



## 2019 TOAL Annual Meeting Preliminary Program Schedule

### Sunday, September 29

Time	Session	Presentation Summary	Speaker(s)
10:30 am – 12:30 pm	Past President & Board of Directors Meeting (Invite Only)		
1:00 pm – 4:00 pm	<b>Mini Institute: <i>Relationship Building with Suppliers and Your Institution</i></b>	Join us for an interactive discussion with panelists from our Suppliers Community and Higher Education Institutions. We will discuss the importance of building these relationships, how to develop strategic supplier relationships, development stages to include expectations and goals and how to continue to grow the relationships.	Mary Sue Goldwater, E&I Cooperative Services
3:00 pm – 6:00 pm	Registration		
5:00 pm – 6:00 pm	New Attendee Orientation	Veteran TOAL Officers and volunteers will welcome new attendees. Meet with peers from near and far. Receive some pointers for maximizing your success in TOAL – A MUST for new attendees.	Gay Pace University of Arkansas – Monticello
7:00 pm – 9:00 pm	Welcome Reception	Ladies, Gentlemen and Suppliers of all ages...join us for an evening to welcome all our TOAL conference registrants and our valued suppliers. Our host committee has planned an “artistic” evening of entertainment to Astonish & Amaze you...come casual and prepared to meet and visit with old friends, new attendees, our Vendor Show suppliers, and enjoy an event with great food, open bar, fun and entertainment!!!	



SEPT 29 - OCT 2, 2019 | LITTLE ROCK, AR

## 2019 TOAL Annual Meeting Preliminary Program Schedule (continued)

### Monday, September 30

Time	Session	Presentation Summary	Speaker(s)
8:00 am – 9:00 am	Breakfast		
8:00 am – 12:00 pm	Registration		
	Exhibitor Move-in		
9:00 am – 9:30 am	<b>Opening General Session &amp; Welcome Remarks</b>		TOAL Board  Dr. Charles L. Welch, President Arkansas State University System
9:30 am – 10:30 am	<b>Opening Keynote Presentation: <i>Perfecting Procurement through Gratitude</i></b>		David George Brook
10:30 am – 10:45 am	Break		
10:45 am – 11:45 am	Concurrent Session <b><i>Strategies for Mitigating Fraud Risk in Procurement</i></b>	Fraud is becoming more pervasive in our society. This session will provide updated information to help procurement professionals recognize and defend against fraud. This is an updated continuation of the session provided at TOAL 2017. Attendance at the TOAL 2017 session is not a requirement.	Jennifer Adling Texas Tech University
	Concurrent Session <b><i>Supply Chain Management</i></b>		Dr. Brian Fugate
11:45 am – 1:00 pm	Lunch & NAEP/E&I Updates	During lunch listen to updates on what's new and available at NAEP. We will hear excited news about E&I offerings and any changes that may affect anyone using their contracts.	NAEP & E&I Representatives
1:00 pm – 5:00 pm	Vendor Exhibit Grand Opening:	Join <i>The Greatest Vendor Show on Earth!</i> This is an excellent opportunity to achieve one-on-one interaction with our vendors and sponsors.	
7:00 pm – 9:00 pm	Night on your Own		



# 2019 TOAL Annual Meeting

## Preliminary Program Schedule (continued)

**Tuesday, October 1**

Time	Session	Presentation Summary	Speaker(s)
7:30 am – 8:30 am	Breakfast		
7:30 am – 12:00 pm	Registration		
8:30 am – 9:30 am	Concurrent Session <b><i>Spec Writing 101</i></b>	Specifications are one of the most important elements in the procurement process and are essential to the formation of sound contracts. Yet, many procurement professionals lack the skills needed to develop clear and concise specifications. This workshop will define and explore the different types of specifications used in procurement, the essential elements of a scope of work, and provide attendees a hands-on experience in the specification writing process.	Teri Floyd Texas Tech University
	Concurrent Session <b><i>Collaboration &amp; Contracting to Save Money for Multi-Campus Systems</i></b>	As funding for Higher Education becomes scarcer, it is prudent that procurement and IT work closely on contracts that can save the institution money. At Arkansas State, they have been tasked to bring all five campuses together and find ways to combine contracts for better value. Arkansas State has been successful and saved significant funds in doing so. The contract administration and IT departments have formed a formidable relationship as a result.	Carol Barnhill & Henry Torres Arkansas State University – Jonesboro
9:30 am – 9:45 am	Break		
9:45 am – 10:45 am	Concurrent Session <b><i>Data Analytics – How to Improve your Process</i></b>	The objective of this class is to empower procurement professionals to know and understand what their processes are costing in terms of time, effort, and success rates through the use of statistics, analytics, and some tools from manufacturing techniques to visualize problems, solutions, and how to implement in your environment.	Dr. Brian McGinley & Blake Shaw Texas A&M University – Commerce

