



Department of Administrative Services

PROCUREMENT TRAINING 2016

MOVING
toward
THE FUTURE

September 16, 2016

Goodwin College
One Riverside Drive
East Hartford, CT 06118

Melody A. Currey

Commissioner

Department of Administrative Services



For the third year, DAS is pleased to be able to put together this event. This day is invaluable to the nearly two hundred fiscal and purchasing staff from the various state agencies who will meet and interact with DAS Procurement staff on current procurement topics.

This year we are focusing on responsible purchasing and new procurement tools to create savings. Our keynote speaker, Paul Vitale, will talk to us about how to “Energize the Enthusiasm that Exists Within”. We are looking forward to an informative and constructive day of networking and information exchange. My best wishes to all attendees!

Carol Wilson, C.P.M.

Director

DAS Procurement



I am delighted to be able to welcome you to our 3rd annual agency procurement training event. This year we're heading in a new direction and along the lines with our theme, "Moving to the Future", we are excited to share some new session topics focusing on ways to cooperatively save money, reduce consumption, waste and redundancy in our work, reuse our state assets and taking advantage of recycling opportunities – very simply put,

"Responsible Purchasing". We are also very excited to introduce our keynote speaker, Paul Vitale, who will send an enthusiastic message relating to our roles as public servants, and share ways to instill passion and motivation while striving for excellence and positive outcomes. Most importantly, today is a time to network with your peers in other agencies. Please take advantage of our breaks to introduce yourselves to someone new and share purchasing experiences. Thank you for joining us and we hope you find the day rewarding.

Agenda

2016 Agency Procurement Training Event

“Moving Toward the Future”

Friday, September 16, 2016

Goodwin College, East Hartford, CT

8:00 – 8:45

Registration and Continental Breakfast

9:00 – 9:05

Welcome – Carol Wilson, DAS Director of Procurement

9:05 – 9:15

Opening Remarks (Auditorium) –Melody Currey (DAS Commissioner), Mark Raymond (Chief Information Officer), and Julia Marquis (Chief Procurement Officer, State Contracting Standards Board)

9:15 – 10:15

Keynote Address - “Energize the Enthusiasm that Exists Within” Paul Vitale

10:15 – 10:30

BREAK

10:15 – 3:30

Booth Visitation (all day)

10:30 – 11:30

Concurrent Breakout Sessions

- 1) Procurement 101 (Auditorium) – Carol Wilson
- 2) IT Procurement (River Room) – Understanding the Cloud – Mark Raymond and Rachel Whitesell
- 3) P-Card Program (Community Room A) – Moving the Program to the Next Level – What’s to come? – Kerry DiMatteo, Brian Guilmartin (Core-CT), and Richard Esten (OSC)
- 4) Set-Aside Goals (Community Room B)– Technical Assistance –Factors to consider in establishing Agency Goals – Meg Yetishefsky, Stan Kenton

11:30 – 12:00

Opportunities for Savings - Services and Products Available to State Agencies from Correctional Enterprises (Auditorium) – Department of Correction Deputy Commissioner Cheryl Cepelak and CEC Manager, James Gaglione

12:00 – 1:00

LUNCH

1:00 – 2:00

Environmentally Preferable Purchasing (Auditorium) – Heather Burns, CEO, Connecticut Sustainable Business Council

2:00 – 2:15

BREAK

2:15 – 3:30

Concurrent Breakout Sessions

- 1) State Surplus (Community Room A) – Recycle, Reuse, Redeploy, Resell –Veronica Coty
- 2) Your Contracts in Action (River Room) – Ben Bare and Rachel Whitesell
- 3) Cooperative Contracting (Community Room B)
- NASPO ValuePoint Model, How to Use, FAQs – Mike Wenzel, NASPO ValuePoint, Carol Wilson and DAS Staff
- 4) What’s your Question (Auditorium) - Devin Marquez, Joe Giliberto, Tina Costanzo, Cindy Milardo and Don Casella

The Presenters



Paul Vitale has become one of America’s most sought-out speakers and trainers by using his unique combination of excitement, energy, and experience to encourage and motivate others. The founder of Vital Communications, Inc., Paul is a native of Arkansas and acquired his degree in mass communications and journalism from the University of Central Arkansas.

