

**THIS IS AN INVITATION TO ALL
VENDORS.**

Come join us for this
**National Institute
of Governmental Purchasing**
Event

Reverse Trade Show

Wednesday, October 24, 2018

8:00 am – Registration Starts and Continental Breakfast

9:00 am – Classes Start. There will be four classes each
45 minutes long presented by various speakers

10:00 am – Start talking to the Government Entities

Location:

City of Sarasota Municipal Auditorium
801 N. Tamiami Trail
Sarasota, FL 34236

Vendors can sign up by going to

www.sarasotabaynigp.org

Door Prizes will be given out throughout the event.



The Sarasota Bay Area Chapter, Inc.
The National Institute of Governmental Purchasing
Proudly Presents

**The Sarasota Bay
Area Chapter of
NIGP Reverse
Trade Show**



**This is the perfect opportunity to position
your brand and enhance your market position**

The Sarasota Bay Area Chapter of the National Institute of Government Purchasing (NIGP) Reverse Trade Show is a unique concept bringing together government purchasing professionals with suppliers in an educational and interactive way.

The purpose of the Reverse Trade Show is to provide a platform for networking, product presentations, contracting guidelines and education. Representing over \$3B in purchasing power the SBAC of the NIGP is dedicated to enhancing the government procurement process, providing worthy partners the chance to market their products and services and increase the cooperation between suppliers and procurement executives.

**About the Sarasota Bay Area Chapter
of the National Institute of Government Purchasing (SBAC)**

The Sarasota Bay Area Chapter of NIGP is a non-profit association recognized by the National Institute of Governmental Purchasing (NIGP). The SBAC of NIGP is led by elected purchasing professionals. Members are Purchasing Officers, Agents, Buyers, Managers, etc...and anyone associated with the purchasing functions in the public sector. The purpose of this organization is to establish and maintain professional function and stature for the field of public sector purchasing and materials management.

Registration Cost:

Early Bird Registration (Before August 1)	\$60.00 (\$30.00 discount)
Come Timely Registration (After August 1)	\$75.00 (\$15.00 discount)
Regular and at the Door (After Oct 1)	\$90.00

Early Bird and Come Timely Registration includes:

- Registration for one individual
- One free tote bag
- Free Pen
- Free note pad
- Free Continental Breakfast
- Free presentation and Panel Discussion.
- Access to local agencies and Purchasing Officials

Regular and at the Door Registration includes:

- Free Continental Breakfast
- Free presentation and Panel Discussion on Doing Business
- Access to local agencies and Purchasing Officials

Sponsorships – Please let us know if you would like to sponsor this event. Sponsorship Deadline July 1, 2018.

Gold Level - \$600.00

- 3 passes to the Reverse Trade Show
- All items included in the Early Bird Registration
- Post lunch with participating staff
- Sign or Banner (4' x 4') identifying your sponsorship
- Sponsor Logo on SBAC Website for 24 months
- 1/2 Page Ad in the Entity Directory
- Small Table

Silver Level - \$400.00

- 2 passes to the Reverse Trade Show
- All items included in the Early Bird Registration
- Sign or Banner (3' x 3') identifying your sponsorship
- Sponsor Logo on SBAC Website for 12 months
- 1/4 Page Ad in the Entity Directory

Bronze Level - \$200.00

- 1 pass to the Reverse Trade Show
- All items included in the Early Bird Registration
- Sign or Banner (2' x 2') identifying your sponsorship
- Sponsor Logo on SBAC Website for 6 months
- 1/8 Page Ad in the Entity Directory

Special Sponsorships

If you are interested in sponsoring the Continental Breakfast, the Post Lunch or the Entity Directory please contact us. If you are interested in purchasing an ad and not a sponsorship, please contact us for pricing.

