax, reset, and refocus before returning to your Forum sessions refreshed.

**LEGOs:** Get creative and connect! Head to the numbered tables in the common area and join others to build a LEGO landscape. Choose a theme (beach, procurement, or your own twist) and collaborate on your masterpiece. Your creations will be displayed throughout Forum, so have fun, meet new people, and make it memorable!

## **Tuesday – Lunch - 12:30 PM - 1:45 PM - Buyer Lunch in Ballroom 1-3; Supplier Lunch in Hall C**

## **Tuesday – Matchmaking Event\***

- **1:30 - 1:45 PM Matchmaking Intro, 1:45 - 3:15 PM Matchmaking Event**

- **Exhibit Hall D**

Procurement Matchmaking offers pre-scheduled one-on-one meetings between businesses and buyers—creating focused, high-value conversations. This personalized networking opportunity helps suppliers and buyers build meaningful connections, explore partnerships, and better understand each other's procurement needs.

**\*Must pre-register.** *\*Matchmaking is only offered in-person and will not be available on the LMS for the Virtual Pass.*

## **Tuesday Concurrent Sessions and Workshops:**

### **Tuesday Workshop Session 2 OR Supplier-Led Session 2: 1:50 – 3:10 AM**

#### **Session Title: Buyer User Group Meeting**

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| <b>TW21</b><br><b>Time:</b> 1:50 – 3:10 PM<br><b>Location:</b> Suite 1                                                                                 | <i>Just one offering</i> | <b>Session Description:</b> The Buyer User Group Meeting is a collaborative session where procurement professionals can exchange ideas, share best practices, and learn from one another's experiences using eVA. Discussions will cover key system modules, common challenges, and opportunities for improvement while providing attendees with practical tips, user-driven insights, and proven strategies to increase efficiency, strengthen compliance, and maximize the value of eVA in their agency's day-to-day procurement operations. Participants will also have the opportunity to engage in open dialogue, ask questions, and help identify enhancements that can improve the overall user experience. |
| <b>Speaker:</b> Kim Pritchett, eVA Marketing & Outreach Manager, eVA DPS DGS<br><br>Tony Jordan, Assistant Bureau Manager, eVA DPS DGS<br><br>eVA Team |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

**Session Title: What Happens Next: Practical Contract Administration for Public Procurement** - See page 10

#### **Session Title: Promoting IT Procurement Excellence: Human-Centered Training, Modern Tools, and Modernizing IT Governance**

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| <b>TW23</b><br><b>Time:</b> 1:50 – 3:10 PM<br><b>Location:</b> Suite 3                                  | <i>Just one offering</i> | <b>Session Description:</b> Learn how VITA Supply Chain Management (SCM) is modernizing the governance, tools, and processes that support IT and cloud procurement across the Commonwealth. This session explores how user-centered design, enhanced procurement governance, updated contract resources, and improved training are helping agencies streamline procurement, strengthen consistency and transparency, and achieve more efficient, reliable contracting outcomes. Attendees will gain practical insights into the modern tools and approaches supporting IT procurement excellence statewide. |
| <b>Speaker:</b> Liz Candler, Contract Analyst, VITA<br><br>Rachael Hoffman, Contract Risk Manager, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |

**Session Title: The Impacts of Outreach on Preventing, Detecting & Investigating Criminal Pre-Award Collusion & Related Fraud** – See page 10

**Session Title: Procurement Unfiltered: Spilling the Tea on Changes, Compliance & What You Need to Know** – See page 10

**Tuesday Breakout Session 1: 3:40 – 4:30 PM**

**Session Title: The Fee-nominal World of the eVA Business Bureau**

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| <b>TB11</b><br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 1 | <i>Just one offering</i> | <b>Session Description:</b> Learn how the eVA Business Bureau supports the Commonwealth's self-funded eVA program through billing, fee management, and customer support. This session provides an overview of eVA fees, invoices, billing and collections, and the eVA Dashboard, while sharing practical tips for reducing agency costs through proper vendor selection and purchase order coding. Attendees will also have the opportunity to ask questions during Q&A. |
| <b>Speaker:</b> Joanne Bryant, eVA Business Manager, DPS DGS         |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

**Session Title: Virtually Said: Leveraging Technology without Losing the Human Touch**

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| <b>TB12</b><br><br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 2                    | <b>MB23</b><br><i>Also on:</i><br><b>Day:</b> Monday<br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 3 | <b>Session Description:</b> As procurement increasingly operates in a virtual environment, balancing efficiency with authenticity has become more important than ever. This session explores a practical framework for human and AI collaboration, demonstrating how AI can streamline technical, boilerplate, and structural tasks while allowing procurement professionals to focus on judgment, creativity, and the intent behind requirements. Attendees will learn strategies for leveraging AI while maintaining communication and better procurement outcomes. |
| <b>Speaker:</b> Michele Skaggs, Director of General Services, Department of Social Services |                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