For almost twenty years, Paul has impacted individuals and organizations, imparting an understanding of the leadership and determination required to excel.

Through his keynote presentations, seminars, and retreats, Paul helps his clients build strong teams and increase productivity. He speaks worldwide about the significance of optimism, a strong work ethic, and concepts vital to personal and professional growth, while reaching hundreds of thousands of people from all walks of life. Paul’s energetic and enjoyable presentation style has made him a favorite at countless universities, meetings, conventions, seminars, and training conferences.

His diverse client list includes ESPN, Walmart, the United States Postal Service, Southwest Airlines, the National Football League, the U.S. Chamber of Commerce, the Washington Redskins, Landstar Global Logistics, the Georgia Department of Education, United Way, Tyson Foods, the Minnesota Vikings, the Antiques Roadshow, the University of Kentucky, the National Association of Secondary School Principals, the Los Angeles Rams, and Dole Hong Kong.

Prior to speaking professionally, Paul was director of the Convention and Visitors Bureau in Hot Springs, Arkansas. Preceding his role at the CVB, Paul launched his professional career with the largest marketing firm in the State of Arkansas—Cranford Johnson Robinson Woods. His team was responsible for all of the Natural State’s tourism promotion.

Paul has written the best sellers *Are You Puzzled by the Puzzle of Life?*; *Sell With Confidence*; *Pass It On*; and *Discover the Now*. He has also written several curriculums in use across the nation and recorded *Live Life Like You Mean It*. Paul has been featured on NBC, ABC, FOX, and the Minnesota Vikings Entertainment Network, and is a regular guest on talk shows sharing his insight and life strategies. Paul's expertise, enthusiasm, and ability to encourage people to exceed their potential have been described by his audiences as extraordinary.

In his spare time, Paul enjoys volunteering with Big Brothers/Big Sisters, the March of Dimes, the New Mexico Crime Victims Reparation Commission, the HIKE Foundation, and the Arkansas Hospitality Association. He is a graduate of the Little Rock Citizen's Police Academy as well as Leadership Greater Little Rock, a member of the Board of Directors of the Arkansas Travel Council, served on the Los Angeles Rams Training Academy Leadership Board, and was commissioned a Kentucky Colonel. Recognized by Arkansas Business as one of its "Forty Under 40," Paul was selected by its readers as Best Motivational Speaker and Trainer.



Heather Burns is CEO of Connecticut Sustainable Business Council, a non-profit organization whose mission is to, “engage and educate a cross sector business community in building a sustainable economy in Connecticut.” Heather serves as Vice Chair of NSF391.1, the first ANSI Sustainability Standard for Professional Services to be used in federal procurement. She also serves as

advisor to USEPA on “Guidance on Eco-labels and Sustainability Standards,” and has spoken nationally on issues related to the business case for sustainability.

Prior to founding Connecticut Sustainable Business Council and since 2006, Heather has consulted organizations, companies and government agencies on sustainable strategies that benefit the triple bottom line while aligning with organizational goals and objectives. In 2007, she started the state’s first “green” blog, www.CTGreenSCcene.com, which is still online.

Heather began her journey in sustainability in 1999 when, working as a Dive Master in Koh Tao Thailand, she noticed that two industries – fishing and tourism – could benefit from understanding sustainable business practices. She and a team of divers founded Save the Reef Foundation to educate local fishermen on the business case for ecologically responsible fishing, which continues its work today.

Heather has been internationally recognized by Buckminster Fuller Institute Challenge for co-founding with actress Patricia Arquette, a collaborative sustainability platform called HaitiOward, for exhibiting “a strong sense of purpose, environmental stewardship and humanitarian commitment.” Locally, she has been recognized by Morris Media Green Awards for positive contributions to the community, and Moffly’s Best of the Gold Coast Awards.

Mark Raymond

CIO Mark Raymond has been a member of the State of Connecticut leadership team since 2011. Prior to joining state service as the CIO, Mr. Raymond worked in the consulting industry. During this time, Mr. Raymond performed technology and business consulting for state, local and federal clients specializing in the areas of large project implementation, technical architectures, shared services, finance, payroll, human resources, budgeting, procurement, human services, revenue, and transportation.

