



Corporate & Shared Services



# Government Procurement Transformation Insights

Delivering a simpler, more accessible, and cost-efficient public procurement system

Online → Wednesday, September 7, 2022 | 12:00 - 2:40pm ET

## Your Inspiring Speakers



**JAIME SCHORR**  
Chief Procurement Officer  
State of Maine



**GEORGE SCHUTTER**  
Chief Procurement Officer  
District of Columbia



**SEAN CARROLL**  
Chief Procurement Officer  
New York State Office of General Services



**GREGORY SPEARMAN**  
Purchasing Director  
City of Tampa



**MICHAEL MCKENNA MILLER**  
Director of Strategic Procurement,  
Administration and Finance  
City of Boston



**JULIET MISCONI**  
Chief Procurement Officer  
City of Palm Bay Procurement Department



**SHESHE SEGAR**  
Executive Director of Operations & Chief Diversity Officer  
New York City Commission on Human Rights



**ANDY MALAY**  
Vice President, Public Sector  
Coupa Software



**MIKE MAXWELL**  
Vice President, State and Local Government and Education (SLED)  
Coupa Software



**JONATHAN OZOVEK**  
Chief Transformation Officer - SLED  
Iron Bow



**JENNIFER SULENTIC**  
Public Procurement Ally  
CompareCoOps

## Benefits of Attending



Identify best practices in artificial Intelligence (AI), a supplier diversity program, efficiencies through a client service model, procurement and technology modernization, and technology/transparency in government contracting



Examine strategies to engage with minority groups in the public sector through a supplier diversity program



Learn how technology can help overcome the top barriers to modern procurement, and what improvements are needed



Examine and address challenges that occur from procurement drive initiatives

[CLICK HERE TO REGISTER](#)

## Delivering a simpler, more accessible, and cost-efficient public procurement system

Procurement is a key strategic process for the public sector to satisfy their constituents by delivering the right products and services on time. Technology is at the core of implementing a successful procurement process. The objective of procurement transformation is to perform tasks and process more efficiently using technology to deliver benefits seamlessly, without impacting its current operation. Without a robust procurement platform, it can be difficult for agencies to scale their procurement processes or address the challenges of transparency.

Public Sector Network invites you to join the conversation at our Virtual Event: **Government Procurement Transformation Insights**. We will bring together public sector thought leaders as they examine such topics as artificial Intelligence (AI), a supplier diversity program, efficiencies through a client service model, procurement and technology modernization, and technology/transparency in government contracting.

### Who You'll Meet

**Departments:** Purchasing and Supply Management, General Services, IT, IS, Administration, Transportation, Finance/Treasury, Healthcare, Social Services, Education, Law Enforcement, Defense, HR

- Chief Procurement Officer
- Chief Sourcing Officer
- Sourcing Manager
- Purchasing Director
- Acquisition Director
- Director Contracts/Procurement
- Procurement & Supply Managers



12:00pm ET

## Welcome from Public Sector Network

12:05pm ET

### Welcome from Chair

#### Transforming Public Sector Procurement Through Innovative Technology

Andy Malay, Vice President of Public Sector for Coupa Software will review the key influences and drivers that are creating the demand for more efficient, modern, comprehensive, and flexible procurement solutions. In response to these influences and drivers, you will hear how modern procurement organizations are using innovative technology such as machine learning, artificial intelligence (AI), and guided buying to improve operating efficiency, address supply chain demands, create more effective buyer-supplier relationships, and better manage costs. You will also learn how the latest procurement technologies reduce supplier risks, improve and expand the use of your ESG and socio-economic diverse supplier network, achieve sustainability objectives, and optimize your procurement sourcing processes – all through a compliant and secure cloud-based solutions. Examples of government organizations achieving these benefits will also be presented.

**Andy Malay**, Vice President, Public Sector, **Coupa Software**

12:20pm ET

### Government Keynote:

#### Leveraging Artificial Intelligence (AI) Solutions in Procurement

Integrating artificial intelligence (AI) into your procurement processes will give your team the tools it needs to support agency goals while setting a new standard for transforming data into a greater process efficiency, that's agile, resilient, and ready for challenges.

