

**2018
Procurement Conference**



*Mahalo to 'Olelo Community Media
for video-recording this event*

Friday, October 19, 2018
Hilton Waikiki Beach Hotel
Honolulu, Hawaii

SPOCon
2018

Conference Schedule

7:00 - 7:30 a.m.	Vendor Registration and Set-Up	Prince Edward/Prince David Rooms
	Continental Breakfast for Vendors	Prince Edward/Prince David Rooms
7:30 - 8:20 a.m.	Participant Registration Pick up your name badge and program and get your parking validation	Ballroom Foyer
7:30 - 8:20 a.m.	Continental Breakfast for Government Attendees	Ballroom Alcove
8:20 a.m.	Please make your way to your seat for the start of SPOCon	Prince Kuhio Ballroom
8:30 a.m.	Opening Hula	Prince Kuhio Ballroom
8:35 a.m.	Welcome SPO Updates NASPO ValuePoint and Statewide Cooperative Contracts and GSA Updates	Prince Kuhio Ballroom
9:30 - 10:30 a.m.	Understanding the Power of eProcurement Bob Sievert, CEPP Chief Information Officer National Association of State Procurement Officials (NASPO)	Prince Kuhio Ballroom
	Bob will present the various modules available in a full-cycle eProcurement system and will show how these systems will add value to your everyday work.	
10:30 - 11:00 a.m.	Refreshment Break for Government Attendees	Ballroom Alcove
	Visit with Vendors (get your Passport stamped)	Prince Edward/Prince David Rooms

SPOCon invites all attendees to learn more about the various contracts from participating companies in NASPO ValuePoint contracts by visiting them in the Prince Edward & Prince David Rooms during any breaks. Get your Exhibition Hall passport completely stamped by vendors and deposited into the collection box in the foyer by 3:30 p.m. for a chance to win a prize. Must be present to win.

Note: All employees who award contracts for a state/county agency or have other duties relating to the procurement of goods and services must comply with the State Ethics Code, Chapter 84, Hawaii Revised Statutes. Such employees are prohibited from accepting any gifts from vendors or contractors who do business or are seeking to do business with the state.

11:00 – 12:00 pm	Small Businesses are Good for Business! Jim Mastin Deputy to the Associate Director of Small Business Army Material Command	Prince Kuhio Ballroom
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Jim will reflect on the importance of using small businesses and their positive effect on our economy, as well as share how the Federal Government views and supports small business programs and disadvantaged minority groups in procurement.

12:00 – 1:00 p.m.	Lunch for Government Attendees	Prince Kuhio Ballroom
	Hawaii Procurement Professional Excellence Award	Prince Kuhio Ballroom
	<ul style="list-style-type: none"> ▪ Recognition of Nominees ▪ Award Presentation 	
	Lunch for Vendors	Prince Edward/Prince David Rooms
	Visit with Vendors (get your Passport stamped)	Prince Edward/Prince David Rooms
1:00 – 4:30 p.m.	Keynote Address: Performance-Based Contracting and Negotiations Jeanette Nyden, JD Commercial Contracting Coach Sound Partnership Strategies, Inc.	Prince Kuhio Ballroom

Jeanette Nyden will present a three-hour instructional class on achieving successful performance-based contracts and best practices for negotiating with your contractors.

3:00 - 3:15 p.m.	Refreshment Break for Government Attendees	Ballroom Alcove
	Visit with Vendors (get your Passport stamped)	Prince Edward/Prince David Rooms
	Deadline: Exhibition Hall passport	Ballroom Foyer
4:30 p.m.	Passport Prize Giveaway (must be present to win)	Prince Kuhio Ballroom
	Certificate of Attendance Pick-Up Parking Validation	Ballroom Foyer
4:30 - 5:30 p.m.	Vendor Pack-Up	Ballroom Foyer

***We look forward to seeing you at SPOCon
in October 2019 at the Hilton Waikiki Beach Hotel***

Speakers

Bob Sievert, CEPP

Chief Information Officer

National Association of State Procurement Officials (NASPO)

<http://www.naspo.org/>

Bob Sievert, currently the NASPO Chief Information Officer (CIO), is a certified eProcurement professional with over 37 years of information technology, project management, business process re-engineering and eProcurement experience including 3 ½ years eProcurement public sector consulting, 21+ years public service with the Commonwealth of Virginia and 12 years in multiple private sector businesses.



In his work with the Commonwealth Bob served as the Director of eProcurement developing and leading their eVA eProcurement program for 17+ years. eVA has been noted as one of the most successful programs of its kind, winning two NASPO Cronin Gold Awards (2003/2014) and the Cronin Heritage Award in 2017.