**Session Title: The Strategic Partnership: Procurement Meets Human Resources**

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| <b>TB13</b><br><br><b>Day:</b> Tuesday<br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 3                                           | <b>MB22</b> <i>Also on:</i><br><br><b>Day:</b> Monday<br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 2 | <b>Session Description:</b> This session explores the collaborative partnership between Procurement and Human Resources to effectively manage the contingent workforce. Participants will learn best practices for incorporating contractors into their workforce, understanding employer responsibilities, adhering to established policies, and reducing organizational risk through a coordinated approach. |
| <b>Speaker:</b> Lauren Clarke, Chief Human Resource Officer, DGS<br><br>Sylvester Williams, Statewide Sourcing & Contracting Officer, DGS |                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                |

## Session Title: Utilizing DPS Statewide Contracts to improve efficiency, boost Strategic Sourcing, and Drive Value in the Commonwealth!

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| <b>TB14</b><br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 4                                                                                        | <b>WB25</b> <b>Also on:</b><br><b>Day:</b> Wednesday<br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> Discover how state contracts can be more than a compliance tool—they can serve as a catalyst for innovation, efficiency, and value across the Commonwealth. This session explores how leveraging competitively solicited state contracts can reduce procurement cycle times, streamline operations, lower administrative costs, and improve service delivery. Attendees will learn how strategic use of state contracts supports transparency, accountability, fiscal stewardship, and greater value for Virginia taxpayers. |
| <b>Speakers:</b> Sharyn Quick, Statewide Sourcing and Contracting Officer, DPS DGS<br><br>Tonya Tucker, Statewide Sourcing and Contracting Officer, DPS DGS |                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

## Session Title: Practical Tools for Professionals Under Pressure: Calm the Body. Clear the Mind. Reset the System.

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| <b>TB15</b><br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 5                | <b>MB14</b> <b>Also on:</b><br><b>Day:</b> Monday<br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> This interactive session introduces a simple, practical framework for managing stress and maintaining clarity in high demand work environments. Participants will learn techniques to calm the body, clear the mind, and reset through practical strategies that improve focus, support better decision-making, and promote recovery throughout the workday. |
| <b>Speaker:</b> Jim Morgan, Wellness Practitioner, Jim Morgan LLC/All Well and Good |                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                          |

## Session Title: VCM Networking Session\* TB1T *\*For Virginia Contracting Master (VCM) certification holders only*

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| <b>Hosted By:</b> DGS/DPS/VIP in the <b>Tower Café</b> at 3:40-4:30 PM<br><b>Speaker:</b> Dr. Sherida Haughton, Chief Administrative Officer and Co-Founder, Haughton Business Solutions, LLC<br><b>Session Title:</b> <b>Beyond Delegation: Building Leaders, Not Bottlenecks</b><br><b>Session Description:</b> Join fellow VCMs for an engaging networking event focused on building stronger leaders and teams. Explore how intentional delegation can empower employees, reduce leadership bottlenecks, and increase organizational capacity. Connect with fellow VCMs and help welcome the newest VCM graduates and Master Circle members—all while enjoying a special treat. |
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# Wednesday Concurrent Sessions:

## Wednesday Breakout Session 1: 9:00 – 9:50 AM

### Session Title: **eVA Feud**

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| <b>WB11</b><br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 1                                                                   | <i>Just one offering</i> | <b>Session Description:</b> Close out the 2026 Virginia Public Procurement Forum with a high-energy, interactive game-show experience! In eVA Feud, teams will test their knowledge of procurement processes and eVA functionality through friendly competition, collaboration, and survey-style trivia. This engaging session reinforces key Forum concepts in a fun and memorable way while ending the conference on a positive, energetic note. |
| <b>Speaker:</b> Kim Pritchett, eVA Marketing & Outreach Manager, eVA DPS DGS<br><br>Tony Jordan, Assistant Bureau Manager, eVA DPS DGS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

### Session Title: **Surplus Solutions: Connecting People, Property, and Possibilities**

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| <b>WB12</b><br><br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 2         | <b>MB13</b> <i>Also on:</i><br><br><b>Day:</b> Monday<br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 3 | <b>Session Description:</b> Discover innovative strategies for transforming surplus property into valuable opportunities through collaboration, efficient surplus management, and sustainable practices. This session explores best practices for reutilization, transfers, and disposal processes while demonstrating how strong partnerships can maximize the value of surplus property and better serve agencies, localities, and the public. |
| <b>Speaker:</b> Floyd Coburn, Manager, DGS Office of Surplus Property Management |                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