Key areas integrating artificial intelligence (AI) can support Procurement in:

- Make better decisions- artificial intelligence (AI) can provide timely analytics and data-driven insights to make better sourcing decisions
- Identify new opportunities-shifting through vast amounts of data, artificial intelligence (AI) can uncover new savings or revenue opportunities
- Improve operations-artificial intelligence (AI) has the potential to streamline or align internal operations

**Jaime Schorr**, Chief Procurement Officer, **State of Maine**

12:40pm ET

### Platinum Keynote:

#### Next Generation Procurement: How to Establish Superior Efficiency and Effectiveness in the Public Sector

In the public sector, procurement is of the utmost importance. It powers everything from our infrastructure, school systems, transit, to healthcare and constituent services. In fact, over \$1.5 trillion is spent annually by state, local, and educational organizations across the United States. At the same time, recent crises and evolving scenarios have highlighted procurement gaps and inefficiencies compounded by operational complexity and workforce labor shortages.

Next generation models seek instead to optimize procurement without sacrificing security and due diligence in the following ways:

- Transforming supplier selection and negotiation
- Optimized ecosystem management and enhanced collaboration between internal and external stakeholders
- Enhanced governance
- Innovation focus, tools, and systems injected into the procurement process

**Jonathan Ozovek**, Chief Transformation Officer - SLED, **Iron Bow**

12:55pm ET

### Panel Discussion:

#### Inclusion and Innovation: Why do You Need a Supplier Diversity Program?

Increasing the representation of minority groups in the public sector has been a common topic of discussion. Recent global events have only served to increase the prominence of these issues. While employment and recruiting practices have made significant strides in increasing internal diversity, the public sector still struggles with their procurement efforts. As experts in the field of supplier diversity, our panelists will be discussing how government can build a Supplier Diversity program into their purchasing efforts in an equitable and effective way. This panel will address:

- What is supplier diversity, and what is it not?
- Why does supplier diversity matter to governments?
- What does a supplier diversity program look like?
- What are the benefits and challenges of building a supplier diversity program for your organization?
- What is the economic impact of inclusive procurement?
- How can supplier diversity be monitored and tracked effectively?

**Gregory Spearman**, Purchasing Director, **City of Tampa**

**Michael McKenna Miller**, Director of Strategic Procurement, Administration and Finance, **City of Boston**

**Sheshe Segar**, Executive Director of Operations & Chief Diversity Officer, **New York City Commission on Human Rights**

**Moderator: Mike Maxwell**, Vice President, State and Local Government and Education (SLED), **Coupa Software**

1:25pm ET

**Gold Partner Session:**

**The Next Evolution of Cooperative Purchasing**

Cooperative purchasing is the best way for SLED buyers to work together and maximize efficiencies in the public procurement process. These competitively solicited contracts have become a widely used resource nationwide. Despite their benefits, many buyers question if these contracts can be customized to meet their agency requirements. Are they really the “best value” or “able to support local/MBE/WBE suppliers?” This session focuses on how technology can answer these and many other questions that will help you confidently use cooperative contracts.

**Jennifer Sulentic**, Public Procurement Ally, **CompareCoOps**

1:40pm ET

**Break**

1:45pm ET

**Government Case Study:**

**Promoting Procurement Efficiencies through a Client Service Model**

Public procurement professionals are highly engaged in the intricacies of the procurement process. When procurement leaders seek to improve the efficiency of the procurement operations, the first inclination is to make changes to the procurement process. Reframing how we conduct acquisitions through a client services model provides a solution to increased efficiency by creating an individualized client-centric procurement experience. By assuming the role of business advisor, public procurement professionals can proactively engage clients and vendors to obtain a meeting of the minds between industry and the public sector, while also improving service delivery.

**George Schutter**, Chief Procurement Officer, **District of Columbia**

2:05pm ET

**Panel Discussion:**

**Technology and Transparency in Government Contracting**

The public sector purchasing departments are adapting to fundamental changes in how RFPs are designed and distributed, as well as how government contracts are awarded. The arrival of new technologies make it more seamless for contractors to find and bid on RFP'S, this will have a positive impact on the procurement process. Technology improvements will continue to play important roles in public sector contracting. As buying organizations and vendors increasingly adopt the technologies that disrupt conventional procurement processes, so too will the expectation of transparency become more prevalent at every step of government contracting.

**Sean Carroll**, Chief Procurement Officer, **New York State Office of General Services**

**Juliet Misconi**, Chief Procurement Officer, **City of Palm Bay Procurement Department**

**Moderator: Mike Maxwell**, Vice President, State and Local Government and Education (SLED), **Coupa Software**

2:35pm ET

**Closing Remarks from the Chair**

2:40pm ET

**Virtual Event Adjourns**

Thank you to our **Event Partners**

For partnership opportunities, contact **Mike LeFrank** for more information.

Chair



Platinum



Gold