In 2015 Bob accepted a position with Civic Initiatives, a private consulting company dedicated to serving State Procurement, where he provided support and expertise to seven (7) States with their eProcurement initiatives. Then in April 2018 Bob joined NASPO as their CIO and to be an eProcurement SME resource to NASPO members.

James A. Mastin

Director, Office of Small Business Programs Hawaii and Alaska
Regional Contracting Office (RCO) Hawaii, and RCO-Alaska

James A. Mastin is the Director for the Office of Small Business Programs supporting the Regional Contracting Office (RCO) Hawaii, and RCO-Alaska, located at Wheeler Army Airfield. He is connected to the 413th Contract Support Brigade (CSB), and directly reports to the HQ Army Contracting Command (ACC) at Red Stone Arsenal AL. He provides continuity to the small business program along with offering technical advice and counsel in matters of contracting and small business. He also brings more than 30 years of extensive contract experience to the table and ensures the RCO-HI and RCO-AK small business programs are second to none.



Jim's past experience includes serving in the U.S. Air Force at Hickam AFB and Vandenberg AFB. He has 33 years of experience in civil service with the Air Force in the contracting office at McClellan AFB, as the lead Commodities buyer for the 30th Contracting Squadron at Vandenberg AFB, as the lead Procurement Analyst for the 21st Contracting Squadron at Peterson AFB and Hickam AFB, as the last Contracting Officer on the Johnston Atoll and Guam demilitarization contracts, then as the Air Wing Small Business Specialist back at Vandenberg AFB.

Jim has a Bachelor's Degree in Business Management from Golden Gate University and a Master's Degree in Organizational Leadership from Chapman University. Jim also received his formal Small Business Specialist training at Brooks AFB.

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SBO Team:

- Paula MacCutcheon: Project Director
- Kanoe Tjorvatjoglou-Cup Choy: Small Business Procurement Lead
- Ka'ala Souza: Marketing Lead
- Patrick Tomiyasu: Intake Specialist
- Rebecca Soon: Strategic Direction Lead
- Ray Soon: Executive Team

Jeanette Nyden, JD

Commercial Contracting Coach

Sound Partnership Strategies, Inc.

<http://www.jnyden.com/>

Jeanette Nyden helps contract professionals master the contracting process from documentation and negotiation to contract management by providing tactical, customized mentoring, coaching and training programs. Since 2003, she's been offering contract negotiation skills mentoring, training and coaching services to companies as small as \$60 million in revenue and as large as Fortune 500 powerhouses.

Jeanette is a recognized expert in the contracting field having co-authored *Getting to We: Negotiating Agreements for Highly Collaborative Relationships* and *The Vested Outsourcing Manual: A Guide for Creating Successful Business and Outsourcing Relationships*, and authored *Negotiation Rules! A Practical Approach to Big Deal Negotiations*.

She has worked with organizations such as PG&E, Esterline, KLX, TD Bank, CIBC Bank, Brookfield Johnson Controls, CH2MHill, T-Mobile, Jones Lang LaSalle, and Microsoft. Jeanette was also an adjunct professor at Seattle University and has taught courses at the University of Tennessee's Center for Executive Education.



Procurement Professional Award

The State Procurement Office recognizes the amazing work by and dedication of our procurement professionals across the state of Hawaii and our counties.

The Hawaii Procurement Professional Excellence Award recognizes

- ✓ Noteworthy contributions to procurement including extraordinary business leadership or the design, development or execution of a procurement program or project that furthers an Agency's / Department's mission.
- ✓ Noteworthy contributions to contracting policy including the development of a management policy, regulation, data system or other task that significantly enhances the economy, efficiency and effectiveness of an agency's acquisition system.

Congratulations to all the nominees for their diligence in promoting excellence in government procurement.



Nominees:

❖ **Dorothea A. Cantero, Purchasing Tech II Hawaii State Department of Defense**

Dorothea Cantero is the Supervisor of the Procurement Unit for the Hawaii Department of Defense (DOD). In this role she has provided oversight to the support of the Hawaii National Guard (HING) and Hawaii Emergency Management Agency (HIEMA) throughout four disasters since April 2018 in addition to maintaining her responsibilities during non-disaster operations. During these disasters, Dorothea oversaw the training and delegation of Emergency P-Card Holders in each county in the event of widespread disasters and/or HING activation across the multiple islands. Previously the DOD had only one card and one person to call for response in the event of an emergency. Without Dorothea's outstanding initiative and focus on mission accomplishment the citizens across all islands would not have been able to be served by the Servicemembers of the HING and the employees of the HIEMA; this has had a direct impact on the disaster response provided to the people of the State of Hawaii. Processed over 1,200 flights, 9,000 meals and other transactions totaling over 26 times the amount of daily procurement transactions.

