

39th SCAGPO

Annual Professional Development Forum & Trade Show

PLENARY/KEYNOTE *Speakers:*



**SUNJAY
NATH**

**WEDNESDAY,
NOVEMBER 15TH
OPENING SESSION:
Sunjay Nath**



**TAMMY
RIMES**

**THURSDAY,
NOVEMBER 16TH
Tammy Rimes**



**DR. THOMAS
WHITE**

**FRIDAY,
NOVEMBER 17TH
CLOSING SPEAKERS:
Dr. Thomas White
& Kelly Swanson**

PRESENTERS:

Allen Register
Delbert Singleton
Jim Davis
John Stevens
John White
Kimber Craig
Mary Sims
Mike Emory
Mike Spicer
Norma Hall
Sherri Barnhardt
Steve Pullie
Tameeka Donald
Tony Ellis
and more...

Pre-Forum Events
November 14
(Bowling, Golf, Board &
Committee Meetings)

**November
15-17
2017**

**Autograph
EXCELLENCE**

SOUTH CAROLINA ASSOCIATION OF GOVERNMENTAL PURCHASING OFFICIALS

**MYRTLE BEACH MARRIOTT
RESORT & SPA AT GRANDE DUNES**

8400 Costa Verde Drive
Myrtle Beach, SC 29572

**YOUR
WORK
WITH**



**KELLY
SWANSON**



SCAGPO congratulates the following members who recently achieved their CPPO and CPPB certifications through the Universal Public Procurement Certification Council (UPPCC).

Regina Bennett, CPPB – Spartanburg County Government

Ashley Cash, CPPB – Berkeley County School District

Lisa Coleman, CPPO, CPPB – Spartanburg County Government

Scott Maxie, CPPB – Town of Mount Pleasant

Kathy Santandreu, CPPO, CPPB – State Fiscal Accountability Authority



Message from

Stacy Adams, CPPB

2017 SCAGPO President



Welcome to SCAGPO's 39th Annual Professional Development Forum and Trade Show. On behalf of the Board of Directors, it is my distinct pleasure to welcome you to this year's Forum. This year's theme, Autograph Your Work With Excellence, is truly an indication of the vision we have shared as a Board this entire year. We hope that by the end of the week you will agree that this year's forum is a continued demonstration of excellence.

I am so proud of the effort and work that Nan Johnson, Stacy Gregg and their committees have put into ensuring that each of you leave this event better equipped personally and professionally to face our profession's challenges. I can say with confidence that every opportunity has been made to create environments for you to improve your networks and increase your knowledge. Our hope is that you take advantage of every opportunity, and please let us know if there is anything we can do to assist you while you are here at the beach.

To our members, be sure to visit the trade show at every opportunity. Without our vendor partners, we would not be able to have such a great event.

If this is your first time at Forum, we are glad you are here. Please take every opportunity to network, attend training classes, and enjoy the fun events.

To the vendors that are here for the trade show, we appreciate you. Without you, we would not be able to have such an excellent event. Remember, you are welcome to attend the training classes that interest you. We have made significant changes to the agenda this year to help facilitate participation at the trade show, while also allowing those that are traveling to get back on the road earlier. We hope this change serves you well. While we look to the Forum as the showcase of our year, we still have a few things remaining on the calendar for you. Be sure to join us for the Christmas Luncheon on December 12th at Capital City Club, overlooking Columbia as we honor our retirees. The registration for this event is on our website. Also, be sure to give towards our final charitable project for 2017, as well as participate in, the Wreaths Across America wreath laying ceremony at Fort Jackson on December 16th.



SOUTH CAROLINA ASSOCIATION OF GOVERNMENTAL PURCHASING OFFICIALS



Message from
Nan Johnson, CPPO, CPPB
2017 SCAGPO Vice President
Program Committee Chair

Greetings!

We are so glad you could join us at the 39th Annual SCAGPO Professional Development Forum and Trade Show.

This year's theme, "Autograph Your Work with Excellence," is something we should all aspire to. The quality of one's work is not only a reflection of the individual and their work ethic, but it is also a great testament of their commitment to their customers.

The Program Committee has worked hard to bring you outstanding training sessions that will enhance your procurement skills. We also have engaging speakers who will motivate, encourage and give you a laugh. You can use the SCAGPO Forum Event app along with this program book to create your own schedule of the sessions you would like to attend.

Please take the time to visit and thank each vendor and our sponsors for supporting SCAGPO and our Forum. Without their participation and support this event would not be possible. The vendor trade show schedule can be found on the program agenda in this book. Please note that on Thursday, the vendor trade show will be held in the morning instead of the afternoon. This change was implemented to better meet the needs of our vendor community.

We hope that you enjoy the forum and that the benefit of the training sessions, networking opportunities and connections with colleagues last long after the forum has ended.

Program

Nan Johnson, Chair
Lisa Ackerman
Charlie Adams
Jo Marie Brown
Nadine Chasteen
Clarissa Clark
Carla Clark-Pitchford
Georgia Gillens
Sam Hanvey
Pamela Hassan
Maurice Jackson
Toni Marshall
Kim Parham
Jan Peterson
Sheila Pickett
Karen Pressley
Steve Pullie
Michael Speakmon
Robin Strickland
La Tasha Terry
Mary Ellen Williams
Sandra Wright



Congratulations to Portia Davis for winning the 2017 Theme Contest with "Autograph Your Work with Excellence".

Each year the Theme Contest Winner receives one free night lodging at the Forum. Remember to submit your ideas during the next theme contest!! You could be our next winner!!

Congratulations Portia!!



Portia Davis
Darlington County



Message from
Stacy Gregg, CPPB, CPPB
Forum Committee Chair

Valued Members, Vendors, and Guests,

Thank you so much for your continued support of SCAGPO programs as well as our Annual Forum.

This is my first attempt at this important responsibility; and I hope that you find that this year's committee lives up to the efforts of previous Chairs, Steve Pullie, Georgia Gillens, and Clarissa

Clark. As we progress through the remainder of the week, I hope that you find that the few changes made are meaningful and enhances your experience. As always, if you need assistance, please reach out to anyone wearing a Conference Ribbon.

Finally, new to our Forum this year are interns. These four young ladies from River Bluff High School in Lexington will be serving at the registration desks, as lobby hosts, and in several other capacities. Our intent through several initiatives is to introduce more young people to Public Procurement Profession. Please be kind to these young people as they participate in sessions and attend some of our networking events.

Thank you. I look forward to spending this time with you.



Forum Committee
 Stacy Gregg, Chair
 Jennifer Abney
 Denise Badillo
 Clarissa Belton
 Anita Blount
 Julie Boland
 Brandalyn Brewer
 Erica Brock
 Jo Marie Brown
 Clarissa Clark
 James deLuca
 Angientia DeVaux
 Valerie Duncan
 Annette Dunmeyer
 Georgia Gillens
 Jessica Goff
 Bryan Gresham
 Sam Hanvey
 Shateka Holliday
 Belinda Holloway
 Tammy Isham
 Lind Jackson
 Sonya Lybrand
 Rob Lyon
 Toni Marshall
 Sheila Pickett
 Steve Pullie
 Angela Ramsey
 David Rawl
 Bert Red
 Jalarie Robinson
 Dora Robson
 Shannon Senn
 La Tasha Terry
 Charles Wiggins
 Mary Ellen Williams

Tuesday, November 14, 2017

Vendors are welcome to attend all events in red.