A native of Connecticut, Mr. Raymond graduated from the University of Connecticut with a Degree in Computer Science and Engineering.

As CIO, Mark Raymond oversees the Department of Administrative Services' Bureau of Enterprise Systems and Technology as well as the operational responsibilities for the state's technology infrastructure.

Beyond his work with the state, Mr. Raymond is also the current Vice President of the National Association of State Information Officers.

Carol Wilson has over 30 years' experience in the procurement industry starting in private sector and joining the public sector in 1997. In her current role as DAS, Director of Procurement, she oversees: Statewide Contracting, Supplier Diversity, Contractor Pre-Qualification, State and Federal Surplus, and the P-Card program.

Kerry DiMatteo has been the State P-Card Administrator for 18 years since the start of the P-Card Program.

Rich Esten is from Office of the State Comptroller and has worked with the P-Card Program for 10 years.

Brian Guilmartin is from Office of the State Comptroller and has been with CORE-CT since December 2012 in the Purchasing and Contract modules.

Ms. Yetishefsky brings over 20 years of experience with the Small Business Program and received her Bachelor of Science degree from the University of New Haven.

She has received numerous awards and accolades regarding her commitment to the economic growth of Connecticut Small/Minority Businesses from numerous civic and public organizations.

The State of Connecticut Supplier Diversity Program has become a symbol of public/private partnerships and diversifying the state procurement process.

Stan Kenton is an Accounts Examiner for the State of Connecticut Supplier Diversity Program (Set-Aside). Mr. Kenton performs applications reviews and processing of Small/Minority Business Enterprise applications; reviews State Agencies budgets for establishment of annual Small/Minority Business Enterprise spending goals and conducts onsite compliance audits of Small/Minority Business Enterprises.

Prior to working for the State of Connecticut, Mr. Kenton worked for the City of Hartford for over 30 years performing budgeting and accounting work. Mr. Kenton received his Bachelor of Science degree in Accounting from Central Connecticut State University.

Cheryl Cepelak's career with the State of Connecticut has taken her from the Department of Administrative Services to the University of Connecticut Health Center and currently is the Deputy Commissioner of Administration at the Department of Correction.

Cheryl earned a B.S. from the University of Connecticut and a M.S. in Organizational Leadership from Quinnipiac University. She has been a member of the International Public Management

Association for Human Resources and the CT Training and Development Network.

James Gaglione is the Sales and Marketing Manager for Correctional Enterprises. He has been with DOC for nearly 11 years. Prior to joining DOC, James held executive level positions in the private sector with major manufacturers and retailers. He earned a B.S. in Business Administration from Eastern CT State University and a M.S. in Management and Organizational Leadership from Albertus Magnus College.

Veronica Coty has been a state employee for 18.5 years. Veronica came to DAS (from DDS and DOE before that) in December 2012 and has been running the Surplus program ever since. In Feb. 2013 she began training all agencies on the brand new online surplus program and has never looked back.

Rachel Whitesell is a staff attorney with the Procurement Services Division of DAS. Her practice focuses on IT Procurement and she also provides legal support to DAS Leasing and Facilities.

Ben Bare is a staff attorney with the Procurement Services Division of DAS. His practice focuses on Goods and Services Procurement and he also provides legal support to DAS Leasing and Facilities.

Michael Wenzel, Education and Outreach Coordinator
NASPO ValuePoint;

Mike works for NASPO ValuePoint, the procurement arm of the National Association of State Procurement Officials. He previously served as the Chief Procurement Officer for the State of Maine. During his tenure he was responsible for statewide contracting and assisting State agencies with their procurement plans and strategies.

Devin J. Marquez, Esq., is the Assistant Director of Procurement and Staff Attorney for the State of Connecticut, Department of Administrative Services. Devin has been with the Department of Administrative Services since 1995. Devin first worked with the Bureau of Collection Services collecting revenue owed to the state. In 2001, he transferred within the department to the Business Advisory Group, which was the Department's legal division, performing affirmative action related duties. In 2003, he transferred within the department to the Procurement Division where he practices law and is now the Assistant Director. Devin earned his degree from the University of Connecticut, and earned his law degree from Western New England College, School of Law. He attended law school part-time while working full-time for the State of Connecticut.