## Session Title: Elevating your IT Procurements Part 2: Effective use of Evaluation Tools

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| <b>WB13</b><br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> 3                                                                      | <i>Just one offering</i> | <b>Session Description:</b> Continue your IT procurement journey by exploring evaluation tools and techniques that promote objectivity, clarity, and value. This session examines practical approaches to evaluating vendor capabilities, conducting structured negotiations, and selecting solutions that best meet business needs. Attendees will gain strategies to strengthen the evaluation process and achieve more consistent, transparent, and defensible procurement outcomes. |
| <b>Speaker:</b> Sarah Hicks, Strategic Sourcing Consultant, VITA<br><br>Matthew Fritzing, Senior Platform Sourcing Specialist, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

## Session Title: Amplify your Drive

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| <b>WB14</b><br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 4 | <b>MB15</b> <b>Also on:</b><br><b>Day:</b> Monday<br><b>Time:</b> 10:40-11:30 AM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> Discover the latest innovations and emerging technologies in fleet management with the DGS Division of Fleet Management Services. This session explores strategies to strengthen fleet operations, improve efficiency, enhance driver safety, and build confidence through practical tools and best practices for managing a successful fleet. |
| <b>Speakers:</b> Beth Cooley, Director, Office of Fleet Management   |                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                            |

## Session Title: VRS Retirement: Are You Ready to Retire?

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| <b>WB15</b><br><br><b>Time:</b> 9:00-9:50 AM<br><b>Location:</b> Suite 5 | <b>MB34</b> <b>Also on:</b><br><br><b>Day:</b> Monday<br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> If you are within five years of retirement, this session will help you prepare for the transition by exploring key retirement decisions, benefit payout options, the myVRS planning tools, and the benefits available after retirement. Attendees will gain practical information to help them confidently plan for the next stage of their career. |
| <b>Speaker:</b> Audrey Macklin, Retirement Outreach Representative, VRS  |                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                 |

## Wednesday Breakout Session 2: 10:00 – 10:50 AM

### Session Title: **eVA Feud - Round 2**

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| <b>WB21</b><br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 1                                                                 | <i>Just one offering</i> | <b>Session Description:</b> Whether you joined the first round or are playing for the first time, everyone is welcome in eVA Feud Round 2! This high-energy, interactive game-show experience challenges teams to test their knowledge of procurement processes and eVA functionality through friendly competition, collaboration, and survey-style trivia. Reinforce key Forum concepts, enjoy a few laughs, and help close out the 2026 Virginia Public Procurement Forum on a fun, memorable, and energetic note. |
| <b>Speaker:</b> Kim Pritchett, eVA Marketing & Outreach Manager, eVA DPS DGS<br><br>Tony Jordan, Assistant Bureau Manager, eVA DPS DGS |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

### Session Title: **What's the Deal with the Virginia Distribution Center (VDC)?**

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| <b>WB22</b><br><br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 2       | <b>MB33</b> <i>Also on:</i><br><b>Day:</b> Monday<br><b>Time:</b> 2:00-2:50 PM<br><b>Location:</b> Suite 3 | <b>Session Description:</b> Get the latest updates from the Virginia Distribution Center (VDC), the Commonwealth's central source for warehousing and distribution services for state agencies, institutions, and local governments. Learn about new VDC initiatives, explore ways to streamline your operations, share feedback on how VDC can better support your agency, and take home a few giveaways along the way. |
| <b>Speaker:</b> Andy Repak, Manager, VDC<br><br>Sarah Bates, Deputy Manager, VDC |                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                          |

### Session Title: **VITA Spotlight IT Contracts**

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| <b>WB23</b>                                                                                                                                 |                          | <b>Session Description:</b> Discover how VITA Supply Chain Management's portfolio of more than 200 statewide IT contracts helps agencies streamline procurement, achieve best value, and meet diverse technology needs across the Commonwealth. This session explores the breadth of VITA's contract offerings, provides practical tips for locating and using statewide contracts, highlights recent enhancements to the customer experience, and previews new and upcoming contract opportunities. |
| <b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 3                                                                                     | <i>Just one offering</i> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Speaker:</b> Kristina Brekke, Statewide Strategic Sourcing Manager, VITA/Statewide Sourcing<br><br>Gregory Brown, Category Manager, VITA |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

## Session Title: **Connecting the Dots with SBSD**

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| <b>WB24</b><br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 4 | <b>MB25</b> <i>Also on:</i><br><b>Day:</b> Monday<br><b>Time:</b> 11:40-12:30 PM<br><b>Location:</b> Suite 5 | <b>Session Description:</b> Discover the wide range of resources and services the Virginia Department of Small Business and Supplier Diversity (SBSD) offers to support buyers, suppliers, and state agencies. This interactive session highlights SWaM certification, supplier financing, business development, outreach initiatives, and agency partnerships, while providing opportunities to share feedback, collaborate with SBSD experts, and strengthen procurement and small business success across the Commonwealth. |
| <b>Speaker:</b> DSBSD Team                                             |                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