8:00 AM – 3:00 PM	5th Annual Scholarship Golf Tournament *	Legends Moorland Course
1:00 PM – 2:00 PM	Program Committee Meeting	Osprey
1:00 PM – 2:30 PM	Forum Committee Meeting	Group Office
2:30 PM – 4:30 PM	Early Member & Vendor Registration	Trade Show Lobby
3:00 PM – 4:00 PM	SCAGPO Board Meeting	Osprey
4:45 PM – 5:00 PM	Shuttle picks up from the hotel to go to Bowling Event (Prompt Departure)	Rear Parking Lot
6:00 PM – 9:00 PM	Bowling Networking Event * – “710 Bowling” North Myrtle Beach	710 Bowling

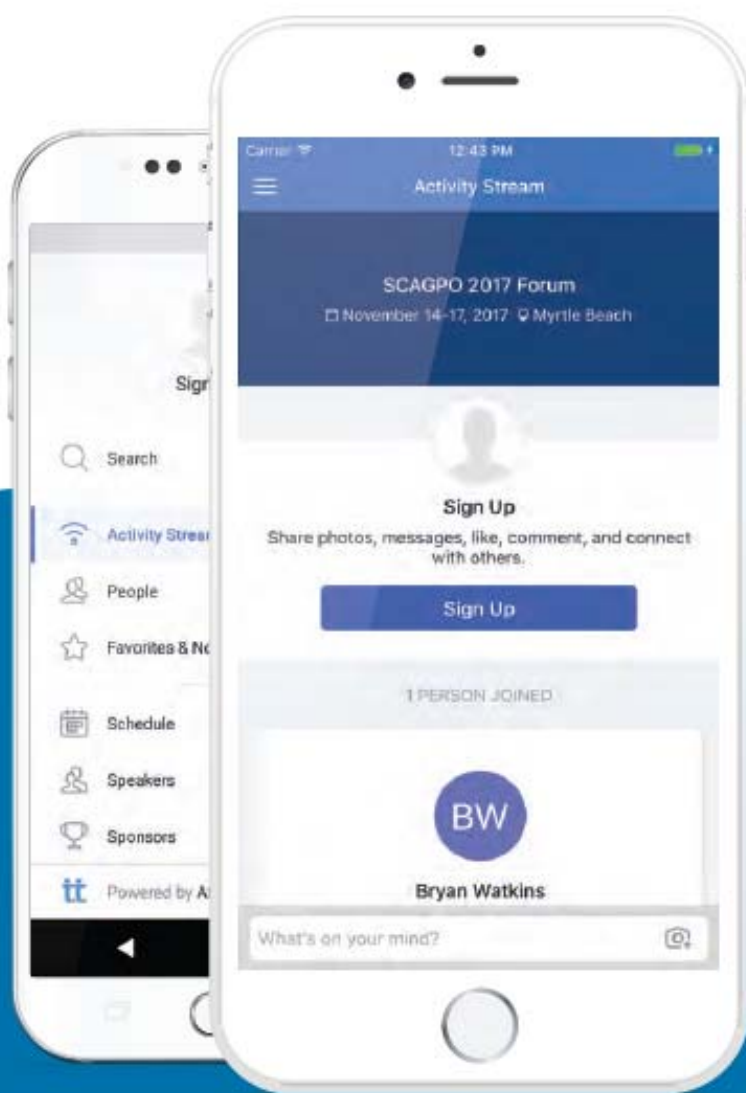


SCAGPO 2017 Annual Forum

November 14-17, 2017 • Myrtle Beach

Be sure to [set up your profile](#) so attendees can connect and network with you at the event!

Share to the app and on social media using [#SCAGPO2017](#)



Scan to download



Available for  

SCAGPO 2017
Annual Forum

2017 SCAGPO LEADERSHIP OFFICERS

Stacy L. Adams, CPPB
President

Nan L. Johnson, CPPO, CPPB
Vice President

Denise E. Badillo, CPPO, CPPB
Treasurer

LaWana Robinson-Lee, CPPO, CPPB
Secretary

Clarissa Clark, CPPO, CPPB
Database Administrator

Regional Directors

Region I

Jo Marie Brown, CPPO, CPPB

Region II

Mary Ellen Williams, CPPB

Region III

Geneva Jackson

Region IV

Michael Emory, CPPB

Region V

Maurice Jackson, CPPB

Directors at Large

Andrea Bowman, CPPB

Janice Bradford, CPPB

Debra Cannon, CPPO, CPPB

James P. DeLuca, CPPO

Tammy R. Isham, CPPB

Past President

Stacy Gregg, CPPO, CPPB

2017 SCAGPO Leadership: Committee Chairs

Stacy Gregg, CPPO, CCPB
Annual Forum

Stacy Gregg, CPPO, CPPB
Nominating

Steve Pullie, CPPB
Awards & Scholarships

Stacy Gregg, CPPO, CPPB
Past President's Council

Sheila O. Willis, CPPB
Certification

Jennifer V. Abney
Professional Development

Sam Hanvey, CPPB, APM
Co-Sponsorship

Nan Johnson, CPPO, CPPB
Program

Christy Davis, CPPB
Finance

Daniel Covey
Legislative & Resolutions

Jo Marie Brown, CPPO, CPPB
Historian

Rob Lyon
Information & Publicity

Shateka L. Holliday
Membership

Kim Parham, CPPB
Parliamentarian

2017 SCAGPO Committees

Finance

Christie Davis, Chair
Daniel Covey
Jessica Goff
Kristen Hutto
Toni Norton
Angela Ramsey

Information & Publicity

Rob Lyon, Chair
Jo Marie Brown
Jessica Goff
Karen Pressley
Dora Robson

Nominating

Stacy Gregg, Chair
Timika Beaver
Sam Hanvey
Steve Pullie

Membership

Shateka Holliday, Chair
Timika Beaver
Lind Jackson
Toni Marshall
Sheila Pickett
Karen Pressley
Angela Ramsey
La Tasha Terry

Certification

Sheila Willis, Chair
Jo Marie Brown
Ashley Cash
Mike Emory
Kristen Moss
LaShonda Outing
Sheila Pickett
Karen Pressley

Awards & Scholarships

Steve Pullie, Chair
Ruthie Bishop
Keisha Byrd
Stacy Gregg
Pamela Hassan
Debra McGowan
LaShonda Outling
Karen Pressling
Dora Robson
LaWana Robinson-Lee

Bowling

Tammy Isham, Chair
Anita Blount
Brandalyn Brewer
Torrey Golson
Sam Hanvey
Robert Williams

Historian

Jo Marie Brown, Chair
Daniel Covey
Jessica Goff
Shateka Holliday
Mary Ellen Williams
Robert Williams

