



2019 TOAL Mini Institute

Relationship Building with Suppliers and Your Institution

Sunday, September 29 ♦ 1:00 pm – 4:00 pm

The 2019 TOAL Mini Institute, *Relationship Building with Suppliers and Your Institution*, will include an interactive discussion with panelists from our Suppliers Community and Higher Education Institutions. Panelists will discuss the importance of building these relationships, how to develop strategic supplier relationships, the development stages to include expectations and goals and how to continue to grow the relationships.*

The Mini Institute will also have breakout sessions to:

- Focus on the importance of building and developing strategic supplier relationships. Part of this will be focusing on the expectations, setting goals and growing the relationships.
- Support the use of small and diverse suppliers, SBE, MWBE and HUB, within your sourcing strategy.
- Support, where possible, the sustainability goals of your institutions.
- Provide feedback and reporting of the success for your institution and the supplier.

Facilitator

Mary Sue Goldwater, C.P.M., is the Executive Director – Compliance Management for E&I Cooperative Services. She has been purchasing and contracting on behalf of higher education for more than 42 years. After retiring from Texas A&M University in College Station where she served as Associate Director of Purchasing Services in 2005, she joined the contracting team at E&I Cooperative Services. Mary Sue holds a Lifetime C.P.M. certification. She was a former member of the National Association of Educational Procurement's (NAEP) Board of Directors (District V Board Member). She also served as a faculty member for the NAEP "Professional" Institute for four years and has served on the NAEP Program committee several times. On the Regional level, she served as President of NAEP's TOAL region in 2002 and immediate past president in 2003.

****Panelists (to be announced)***