



SUNDAY, NOVEMBER 5, 2023

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| 6:00 - 8:00 PM | EARLY CHECK-IN AND LIGHT SOCIAL |
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MONDAY, NOVEMBER 6, 2023

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| 7:30 - 8:30 AM | REGISTRATION | |
| 8:30 - 9:30 AM | The Future of Procurement: <i>Trends, Technologies, and Innovation</i> | |
| 9:30 - 9:45 AM | Break | |
| | ROOM: INTERNATIONAL NORTH | ROOM: INTERNATIONAL CENTRAL |
| 9:45 - 10:45 AM | Strengthening Data Security in IT Procurement | SOW Pitfalls to Avoid: <i>Common Challenges and Practical Solutions for Project Success</i> |
| 10:45 - 11:00 AM | Break | |
| 11:00 - Noon | Building a High-Performing Procurement Team: <i>Effective Talent Development for Leaders</i> | Behind Enemy Lines: <i>Tips and Tactics for Countering Vendor Plays</i> |
| Noon - 1:30 PM | Break for Lunch | |
| 1:30 - 2:30 PM | Government IT Procurement: <i>What Your Contract Representative May Not Be Saying</i> | Crafting Effective SLAs: <i>Best Practices for Setting and Managing Service Expectations</i> |
| 2:30 - 2:45 PM | Break | |
| 2:45 - 3:45 PM | It's Raining Software Renewals: <i>What Do You Do?</i> | Crafting Winning RFPs: <i>Strategies and Techniques for Procurement Excellence</i> |
| 3:45 - 4:00 PM | Break | |
| 4:00 - 5:00 PM | Maximizing Value through Managed Acquisitions: <i>Techniques for Negotiation and Cost Optimization</i> | |
| 5:30 - 7:00 PM | Sip, Savor, and Socialize: Networking Reception inside International North BallRoom | |

TUESDAY, NOVEMBER 7, 2023

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| 8:00 - 9:30 AM | Breakfast Roundtables | |
| 9:30 - 9:45 AM | Break | |
| | ROOM: INTERNATIONAL NORTH | ROOM: INTERNATIONAL CENTRAL |
| 9:45 - 10:45 AM | Data is Your Currency | Negotiation Tactics and Techniques for Procurement Professionals |
| 10:45 - 11:00 AM | Break | |
| 11:00 - Noon | Procurement Automation and Digital Transformation: <i>Streamlining Processes and Increasing Efficiency</i> | Technical Procurement for the Non-Technical |
| Noon - 1:30 PM | Break for Lunch | |
| 1:30 - 2:30 PM | Leadership: <i>Engaging our Workplace Environments</i> | Optimizing Supplier Relationships: <i>Strategies for Effective Vendor Management</i> |
| 2:30 - 2:45 PM | Break | |
| 2:45 - 3:45 PM | From Chaos to Control: <i>How to Implement a CLM Solution</i> | |
| 3:45 - 4:00 PM | Break | |
| 4:00 - 5:00 PM | Igniting Transformation: <i>Practical Steps for Implementing Lessons Learned from ITPS</i> | |
| | IT Procurement Summit Ends | |

OPTIONAL — WEDNESDAY, NOVEMBER 8, 2023

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| | ROOM: VERANDA |
| 9:00 - 10:00 AM | Procurement Module Exam Review *CTPS EXPRESS |
| 10:20 - 11:20 AM | Contract Management Module Exam Review *CTPS EXPRESS |

Topics and Times Subject to Change