2017 SCAGPO Committees

NIGP

Jennifer Abney
Jessica Goff
Bryan Gresham
Tammy Isham
Jan Peterson
Sheila Pickett
LaWana Robinson-Lee
Latitia Trezevant
Robert Williams
Mary Ellen Williams

Mentorship

Tony Ellis, Chair
Timika Beaver
Jo Marie Brown
Pamela Hassan
Michele Mahon
Latitia Trezevant
Robert Williams

Professional Development

Jennifer Abney, Chair
Lisa Ackerman
Charlie Adams
Timika Beaver
Andy Bowman
Erica Brock
Clarissa Clark
Carla Clark-Pitchford
Valerie Duncan
Jessica Goff
Valerie Duncan
Bryan Gresham
Tammy Isham
Deborah McGowan
Francine Miller
Toni Norton
Jan Peterson
LaWana Robinson-Lee
LaTasha Terry
Robert Williams

Golf

Robert Lyon, Chair
Sam Hanvey
Phillip Mishoe

Reverse Trade Show

Michael Speakmon, Chair
Jo Marie Brown
Shateka Holliday
Nan Johnson
Deborah McGowan
Robinlee Speakmon
Mary Ellen Williams
Charlie Adams

Silent Auction

Sheila Willis, Chair
Jo Marie Brown
Mike Emory
Pamela Hassan
Toni Mashall
Mary Ellen Williams

SCAGPO 39th Annual Forum 2017



Wednesday, November 15, 2017

Vendors are welcome to attend all events in red.

7:00 AM – 8:30 PM	Platinum Sponsor Breakfast: General Session (Ion Wave Technologies, Inc.)	Oleander
7:45 AM – 9:00 AM	Member Registration	Trade Show Lobby
7:45 AM – 8:30 AM	First Timers & Young Professionals Orientation - Mike Emory, Steve Pullie	Tides 2
8:45 AM – 9:00 AM	President's Welcome	Oleander
9:00 AM – 10:30 AM	Plenary Session Speaker: <i>Strength Based Leadership - The 10-80-10 Principle - Sunjay Nath</i>	Oleander
10:30 AM - 5:00 PM	Member & Vendor Registration	Trade Show Lobby
10:30 AM – 1:00 PM	Trade Show Set-Up by Vendors	Atlantic Ballroom
10:45 AM - 8:00 PM	Silent Auction – (Certification Committee)	Osprey
10:45 AM - 11:45 AM	Concurrent Session: <i>Opportunity is Knocking - Are You Listening - Steve Pullie</i>	Heron
10:45 AM – 11:45 AM	Concurrent Session: <i>Contracting for Services - Sherri Barnhardt (NC)</i>	Tides 2
10:45 AM – 11:45 AM	Concurrent Session: <i>MMO Resources for Locals , K12, and State Entities - Tameeka Donald</i>	Tides 1
10:45 AM – 11:45 AM	Concurrent Session: <i>Customer Service - Mary Sims</i>	Oleander A
10:45 AM – 11:45 AM	Concurrent Session: <i>Agency Communication & Relations - John Stevens</i>	Oleander B
11:45 AM – 1:15 PM	Break for Lunch – On Your Own	
11:45 AM - 2:00 PM	Technical Colleges Purchasing Peer Group Meeting	Pelican
1:15 PM – 5:00 PM	Vendor Trade Show	Atlantic Ballroom
5:00 PM – 6:30 PM	Dinner On Your Own	
6:30 PM – 7:00 PM	President's Reception * – Light refreshments	Oleander
7:00 PM – 11:00 PM	Networking Social * –Join us for Dancing, Photo Booth, and Karaoke	Oleander
7:15 PM	Election Results	Oleander
8:00 PM	Silent Auction Closes - Winners Announced at President's Reception	Osprey
8:30 PM-9:30 PM	Silent Auction Pick-Up	Osprey

10 - Autograph Your Work With Excellence



Sunjay Nath, MBA, BScE, CSP

Sunjay travels globally sharing insights on leadership and performance. He is best known for his trademark, “The 10-80-10 Principle” which is a framework that helps individuals and teams improve performance. This methodology combines best practices with small wins to help people empower themselves.

Sunjay was a founding Vice President of an e-learning company based in Toronto that has gone on to become a multimillion-dollar company. Prior to that position he worked as an engineer for a distribution company in New York. He served as a camp director for several years with a camp that focuses on developing leadership skills in students. He has also held positions with H&R Block and Bank of Montreal.

He started an international speaking business when he was 19; he wasn’t even old enough to rent a car. This was particularly problematic when he would travel. As a speaker, Sunjay has travelled extensively and addressed in person well over 1,000,000 people around the world since 1995. In 2005, Sunjay became the youngest Canadian (and third youngest in the world) ever to earn his CSP (Certified Speaking Professional). The CSP is the highest internationally recognized designation that a speaker can aspire to achieve.

With his background, Sunjay offers a rare combination of both left and right brain activities to engage all audience members. Sunjay holds an undergraduate degree in Mathematical Engineering, a degree that after the first year of the program, 80% of the students failed out. He also holds a Masters in Business Administration. During his MBA, he took first prize in an international business case competition.

Always striving to achieve, Sunjay has earned his Black Belt in Tae Kwon Do, has run a full 26 mile (42km) marathon and has jumped out of a perfectly good plane (some call it skydiving). He has served as President of the Canadian Association of Professional Speakers Toronto Chapter and President of his Engineering Discipline. He is a magician, a comedian, a professional actor, can juggle and at the university, he was rated as one of the country’s top debaters.

Sunjay is the author of The 10-80-10 Principle, The ABCs of Student Leadership, and a contributing author for the book, Professionally Speaking. His new projects include learning to sing “Row, Row, Row Your Boat” in rounds ... by himself.

NOTES

SCAGPO 39th Annual Forum 2017



Thursday - November 16, 2017

Vendors are welcome to attend all events in red.