<b>Time</b>	<b>Session</b>	<b>Presentation Summary</b>	<b>Speaker(s)</b>
9:45 am – 10:45 am	Concurrent Session <b><i>Mining in Procurement and Strategic Sourcing</i></b>		Charlie Brooks University of Texas – Arlington
10:45 am – 11:00 am	Break		
11:00 am – 12:00 am	Concurrent Session <b><i>Procurement Service Level Agreements</i></b>	Creating a Procurement Service Level Agreement (SLA) is critical in the delivery of core business functions for any Procurement Department. Through a very intentional and well thought out process, your SLA tells the story of what you do, provides definition to what your clients must do, and builds expectation as to how fast you will do it. The SLA becomes your governing document and foundation on which you will build world class service delivery model that is sustainable.	Rogelio Anasasti
	Concurrent Session <b><i>Communication for Procurement Professionals</i></b>		Burr Millsap University of Oklahoma
12:00 pm – 1:00 pm	Lunch		
1:00 pm - 2:30 pm	General Session: <b>TBD</b>	Please welcome back a favorite presenter at TOAL.	Thomas Pennington General Counsel & Professor Arkansas Tech University
2:30 pm – 2:45 pm	Break		
2:45 pm – 4:15 pm	<b><i>Don't Have a Hissy Fit – Pitch One:</i></b> Exploring solutions to some of procurement's most challenging challenges	In this updated version of the MindXChange, attendees will collaborate in groups on procurement topics: <ul style="list-style-type: none"> <li>• Agile Procurement</li> <li>• Sourcing Strategies</li> <li>• Social Responsibility</li> <li>• Becoming Partners with Key Stakeholders</li> <li>• Moving Beyond Strict Focus on Cost Savings/Declining Value of Cost Savings</li> <li>• Category Management</li> </ul>	Team Collaboration
7:00 pm – 10:00 pm	<b><i>Host Committee Event: Southern Charm</i></b>	Join us on for an evening of honey drippin' pure <i>Southern Charm</i> with all the fun of an old fashion southern garden party on the bank of the Arkansas River. Explore the beautiful Sculpture Garden adjacent to our hotel, while enjoying food and drink along with dancing and yard games. To add to the fun, come dressed as your favorite "southerner" for prizes awarded for best costume!	



# 2019 TOAL Annual Meeting

## Preliminary Program Schedule (continued)

### Wednesday, October 2

Time	Session	Presentation Summary	Speaker
7:30 am – 8:30 am	Breakfast		
8:30 am – 10:30 am	Closing Keynote Presentation: <b><i>Navigating Beyond Conflict in Procurement</i></b>	<ul style="list-style-type: none"> <li>• The differences people bring to the workplace can promote tremendous creativity and innovation. Those same differences also can contribute to misunderstandings, which can lead to discord and, if left unresolved, dispute. Employees need to know how to effectively navigate beyond conflict to prevent damage from occurring.</li> <li>• In this course, individuals learn how to recognize the warning signs of conflict and take action to prevent situations from escalating or to work out the conflict if it does escalate. This allows them to mitigate any negative impact, thus reducing the cost of conflict and improving business results.</li> </ul>	Lisa Wymer, EdD, MBTI, DDI Master Trainer, ESCI  Tim Bullington, Ph. D.  University of Arkansas for Medical Sciences
10:30 am – 11:00 am	Business Meeting & Raffle Prizes		