❖ **Christopher Murphy, Procurement and Supply Specialist IV Hawaii State Department of Transportation, Harbors Division**

Christopher Murphy initiated, developed and provided multiple databases using Microsoft Access to track procurement, inventory, fueling, maintenance and provide many reports, inclusive of 10-year plans, fuel reports, purchase requisitions, pcard summary, inventory additions/removal/transfers, overtime requests/usage, personnel recruitment, etc., in order to standardize information format, historical logging, customized reports, and to assist in sharing information. The use of the databases also provides time saving methods over using Excel by utilizing the same typed fields and drop downs to generate different forms (reports) and leads the users through each stage without referring to a manual. The Projects tracking application assists in tracking current contracts and assists in insuring that contracts are renewed or resolicited when necessary.

❖ **Martin C. Quitugua, Purchasing Tech II**
Hawaii State Department of Defense

Martin Quitugua is part of the Procurement Unit for the Hawaii Department of Defense (DOD). In this role he provided support to the Hawaii National Guard and Hawaii Emergency Management Agency (HIEMA) throughout four disasters since April 2018 in addition to maintaining his responsibilities during non-disaster operations.

During these disasters, Martin saw to the majority of booking of flights, contracting lodging, procurement of freight and providing HING with their various options throughout the various operations. Processed over 1,200 flights, 9,000 meals and other transactions totaling over 26 times the amount of daily procurement transactions.

❖ **David J. Sikkink, Foreign-Trade Zone Administrator**
Hawaii State Department of Business, Economic Development and Tourism

In December 2017, the Hawaii Foreign-Trade Zone switched on its new solar energy system: a 300-kilowatt photovoltaic system comprising 1,070 individual panels, mounted on a hazmat roof containing asbestos, on a building that was constructed in 1954. Pacific Business News called it the “largest solar PV system in Honolulu’s business district.” It is an extraordinary accomplishment, and the result of extraordinary leadership.

David Sikkink began his effort to source clean energy for the Foreign-Trade Zone in 2011 when he was Acting Administrator. From his days as the Zone’s Business Manager, David knew that energy costs consumed one-third of its operating budget. The Foreign-Trade Zone is 100 percent self-funded through revenue from its program activities, and takes no monies from the State’s general fund. David was determined to reduce this ongoing burden, and to do his part for Hawaii and the environment.

Over the life of the project, the system will save over \$1,000,000. The solar energy system has already saved 200,000 kilograms of CO2 emission, equivalent to planting 11,000 trees. Leading by example, David paved the way for other State agencies, such as the Natural Energy Laboratory of Hawaii Authority (NELHA), to plan its own solar energy system, and the Hawaii State Energy Office to explore installing PV on the entire Pier 2 building. His work demonstrates one way Hawaii can achieve its 100 percent renewable energy goal.

❖ **Joy L. Soares, Program Specialist V**
Hawaii State Department of Human Services, Med-QUEST Division

Joy Soares is recognized for her excellent work in the procurement of the State's first successful Indefinite Deliverables/ Indefinite Quantity (ID/IQ) contract. Joy is the project manager and as such was responsible to oversee and manage the entire RFP process, from RFP drafting, issuance, offeror management, discussions, evaluation and selection. Joy was also responsible for the drafting of the additional task orders that were a separate, but integral part of the ID/IQ procurement.

The Medicaid program is one of the largest and most complex in the State with an annual budget of \$2.4 billion, which provides health coverage for 364,000 Hawaii residents. The ID/IQ contract was developed to enable the State to procure consulting services for complex health care and Medicaid programmatic issues. Due to Joy's expertise, tireless work, and dedication to this project, this contract attracted many of the premier vendors across the country. In addition, she was able to coordinate and guide a strong team within the Med-QUEST division to implement the contract and subsequent task orders. She continues her oversight to ensure timelines and tasks are met.

Vendors with Statewide Contracts

SPOCon invites all SPOCon attendees to learn more about contracts from participating companies in NASPO ValuePoint contracts by visiting them in the Prince Edward & Prince David Rooms during any breaks.