7:00 AM – 8:15 AM	Platinum Sponsor Breakfast: General Session (Pollock and Konica Minolta)	Oleander
7:45 AM – 8:30 AM	Member Registration	Trade Show Lobby
8:30 AM – 10:00 AM	Plenary Session: <i>If Your Customers Had A Choice, Would They Choose You? - Tammy Rimes</i>	Oleander
10:15 AM – 5:00 PM	Member Registration	Trade Show Lobby
10:15 AM - 12:00 PM	Vendor Trade Show	Atlantic Ballroom
11:45 AM - 12:30 PM	Trade Show Drawing	Atlantic Ballroom
12:30 PM – 1:30 PM	Networking Luncheon	Oleander
1:45 PM - 2:45 PM	General Session: Kimber Craig, Delbert Singleton, Mike Spicer, & John White - <i>South Carolina Procurement Updates with Round Table Discussions – Conversations that Connect</i>	Oleander
3:00 PM - 4:45 PM	Extended Feature Session: <i>The Value of Humor in the Workplace - Tony Ellis, CPPO</i>	Osprey
3:00 PM - 4:45 PM	Extended Feature Session: <i>Financial Planning for the Future - Jim Davis</i>	Heron
3:00 PM - 3:45 PM	Concurrent Session: <i>Documenting Contractor Performance - Allen Register</i>	Tides 1
3:00 PM - 3:45 PM	Concurrent Session: <i>Ethics, Accountability, FOIA and Model Procurement Best Practices for Local Government Officials - Jeanne Lisowski, Esq., LaWana Robinson-Lee, Sandra Wright</i>	Tides 2
3:00 PM - 3:45 PM	Concurrent Session: <i>Shades of Grey: Passion in Purchasing? - Tammy Rimes</i>	Oleander A
3:00 PM - 3:45 PM	Concurrent Session: <i>Information Security: What You Need to Know - Mike Spicer</i>	Oleander B
4:00 PM - 4:45 PM	Concurrent Session: <i>Procurement Trends & Their Impact on the Future - Norma Hall</i>	Tides 2
4:00 PM - 4:45 PM	Concurrent Session: <i>Why Risk Analysis Will Make You Question Everything- Kimber</i>	Tides 1
6:30 PM – 7:00 PM	Reception	Oleander Lobby
7:00 PM – 9:00 PM	Awards Banquet: * Denim & Diamonds... How will you dress it up?	Oleander

Tammy Rimes

Consultant, Speaker, Author

Tammy served as Purchasing Agent for the City of San Diego, the 9th largest city in the nation and as Emergency Logistics Chief during the 2007 Witch Creek Fires that raged for 17 days and destroyed over 2000 homes. Under her leadership, the City consolidated its warehouse operations, centralized all purchasing and contracting operations, and moved to a more customer focused approach. Now, as the Executive Director of the National Cooperative Procurement Partners (NCP), she is passionate about helping government and supplier clients take their cooperative procurement strategy to the next level. As a keynote speaker, trainer and procurement consultant, Tammy strives to motivate and recognize great procurement teams across the nation and support their efforts in solving tough procurement problems.

With a Master's degree in Public Administration, she also has a past corporate world experience and years of selling experience of a myriad of products and services - including electricity from a utilities company, computer systems for businesses, and even horses and wine. Yep, that last part was right...even wine! Tammy has the unique perspective of working in three different worlds – corporate, government and entrepreneurial.



NOTES

SCAGPO 39th Annual Forum 2017



Friday - November 17, 2017

Vendors are welcome to attend all events in red.

8:00 AM – 12:00 PM	Turn in Extra Tokens	Oleander
8:00 AM – 8:45 AM	Platinum Sponsor Breakfast: General Session (Reverse Auctions - E-Bridge)	Oleander
9:00 AM - 10:15 AM	Plenary Session Featuring: <i>Values Based Leadership -Dr. Thomas White</i>	Oleander
10:15 AM – 10:30 AM	Morning Break	
10:30 AM – 11:30 AM	Closing Session: <i>You. Your Story. Make An Impact. - Kelly Swanson</i>	Oleander
11:30 AM – 11:45 AM	Break	
11:45 AM – 12:00 PM	Gift Drawing & Adjournment	Oleander

Work so hard that one day people will call
your Signature your Autograph!





Dr. Thomas White

Dr. Thomas White serves as Assistant Superintendent for Planning in Spartanburg County School District Seven. His 37-year career in education includes positions as teacher, guidance counselor, coach, athletic director, career center director, high school principal, district administrator, assistant superintendent and superintendent. Dr. White has served as an adjunct faculty member for undergraduate and graduate level courses at five universities and colleges. He has served in

leadership positions in several civic and professional organizations. Dr. White has been recognized for outstanding achievement by many professional and civic organizations.

Dr. White provides leadership in the planning, directing, and management of the district's daily operations and strategic planning functions. He is overseeing the implementation of a \$185 million capital plan approved by referendum, which includes construction of a new elementary school and a new 2500 student high school among other projects. Other areas of Dr. White's division include; transportation, maintenance, food service, facilities use, capital improvement, new construction, risk management and school safety. His primary responsibility is providing district oversight working in conjunction with the Superintendent, district leadership team, and school level administrators.

Dr. White holds a B.A. in Biology from Winthrop University. He also earned M.Ed., Ed.S. and Ph.D. degrees in Educational Administration from the University of South Carolina. Other specialized training includes The Diversity Leaders Institute through the Riley Institute at Furman University; Spartanburg Regional Fellows program; Center for Creative Leadership in Greensboro, NC; and Distinguished Graduate of Officer Training School, for the United States Air Force in Lackland, Texas.

Dr. White has been married to Cassie Anderson of Blacksburg, SC for 41 years. Cassie and Thomas have three children and eight grandchildren. They reside in the Spartanburg, SC.

NOTES



Kelly Swanson

Kelly Swanson is an award-winning storyteller, motivational speaker, comedian, and author of “Who Hijacked My Fairy Tale?” and “The Story Formula”. She makes you laugh, reminds you how much you matter, helps you find passion and purpose in your work, teaches you how to deal with stress and change, and shows you how to connect with people to form stronger teams and be better leaders. All through the power of story.

NOTES

2017 Presenters

Sherri Barnhardt, CLGPO, CPPB

Sherri Barnhardt has acquired more than 22 years of governmental purchasing experience. Beginning in 1994, she became the Purchasing Officer/Contract Administrator for Cabarrus County, NC. In March 2015, she began working as the Director of Procurement and Materials Management for Onslow County Schools in Jacksonville NC. Sherri was the President of the Carolinas Association of Governmental Purchasing in 2007-2008. She has been the Treasurer since 2010.



Kimber Craig, CPPO

Kimber Craig is the Procurement Director for the Procurement Services Division of the State Fiscal Accountability Authority. She is responsible for both the State Procurement Office and the Information Technology Management Office. She began her career with State Government as a Procurement Manager with the State Procurement Office in 2007. She has also worked on the SCEIS Team and was the Procurement Director for the Budget & Control Board-Office of Internal Operations. Prior to joining the State, Kimber had over 15 years private sector procurement experience with BlueCross BlueShield of SC, Resource Bancshares Mortgage Group, and NetBank. She holds a Bachelor's degree in Psychology from the University of South Carolina.



James (Jim) Davis, BS, MBA, CPPO

Jim received his B.S. in Accounting and in 1995, a Master of Business Administration from Charleston Southern University. Since 2007, he has served as Instructor and Assistant Dean of Finance for the College of Pharmacy at both MUSC and USC. In addition, he currently holds and has held adjunct faculty appointments at the College of Charleston and Webster University, Charleston Southern University and Trident Technical College. Over the past 20 years he has taught numerous courses at these institutions including Financial Management, Personal Finance, Essentials of Accounting, World Class Supply Management, Essentials of Marketing, Principals of Management, Economics, Strategic Management, Management and Business Policy, Logistics and Labor Relations. Before joining the College of Pharmacy in 1994, he served as a hospital administrator for the Medical University of South Carolina (MUSC) Hospital, working in the Solid Organ Transplantation division, Hematology/Oncology division, Bone Marrow transplant division, Surgical Nursing, MUSC College of Nursing and MUSC's Purchasing Department. He has been with MUSC for 30 years and has 38 years of service with the State. In addition, he earned his CPPO certification in 1986 and has been a Master Instructor for NIGP since 1987.