Don Casella is a Contract Team Leader for the State of Connecticut, Department of Administrative Services. Don has worked for the State of Connecticut since 1992 and with DAS since 1994.

He holds a Bachelor of Science Business Administration from Marist College in Poughkeepsie, NY and holds an MBA in Finance from the University of Hartford.

Tina Costanzo is a Contract Team Leader for DAS with over 35 years of experience in the purchasing/contracting field. She has been with DAS Procurement for the past sixteen years. Prior to joining the State of Connecticut, Tina worked in private sector for St. Francis Hospital, Aetna Life & Casualty, Connecticut Natural Gas and United Healthcare. Her experience spans several commodities for various industries. Tina holds an Associate Degree in Business Administration.

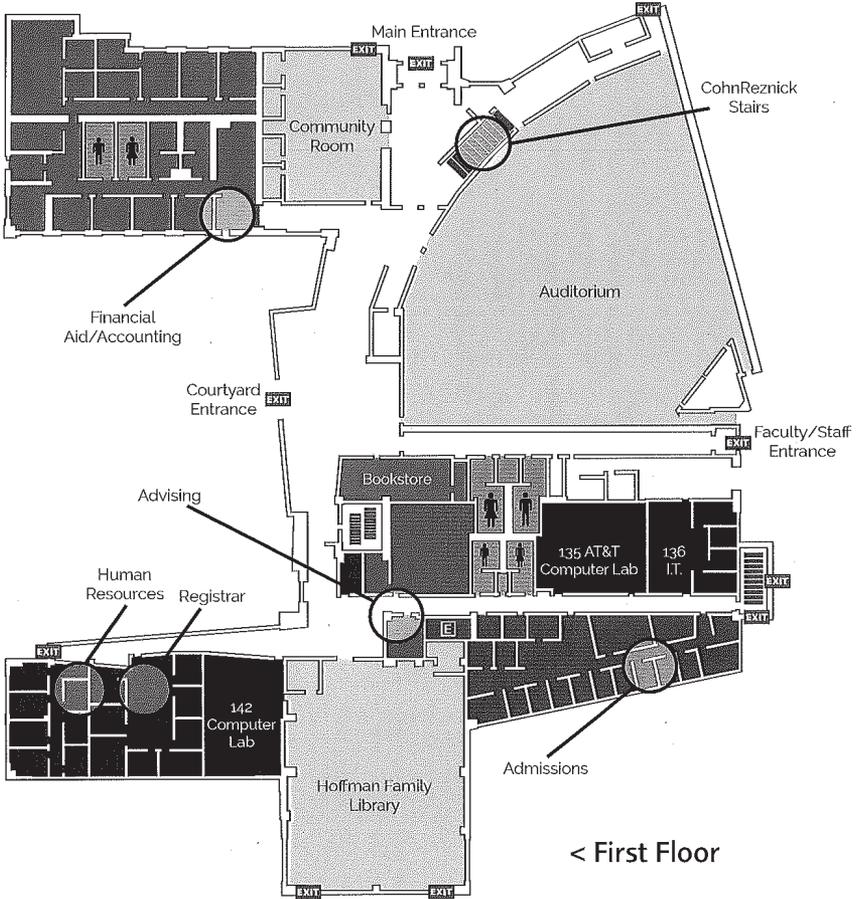
Cindy Milardo is a Contract Team Leader with DAS/Procurement Services. She has worked in Purchasing/Procurement for the past 27 years, starting in the Standards and Tests Division. Prior to her State service, she was employed at Pelton's Home Health Care for 7 years in the Surgical Department, providing home/health care services and order placement for the department. Her team

administers goods and service contracts for a wide range of items including: medical, security, printing, furniture and furnishings, office and instructional supplies, P-Card, copiers, courier and record storage.

Joe Giliberto is a Contract Team Leader for DAS and has been with DAS Procurement for 16 years. Joe has over 30 years of experience in the purchasing/contracting field. Prior to joining the State of Connecticut, Joe worked in private sector for Aetna Life & Casualty as a Contract Consultant and for Royal Consumer Business Products as Operations Manager of the Service, Parts and Warehouse Distribution Center, and as a Technical Consultant in Technical Support.

One Riverside Drive

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