To register or for more information go to:

www.sarasotabaynigp.org
or
sbacrts@sarasotabaynigp.org

SBAC RTS
C/O Carol Lichon, Treasurer
101 Old Venice Road
Osprey, FL 34229

Classes and Presenters (all classes will be in the Bayfront meeting room)

Session 1 – 9:00 am – 9:45 am

Theresa Webb, M.A., CPPO, CPPB, CPSM, C.P.M.
Procurement Official
Manatee County BCC

Doing Business

New as a provider of goods or services to government? This workshop will provide tips and insights on how to get started. The presenter will take you through the basic elements of how the bidding process works and explore some of the complexities of doing business with a diverse group of local governmental agencies.

Your Speaker

Theresa has over 25 years of experience in procurement. Over her career, she has served in various capacities within the procurement profession in the private sector in the retail, sporting goods, aerospace, and chemical industries and has over 15 years in public sector procurement. Theresa is Procurement Official for Manatee County (Florida) with leadership responsibilities over the procurement of all goods, services, capital improvement and construction.

Session 2 – 10:00 am – 10:45 am

Robert H. Garland, PE, PG, DBIA
President
Design Build Institute of America (DBIA) FL Region

COLLABORATIVE DELIVERY – REBUILDING FLORIDA’S INFRASTRUCTURE
Design-Build Is No Longer An Alternative Delivery Method, It’s Now Mainstream

The nation’s aging infrastructure is in need of repair and funding sources are limited. Governments are required to increase levels of service while maintaining affordable taxes. One solution is the use of collaborative delivery methods for planning, design, and construction of public works projects. This presentation will focus on the advantages of collaborative delivery methods for capital improvement projects and will allow participants to develop best value acquisition strategies. Comparisons of design-bid-build, CMAR, and design-build will be reviewed as well as strategies to better allocate risks between the owner, designer, and contractor. Florida procurement statutes and the legal advantages of using design-build will also be discussed.

Your Speaker

Robert Garland has been providing planning, design, and construction services to municipal, state, and federal agencies for over 30 years. In addition to being a licensed engineer and geologist, he has been a licensed contractor in numerous states, has passed Florida’s General Contractor and Underground Utility Licensure Exams, and is a Designated Design-Build Professional. He serves as Vice President and Regional Manager of Southeast Operations for McKim & Creed, a national engineering firm.

Robert received his Bachelor of Engineering from Vanderbilt University. His diverse design build experience includes federal penitentiaries, utilities, and environmental remediation projects with constructed values exceeding \$1 billion. Robert is active in the Design Build Institute of America (DBIA) and serves as President of DBIA’s FL Region. He is also Past President of the Florida Chapter of the American Public Works Association (APWA).

Session 3 – 11:00 am – 11:45 am

Ana Owen, CPPB, FCCM
Purchasing Manager
Lakewood Ranch Inter-District Authority/Town Hall

You've worked hard preparing your bid, now what happens?

The vendor/supplier will take a look at the internal process of what happens when submitting a bid/proposal. They will discover the insights and the steps it takes when the internal review process begins. How to become a responsive and responsible bidder!

Your Speaker

Ana Owen has more than 22 years of experience in private and public procurement. Her experience includes international procurement for a lens manufacturing company, fifteen years in procurement for public transit authority. She currently serves as Purchasing Manager for the Lakewood Ranch Inter-District Authority (IDA), a special-purpose local government that provides management services for the purpose of providing professional administrative, financial and operations management services to five (5) Community Development Districts (CDD's) in Phase I of the master planned community of Lakewood Ranch.

Session 4 – Noon – 12:45 pm

David Boswell, CPPO, CPPB, SPSM
Purchasing General Manager
City of Sarasota

To Bid or Not to Bid

In today's busy world we find that we have limited time and resources. When trying to determine whether to submit a bid response it can be an expensive cumbersome process. In this presentation we will provide some guidance and material to help simplify the process of deciding if you should submit a bid or not. We will provide a checklist and a comprehensive nine step process to help guide you through your company's decision to submit or not.

Your Speaker

David has been involved in municipal procurement for 17 years. He is a 22-year veteran of the United States Air Force. He served as the Procurement Official in New Mexico for 10 years before moving to Florida. He holds several Procurement Certifications. He has a bachelor's degree in public administration. He has lead the City of Sarasota Purchasing Division to four straight National Procurement Institute (NPI) Achievement of Excellence in Procurement Awards.