Tameeka Donald

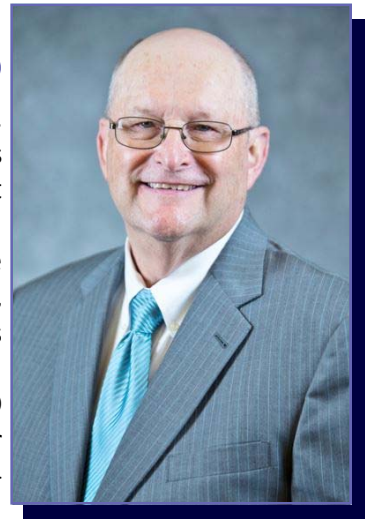
Tameeka joined the Information Technology Management Office (ITMO) team within the Division of Procurement of Procurement Services in May 2015 as a Procurement Manager II. She is responsible for the procurement of statewide and governmental agency contracts for IT services; on behalf of the Procurement Services Division.

Tameeka is an Army veteran of 21 years; with over 19 years of contracting, procurement and logistical experience. She is a retired Contract Management (Acquisitions) Officer; with experience in contract operations, acquisitions, contract administration, management, and negotiations; in accordance with Federal Acquisition Regulation (FAR); Department of Defense FAR Supplement (DFAR) and Defense Contracting Management Agency (DCMA) Instructions.

Tameeka is a native of Columbia, South Carolina and a Level II DAWAll Certified Federal Acquisition Contracting Officer; and holds a dual Master of Arts in Management & Leadership/ Human Resource Management. She also has a Bachelor's of Science in Psychology, with a Minor in Human Services from Columbia College.

Tony Ellis, CPPO

Tony Ellis retired from state government after thirty-seven years of service in November 2007. Tony began his career with the State Board of Health, moved to the Division of General Services to lead State Purchasing and was later promoted to Agency Director of General Services. He left government briefly to start several companies including home building, an architectural and engineering firm, general contractor, asbestos abatement and construction management. He returned to government as Director of Prison Industries for several years. At General Services, Tony worked with the Legislature to write language for the State Procurement Code which was signed into law by Governor Riley and followed with writing the regulations for the Code implementation. He was the first procurement official in South Carolina to be certified as a CPPO (Certified Public Purchasing Officer). Tony created a training section to educate and certify other public purchasing officials. In addition to his governmental duties, Tony teaches material management courses nationally for the National Institute of Governmental Purchasing.



He has also taught courses in Canada and Ireland. He has written courses on Customer Service, Negotiations and Humor in the Workplace which he teaches nationally. He recently completed writing an Advanced Negotiations course to teach higher negotiations skills for governmental officials. Tony has received many awards for his work. He holds a BS in Business Administration from USC and a Master's degree in Management from Central Michigan University. Tony is currently consulting with several states on prison industries issues.



Mike Emory, CPPB

Michael Emory lives in Spartanburg, SC. He is employed with Spartanburg County Government where he serves as the Director of Administrative Services. Michael has been employed with Spartanburg County for thirteen years. As the Director of Administrative Services, he oversees the operations of multiple county departments which are Facilities Maintenance, Fleet Services, Mail Services and disposal of surplus equipment. Michael is chairperson of the United Way and March of Dimes campaigns for Spartanburg County Government. Michael has also worked in the private sector where he was employed with Mayfair Mills for nineteen years. At Mayfair Mills he served as the Corporate Purchasing Director.

Michael has been a member of SCAGPO since January 2007 and received his CPPB in July 2007. He is currently serving on the SCAGPO Board of Directors as Region IV Director and has served on the Certification Committee since 2007.



Norma Hall, FNIGP, CPPO, CPPB, CPM

Norma has 43 years in Procurement for the State of South Carolina - currently as Procurement Director for SCDOT; 9 years Budget and Control Board, Materials Management Office, Program Manager and State IT Procurement Officer; 12 years, Procurement Director for SCDOT; 10 years, Procurement Specialist III with Department of Natural Resources; 3 years as Assistant Director of Procurement, College of Charleston; 8 years in various procurement positions with the Medical University of South Carolina. Her strengths are in Strategic Planning, Training, Request for Proposals, Contract Administration/Contract Management, Negotiations, Contract Controversies, and Management. Norma was the 2005-06 NIGP President, and NIGP Board of Directors from 1999 to 2008. She received NIGP's Manager of the Year award in 1998, and Albert H. Hall Memorial Award in 2009. She is the 1989 Past President of her local

NIGP Chapter the South Carolina Association of Governmental Purchasing Officials. She is a member of NASPO and serves on the Executive Strategy Team for Procurement U, the Professional Development Committee, NASPO Exchange Committee, and NASPO Annual Conference Committee. Norma served on the UPPCC Governing Board from 2007-2015 and was Chair for 6 years.

Jeanne Lisowski, Senior Assistant City Attorney

Jeanne Lisowski currently serves as the Senior Assistant City Attorney for the City of Columbia. She is responsible for all transactional matters for the City of Columbia, including Procurement and Contracts, and is a recognized subject matter expert on the Freedom of Information Act in the State of South Carolina. In addition to her duties in the City Attorney's office, she frequently teaches at seminars and conferences on the topics of FOIA and government ethics. Ms. Lisowski is a member of the International Municipal Lawyers Association (IMLA), the South Carolina Municipal Lawyers Association, and serves on the South Carolina Bar Association's Ethics Advisory Committee and Unauthorized Practice of Law Committee.

Ms. Lisowski has been a practicing attorney for over 20 years and is licensed to practice law in Georgia, Texas, and South Carolina. After graduating from Tulane University in New Orleans with her Bachelor's Degree in International Relations, Ms. Lisowski earned her degrees in law and a Master's in Public Administration (JD/MPA) in 1994 from the University of South Carolina. Since graduating from law school, she has had a widely varied career – from working as a briefing attorney for the Texas Supreme Court to an environmental litigator for Exxon Company, USA and in-house counsel to BellSouth Telecommunications, Inc. Ms. Lisowski has been with the City Attorney's Office since 2013.



Stephen (Steve) Pullie, CPPB

Steve is a 1987 graduate of the University of South Carolina and holds a Bachelor of Science Degree in Marketing/Management. After a twelve year career as a manager for JB White Department Stores; Steve began his career in 1997 as a Procurement Specialist for the SC Department of Public Safety and was later promoted to Procurement Director. In 2008, Steve took the same position at the SC Department of Juvenile Justice which he held until January of this year. He now serves as Director of Purchasing and Contracts for the SC Department of Mental Health.

Steve was the 2014 SCAGPO President and holder of the James H. Barnes and B.D. Bland Award. He has served SCAGPO in various positions including Vice President, Director at Large, Program and Forum Chair, among others.