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Vince Caso, Account Executive
Cell: (310) 755-8743 | vcaso@cusa.canon.com

For contract questions please contact:
Maria Loisesides, Account Executive
Cell: (310) 266-3511 | mloisesides@cusa.canon.com



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Contracts: - SPO VL Contract No. 12-12
- GSA Sch 70 (GS-35F-0208L, GS-35F-0426R)
- NASPO ValuePoint (AR2474, AR233)
- MITCA (138AN-TISA2013-0416)
- HGAC (EC07-18)

Contact: Joel Velasquez
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Contract: SPO VL Contract No. 19-02

Contact: District Manager – Samson Mokuohai
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smokuoha@fastenal.com



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Contract: CF-09-038-SW, RFP-09-039-SW

Contact: First Hawaiian Bank
Commercial Card Department
(808)844-3184
comlcard@fhb.com
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Contract: SPO Price List Contract No. 16-15

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Contract: SPO Price List Contract No. 19-02

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For media inquiries, please visit Hawaiian Airlines’ online newsroom. Hawaiian Airlines

Contact: Leesha Kawamura
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www.hawaiianairlines.com



Hawaii Information Consortium / e Hawaii.gov
 At Hawaii Information Consortium (HIC), we help you solve your biggest problems using technology. Over the past 18 years, HIC has built more than 150 digital government services on behalf of our State, Local, and Federal partners. Government is our only business and we work with you to build scalable solutions that meet all of your specific needs. Our projects often involve bringing your paper forms and paperwork processes online, streamlining your workflow, and accepting payments. Located in downtown Honolulu, we employ 34 full time staff members. HIC is a Hawaii corporation and wholly owned subsidiary of eGovernment firm NIC Inc.

Contract: SPO Price List Contract No. 08-13

Contact: Jamie Kinion
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jamie@ehawaii.gov
<http://hic.ehawaii.gov>



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- Contracts: SPO Price List Contract No. 12-12
- SPO Price List Contract No. 15-04:
 - Cisco NASPO ValuePoint MA Contract No. AR-233
 - Fujitsu NASPO ValuePoint MA Contract No. AR-616
 - Palo Alto NASPO ValuePoint MA Contract No. AR-626
- SPO Price List Contract No. 17-16
- SPO Price List Contract No. 18-11
- GSA IT 70 Contract Holder No. 47QTCA18D00FM

Contact: Alison Shimabukuro, Government Account Manager III
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Contract: SPO Contract Price List No. 18-06, "Disposable Polyethylene Bags – Statewide"

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adrianhong@gmail.com
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Mitel SPOCon Contacts:

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Murray VanDyke, Territory Account Manager - SLED
(602) 629-8811
Murray.vandyke@mitel.com



MMCAP is a free, voluntary group purchasing organization for government entities that provide healthcare products and services.

Contact: Kim Hankins, Senior Account Executive assigned to Hawaii
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Contract Number: 8499

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Contract: SPO Vendor List Contract No. 18-03
Mailroom Equipment, Supplies and Maintenance Statewide
NASPO Contract ADSP016-00006328

Contact: Larry Waters MGR Government Account
(281) 216-4596
L.waters@neopost.com
<https://www.NEOPOST.com>



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Contract: PL 16-04

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Contract: NASPO: US-GMA-1301562 (AR2487)_PA_HI

Contact: Henrik Beijar, Application Sales Manager
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henrik.beijar@oracle.com



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Contract: SPO VL Contract No. 17-06

Contact: Robin Freeman II, District Manager
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Contact: Panda Travel Inc.
Sales Contact: Ken Ikeda | Director of Operations
Phone: (808)738-3352
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Contract: SPO Contract Price List No. 18-09

Contact: Katie Boucher
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katie.boucher@philips.com



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Contract: SPO Contract Price List No. 18-03

Contact: Joanne Drummond
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Contract: SPO Contract Price List. No.15-10

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Contracts: SPO PL 16-17
 SPO PL 18-06
 PL 16-17 / P35
 DOE- PLE 18-12 / PLE 18-13 / PLE 18-14 / PLE 18-15

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Contract: SPO Price List No. 16-15

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Contract: SPO Price List No. 15-10

Contact: Lisa Ma
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Contract: SPO Contract No 15-05
 Master Agreement Number MNWNC-108

Sales: Ricky Zheng
 (808) 369-1051
sales@zrsystems.com
zrsystems.com

Acknowledgements

The State Procurement Office thanks the many hands that contributed to the success of this event.

NASPO ValuePoint

Kim Oshiro, Senior Catering Manager - Hilton Waikiki Beach Hotel

‘Ōlelo Community Media

The SPO Team

Mahalo!