## Session Title: **Utilizing DPS Statewide Contracts to improve efficiency, boost Strategic Sourcing, and Drive Value in the Commonwealth!**

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| <b>WB25</b><br><b>Time:</b> 10:00-10:50 AM<br><b>Location:</b> Suite 5                                                                   | <b>TB14</b><br><i>Also on:</i><br><b>Day:</b> Tuesday<br><b>Time:</b> 3:40-4:30 PM<br><b>Location:</b> Suite 4 | <b>Session Description:</b> Discover how state contracts can be more than a compliance tool—they can serve as a catalyst for innovation, efficiency, and value across the Commonwealth. This session explores how leveraging competitively solicited state contracts can reduce procurement cycle times, streamline operations, lower administrative costs, and improve service delivery. Attendees will learn how strategic use of state contracts supports transparency, accountability, fiscal stewardship, and greater value for Virginia taxpayers. |
| <b>Speakers:</b> Sharyn Quick, Procurement Officer III, DPS DGS<br><br>Tonya Tucker, Statewide Sourcing and Contracting Officer, DPS DGS |                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

# Wednesday Closing Keynote:

Wednesday Closing Keynote: 11:00 – 12:00 PM

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| <b>WKO – Keynote</b><br><b>Time:</b> 11:00-12:00 PM<br><b>Location:</b> Ballroom 1 - 3 | <b>Keynote Speaker:</b> Seth Mattison, Co-Founder, Chief Movement Officer of Luminate Labs, Expert on Workforce Trends and Business Strategy, & Author<br><b>Keynote Session Title:</b> The Human Advantage: The Strategy for Winning in the Age of Machines / Dismiss<br><b>Keynote Session Description:</b> Session description forthcoming... |
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# My Draft Schedule

\*Sessions are listed below in order of Suite# (1, 2, 3, 4, and 5). Ex: MB11 = Suite 1 and MB15 = Suite 5

|                |                                                                        |                                                                         |                   |                   |
|----------------|------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------|-------------------|
| Monday, Nov 16 | 9:00 - 10:30 AM                                                        | Keynote featuring Vernice 'FlyGirl' Armour and Kelly Gill, DPS Director |                   |                   |
|                | 10:40 - 11:30 AM<br>MB11, MB12, MB13, MB14 or MB15                     | M _____ Suite:                                                          | or M _____ Suite: | or M _____ Suite: |
|                | 11:40 AM - 12:30 PM<br>MB21, MB22, MB23, MB24, or MB25                 | M _____ Suite:                                                          | or M _____ Suite: | or M _____ Suite: |
|                | 12:40 - 1:55 PM                                                        | Lunch and DSBSD Awards: Ballroom 1-3                                    |                   |                   |
|                | 2:00 - 2:50 PM<br>MB31, MB32, MB33, MB34, or MB35                      | M _____ Suite:                                                          | or M _____ Suite: | or M _____ Suite: |
|                | 3:20 - 4:10 PM<br>MB41, MB42, MB43, MB44, or MB45                      | M _____ Suite:                                                          | or M _____ Suite: | or M _____ Suite: |
| Tues, Nov 17   | 9:00 - 10:20 AM<br>TW11, TW12, TW13, TW14, TW15, TS1, TS2, or TS3      | T _____ Suite:                                                          | or T _____ Suite: | or T _____ Suite: |
|                | 10:20 AM - 12:20 PM                                                    | Supplier Connect: Exhibit Hall A and B / Sound Bowls and LEGOS: Lobby   |                   |                   |
|                | 12:30 - 1:45 PM                                                        | Lunch: Ballroom 1 - 3, Hall C                                           |                   |                   |
|                | 1:30 - 3:15 PM                                                         | Matchmaking Event: Hall D                                               |                   |                   |
|                | 1:50 - 3:10 PM<br>TW21, TW22, TW23, TW24, TW24, TW25, TS4, TS5, or TS6 | T _____ Suite:                                                          | or T _____ Suite: | or T _____ Suite: |
|                | 3:40 - 4:30 PM<br>TB11, TB12, TB13, TB14, TB15, or VCM                 | T _____ Suite:                                                          | or T _____ Suite: | or T _____ Suite: |
| Wed, Nov 18    | 9:00 - 9:50 AM<br>WB11, WB12, WB13, WB14, or WB15                      | W _____ Suite:                                                          | or W _____ Suite: | or W _____ Suite: |
|                | 10:00 - 10:50 AM<br>WB21, WB22, WB23, WB24, or WB25                    | W _____ Suite:                                                          | or W _____ Suite: | or W _____ Suite: |
|                | 11:00 AM - 12:00 PM                                                    | Closing Keynote featuring Seth Mattison                                 |                   |                   |