LaWana Robinson-Lee, CPPO, CPPB

LaWana Robinson-Lee has been in the public procurement for over 14 years. She is the Deputy Director of Procurement and Contracts for the City of Columbia. LaWana is a member of National Institute of Governmental Purchasing (NIGP) and South Carolina Association of Governmental Purchasing Officials (SCAGPO).

LaWana holds several degrees which include a Master of Business Administration, Master of Science in Accounting and a Master of Public Administration. She also holds both the Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB) designations from the Universal Public Procurement Certification Council.

LaWana was named 2014 Employee of the Year for the City of Columbia. In 2015, she served as the SCAGPO Mentoring Program Chair. LaWana has served as SCAGPO Secretary since 2016.



Allen Register, CPPO, CPPB

Allen has over 29 years of procurement experience including SC State Procurement office and SCDOT. He has seven years experience in County Government as General Services Director and County Supervisor. He has obtained the SC Procurement Certification Levels I, II, & III, MMO Instructor, Certified NIGP Instructor, CPPO (since 1993), ASCPM (since 2007) and held CPPB prior to obtaining CPPO certification.

Allen has 2 years of private sector experience in accounting as an Assistant Controller in a Fortune 500 company and Business Manager/Controller in a small business. He served in the US Army Field Artillery – 6 years active duty & 14 years in the Individual Ready Reserve. He has served for the past 7+ years as the Deputy State Procurement Officer in SC's State Procurement Office (SPO). SPO is an element of the Materials Management Office in the Division of Procurement Services, all of which fall within the SC State Fiscal Accountability Authority.

Mary L. Sims, CPPO

Mary LaBord Sims, CPPO, MBA has over 20 years experience in public procurement including the acquisition of complex goods and services. Mary's supervisory experience includes over 17 years of management and oversight procurement at the state agency level and institution of higher education. Her work responsibilities include procurement, inventory, surplus, shipping and receiving. Mary is a long time member and Past President of the South Carolina Association of Governmental Purchasing Officials (SCAGPO) as well as many other committees. Mary is also recipient of the James H. Barnes Award, the Chapter's most prestige award.





Delbert Singleton

Delbert H. Singleton, Jr., Esq., received his Bachelor of Science degree in Criminal Justice from the University of South Carolina in 1983 and his Juris Doctorate from the University of South Carolina School of Law in 1987. He has worked as an Assistant Attorney General for the State of South Carolina and as Assistant General Counsel for the South Carolina Budget and Control Board.

He presently serves as Secretary for the State Fiscal Accountability Authority (formerly the Budget and Control Board) and as an Assistant Executive Director for the Authority. Mr. Singleton also serves as the Director of the Authority's Division of Procurement Services.

Mike Spicer



Mike has worked in the Information Technology Management Office for nearly thirty years. During the first eighteen years Mike awarded contracts for many complex systems that affect the daily lives the citizens of the State including electronic food stamps, online lotteries, fingerprint identification systems, library automation systems, financial management systems, mainframe computers, court case management systems, electronic parent locator network, and more. Mike's experiences with technology and contracting led to the introduction of service level agreements between his office and the agencies it serves. He also introduced "solutions-based" requests for proposals, a methodology for considering multiple technology solutions during the contracting process, and subject-matter evaluations. During the last twelve years Mike has served as the Chief Procurement Officer hearing procurement protests and resolving contract controversies.

Mike also created and teaches the Information Technology Professionals Training and Certification Program. Prior to coming to the Information Technology Management Office, Mike was in private industry as technology evolved from the mainframe to personal computers and the technology of today. Mike received his training in technology while serving with the United States Marine Corps' Presidential Helicopter Squadron.

Mike is a graduate of the South Carolina Executive Institute; the Governor's Excel Leadership Program, and holds a Bachelor's Degree in Business Administration from Limestone College.



John Stevens, CPPB

John is a veteran of over 30 years of purchasing/procurement in both the public and private sector. John's experience in the private sector included manufacturing, distribution and construction.

John served in the South Carolina Budget and Control Board's Division of Procurement Services for 23 ½ years, and was the State Procurement Officer for a 10-year period, managing a buying team that established and administered over 3,000 contracts for supplies and services.

John currently serves as the Division Director for Procurement & Contracts in the South Carolina Department of Health & Human Services, the State's Medicaid Agency.



John White

John is a 1982 Civil Engineering graduate of Clemson University and a 1991 graduate of the University of South Carolina School of Law. John has experience with construction and construction procurement from multiple perspectives. Moreover, John's experience and background has exposed him to the procurement laws and procedures of multiple states and other entities. John has worked as an engineer for an industrial contractor in the Appalachian coal fields; an engineer for the City of Charleston, SC; the engineering supervisor for the New Hampshire Department of Resources and Economic Development; the engineering supervisor for the South Dakota Department of Game, Fish and Parks; an attorney for the law firm of Ogletree, Deakins, Nash, Smoak & Stewart in their construction law section; and, as the State Engineer for the State of South Dakota.

John has been the State Engineer and Chief Procurement Officer for Construction for the State of South Carolina since February 1, 2007. Since August 1, 2017, John has also been serving as the Office Director of the Division of Procurement Services/ Materials Management Officer and State Engineer.

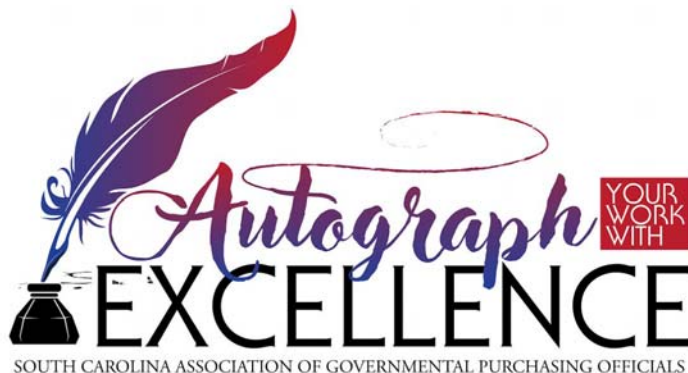
Sandra Wright, CPPB

Sandra has over 33 years of state and local government experience primarily serving directly in public purchasing. She currently serves as the Director of Procurement & Contracts for the City of Columbia and previously served as the Director of Procurement Services with the South Carolina Department of Health & Environmental Control.

Sandra is a strong advocate for the procurement profession and strives to promote and achieve professional competency in procurement and contracting. She earned her CPPB designation in 1994. Sandra served on the Board of Directors of NIGP from 2007-2013 where she represented the states of SC, NC and GA. Sandra was the 2007 President of SCAGPO where she received the Chapter's highest honor, the James H. Barnes award. Sandra served as the 2005-2007 NIGP Diversity Committee Chair as well as served in various other leadership capacities during her public service career.



Sandra attended Charleston Southern University receiving a BA in Public Affairs from Columbia College. She also is a graduate of the Management Academy of Public Health, University of North Carolina at Chapel Hill.



SCAGPO

South Carolina Association of
Governmental Purchasing Officials
ESTABLISHED IN 1978



HALL OF FAME



**BILL
BLAND
2014**

**JAMES
BARNES
2014**

**TONY
ELLIS
2015**

**JEFF
PATTERSON
2016**

**EMILY
PHILLIPS
2016**

**IVRY
MOON
2017**

**WALTER
GRANT
2017**





PLATINUM PARTNER



Competition. Transparency. Savings.

State of South Carolina - Reverse Auction Services Provider

Since 2009 / Contract# 4400012894

Brian Fisher

SC Business Development Manager

803-920-3216 - brian.fisher@ebridgeglobal.com

People. Process. Partnership.

You don't learn our system—we learn yours.

When you **partner** with eBridge, you get more than a platform, you get a dedicated team of **people**. We work at your direction, as an extension of your team, throughout the **process**.

eBridge has partnered with 29 SC entities for 173 auctions.



14% Average Savings

Professional Services—30%
Chemicals—8%
Information Technology—13%
Transportation—17%
Supplies and Equipment—13%

No Risk

No Direct Cost
No Hardware/Software
Non Award Option
Award on Best Value or Low Price

eBridge Process

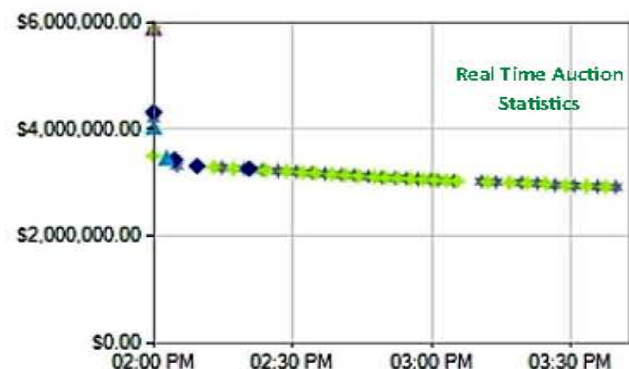


Results with Live Auction View

Custodial Services

- ◆ 6 Vendors
- ◆ 61 Total Bids Placed
- ◆ 51 Extensions with 55 First Place Turnovers
- ◆ Lowest Spread Between 1st - 2nd was 0.19%
- ◆ Year 1 Budget: \$3,200,000 Low Bid: \$2,916,180
- ◆ This is a 2 year contract with 3 optional 1 year renewals
- ◆ Total Budget: \$16,000,000 Low Bid: \$14,580,900

Total Savings: \$1,419,100 or 9%



Product & Service Examples

Professional Services

- ◆ Landscaping Contracts
- ◆ Janitorial Services
- ◆ Elevator Maintenance
- ◆ Asphalt Paving
- ◆ Snow Removal

Chemicals

- ◆ Water Treatment
- ◆ Waste Water Treatment
- ◆ Janitorial
- ◆ Road Salt

Information Technology

- ◆ Desktops/Laptops
- ◆ Servers
- ◆ Microsoft Licensing
- ◆ Security Equipment
- ◆ Televisions

Transportation

- ◆ Waste Collection
- ◆ Diesel/Unleaded Fuel
- ◆ Fuel Dispensing System
- ◆ Trucks
- ◆ Fleet Management

Supplies & Equipment

- ◆ Copy Paper
- ◆ Ink/Toner
- ◆ Copiers
- ◆ Furniture
- ◆ Corrugated Boxes

www.ebridgeglobal.com

(877) 245-8880

INTERACTIVE SOLUTIONS FOR GREATER PRODUCTIVITY

Multifunction Printers

Today's multifunction printers (MFPs) network with mobile, smart devices and offer cost effective, high-performance, high-value document management solutions, plus they provide beautiful color printing capabilities.

Digital Postage Meters

Postage meters have improved tremendously and today's mailing systems will save you time and money. The FP meter machines are the only meters in the industry that have cell phone technology, including touch technology.

3D Prototyping

You can transform your ideas into concept models and prototypes at very low cost per project/part. Simply go to pollockcompany.com and with just a few clicks, customers can upload a picture of their idea.

Interactive Whiteboards

With the Interactive Whiteboard you can improve collaboration with more people in more places. Review designs, share notes, and edit data with clients, coworkers and students in real time.

Workflow Software Solutions

Custom tailored workflow solutions are sure to increase efficiency, increase productivity, and reduce costs in your organization. Contact us today for a no obligation workflow analysis to see how we can help!



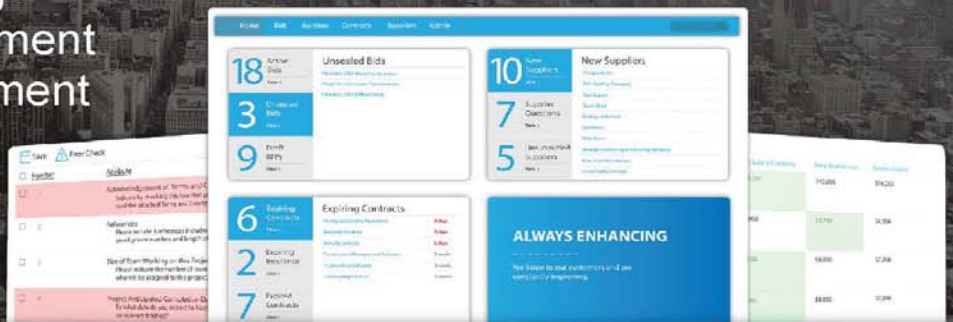
PLATINUM PARTNERS



SUPERCARGE YOUR SOURCING

Ion Wave's modular eProcurement system brings consistency and reliability to online procurement. Trusted by public entities nationwide, our system is built to streamline even the most complex procurement processes.

- ✓ Electronic Bidding
- ✓ Contract Management
- ✓ Supplier Management



TAKE THE FREE SYSTEM TOUR

www.ionwave.net

- (Select Type)
- Invitation to Bid
- Request for Proposal
- Request for Quotation
- Request for Information
- Sealed Bid
- Sole Source Request
- Post Bid Submittal

2 Errors Found
View >

Please correct the following errors...

- #1 You must complete "Acknowledgement of Terms and Conditions"
- #4 You must complete "Project Anticipated Completion Date"

	Description	Alvin Supply Company	Baker Brothers Inc.	Surplus Supply
1	Everyday Copy and Print Paper, 20LB, 8.5 x 11, Letter, 92 Bright, 5000 Sheets Quantity: 200 UOM: Case Item Notes: Equivalent Alternates Allowed	\$14,500	\$15,000	\$16,250
2	3x3 Sticky Notes - 100 count pack Quantity: 15 UOM: Pack Item Notes: Canary Yellow	\$4,000	\$3,750	\$4,000
3	Cardstock 8.5x11 500 count p Quantity: 300 UOM: Case Item Notes:	\$6,300	\$8,000	\$7,200
4	5.25x7.25 Envelope (White) 50 Quantity: 800 UOM: Case	\$6,300	\$8,000	\$7,200

6 Bids Received
View >

Alvin Supply Company	
Status	Participation
Bid Response Ratio	26%
Bid Award Ratio	4%
Auction Response Ratio	37%
Auction Award Ratio	12%

866.277.2645

www.ionwave.net

sales@ionwave.net

GOLD PARTNERS

SAULISBURY

Business Solutions, Inc.

Canon

KYOCERA

LANIER

PROVIDING SOUTH CAROLINA A LOCAL COMPETITIVE EDGE FOR OVER 40 YEARS

SC STATE NASPO ValuePoint Contract Vendor

Providing Intelligent Document Solutions

Office & Production Systems / Software Doc-Solutions / MPS / Fleet Mgmt.

Remote Communications for Meter Reads, Toner Needs, and Service Needs

Grant Morgan

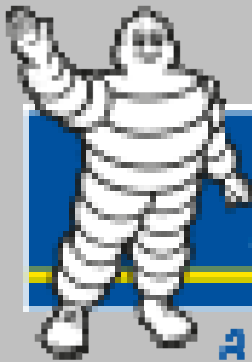
GEM Accounts Business Development Manager

Direct—(843) 492-2629 / Mobile—(843) 714-4125



SILVER PARTNERS

**Bank of America
Merrill Lynch**



MICHELIN

A better way forward

Total Office
SOLUTIONS

Document Management & Mailing Solutions



BADGES

RICOH
imagine. change.

BRONZE PARTNERS

Blanchard



PRESIDIO®

Future. Built.

MBP®

BRONZE PARTNERS



**THOMPSON
&
LITTLE**

 **HENRY SCHEIN®**

Your Full-Service Partner

Delivering Quality Services Since 1900



Mead&Hunt

Aviation | Architecture | Construction Services

Cultural Resources | Environmental | Municipal

Telecommunications | Transportation | Water Resources

meadhunt.com



SCAGPO
2017 Annual Fall Forum & Vendor Trade Show
CERTIFICATION RENEWAL DOCUMENTATION FORM

This form should be kept in your files and submitted with your recertification application at the time of, not prior to, your certification expiration date. If you are attending the entire conference, November 15-17, 2017, you qualify to receive a total of 16 contact hours, equivalent to 2 points towards CPPB and/or CPPO recertification. If you are attending only a portion of the conference, your total contact hours will be prorated (see below). In this case, you will be required to specify which sessions were attended to determine your total amount of contact hours applicable towards recertification. Each eight (8) contact hours of education is equivalent to one (1) point towards CPPB and/or CPPO recertification.

For other recertification programs, submit this form to the sponsoring organization for its approval.

Please Print

Name: _____

Address: _____

Certification: _____ CPPO _____ CPPB _____ APM

_____ CPM _____ CPCP

Phone: _____

Wednesday November 15, 2017

_____ *First Timer's & Young Professionals Orientation*—Mike Emory,
CPPB & Steve Pullie, CPPB

_____ *"Strength Based Leadership—The 10-80-10 Principle"* Sunjay Nath

_____ *"Opportunity is Knocking—Are You Listening"* - Steve Pullie, CPPB

_____ *"Contracting for Services"* - Sherri Barnhardt (NC)

_____ *"Customer Service"* - Mary Sims, CPPO, CPPB

_____ *"MMO Resources for Locals, K12 and State Entities"* - Tameeka
Donald

_____ *"Agency Communications & Relations"* - John Stevens, CPPB, CPM

_____ Vendor Trade Show (4 hrs)

_____ Member/Vendor Networking Social (4 hrs)

Thursday November 16, 2017

_____ *"If Your Customers Had A Choice, Would They Choose You?"* - Tam-
my Rimes

_____ *"The Value of Humor in the Workplace"* - Tony Ellis, CPPO (2hrs)

_____ *"Financial Planning for the Future"* - Jim Davis, CPPO, MBA (2hrs)

_____ *"Documenting Contractor Performance"* - Allen Register, CPPO,
ASCPM

_____ *"Ethics, Accountability, FOIA and Model Procurement Best Practices
for Local Government Officials"* - Jeanne Lisowski, Esq., LaWana
Robinson-Lee, CPPO, CPPB, Sandra Wright, CPPB

_____ Vendor Trade Show (2hrs)

_____ *"Shades of Grey: Passion in Purchasing"* - Tammy Rimes

_____ *"Information Security: What you Need to Know"* - Mike Spencer

_____ *"Procurement Trends & Their Impact on the Future"* - Norma Hall,
FNIGP, CPPO, CPPB, CPM

_____ *"Why Risk Analysis Will Make You Question Everything"* - Kimber
Craig, CPPO

_____ *"SC Procurement Updates with Round Table Discussions—
Conversations that Connect"* - Kimber Craig, CPPO, Delbert Single-
ton, JD, Mike Spicer, & John White, PE

Friday November 17, 2017

_____ *"Values Based Leadership"* - Dr. Thomas White

_____ *"You. Your Story. Make an Impact."* - Kelly Swanson

By signing below, I hereby certify that I attended only a portion of the 2017 SCAGPO Conference as acknowledged above. I am claiming a total of _____ point(s).

Signature _____ Date _____

I hereby certify that I have attended all three (3) days of the conference earning a total of 16 contact hours, or 2 points.

Signature _____ Date _____

WREATHS ACROSS AMERICA

“I am an American...
Yes, I am!”

Wreath laying ceremony will be
DECEMBER 16, 2017,
at the Fort Jackson Cemetery in Columbia, SC.

EACH WREATH IS \$15.

For every two wreaths sponsored, a third wreath will be placed.

Donations can be made through **SCAGPO** referencing **Group ID: SC0061**
<https://wreaths.fastport.com/donateLocation.html?page=43868&relate=17133>

Location ID: SCFJNC

Location Name: Fort Jackson National Cemetery

(It is extremely important that the group ID and location ID accompany any funds submitted and are printed on any forms handed out. This is the only way our group will receive proper credit.)

SCAGPO

South Carolina Association of
Governmental Purchasing Officials
ESTABLISHED IN 1978



A veterans' wreath is a symbol of
HONOR, RESPECT, and VICTORY.

10 BALSAM BOUQUETS = **10** SPECIAL QUALITIES
comprising each veterans' wreath that our veterans embody



Evergreens =
LONGEVITY & ENDURANCE



Red Bow =
GREAT SACRIFICE



Forest Scent =
PURITY & SIMPLICITY



Circular Shape =
ETERNITY



DEADLINE FOR DONATIONS:
NOVEMBER 24, 2017

For those wishing to participate in the ceremony,
contact Andy Bowman via email at
DirectorBowman@scagpo.org for details
and instructions.

NOTES

NOTES

NOTES

NOTES



SOUTH CAROLINA ASSOCIATION OF GOVERNMENTAL PURCHASING OFFICIALS



SCAGPO would like to thank

RICOH

Production Printing

and



**The SCAGPO Annual Forum & Trade Show souvenir program booklet was
produced on the Ricoh Pro C7100sx.**

The paper is Blazer coated and Accent opaque from Athens Paper.