Supplier Diversity Exchange
University of West Florida Conference Center
Pensacola, FL

The 2016 Supplier Diversity Exchange, hosted by the Office of Supplier Diversity (OSD) with support from the University of West Florida Small Business Development Center in Pensacola, will provide a networking opportunity and continued education for business owners and procurement professionals in the public sector.

Agenda
Feb. 11, 2016
8 a.m. to 4:15 p.m.

8-8:30 a.m. Check-In, Meet and Greet Upstairs Lobby
Check in, pick up your attendee packet* and then participate in the networking activity before the day begins.

8:30-9:45 a.m. Welcome and Introductions Ballroom B-C
Who Do You Want to Work With?
Hue Reynolds, OSD Executive Director, welcomes everyone and introduces the speakers.

Small Business Administration (SBA) ........................................................................................................ Ken Hamilton
Florida Department of Transportation (DOT) .......................................................... Tom Rush, Kerrie Harrell
FL SBDC Network Procurement Technical Assistance Center (PTAC) .............................. Jane Dowgwillo
Escambia County ....................................................................................................................................... Claudia Simmons
City of Pensacola, Div. of Purchasing and Minority/Women Business Enterprise Program....... Hosea Goodwyn
University of West Florida Procurement .............................................................................................. Angela Jones, Bob Pacenta

Break - Meet and network. Share and network through Twitter with #FLosd.
*Attendee packets will be available between 8 and 10 a.m.

10-11:45 a.m. Choose One of Two Courses
My Business is Certified. What’s Next? Ballroom B
For Florida Certified Business Enterprises
Pam Tedesco will speak about the Access Florida Finance Corporation’s Black Business Lending and Micro-finance programs. Ken Hamilton of the SBA will review federal certifications relevant to woman-, veteran- and minority-owned businesses, including 8A. Tom Rush and Thomas Huggins III with the Florida DOT Disadvantaged Business Enterprise Program will discuss their Disadvantaged Business Enterprise (DBE) certification and training opportunities as well as a major business opportunity in Pensacola.

What it Means to be a Florida Certified Business Enterprise Ballroom A
For Non-Certified Business Enterprises
Hue Reynolds will provide an overview about OSD, including how to become certified, what that means to a business owner and what to expect when it comes to procurement opportunities. Eric Swanson from MyFloridaMarketPlace (MFMP) will introduce the state’s online procurement tool and its resources.

A panel including several of the morning speakers will answer questions and offer tips and best practices to be a state certified vendor. There will be about ten minutes for question-and-answer between the panel and attendees in the audience.
11:45 a.m.-1 p.m.  
Lunch

In the food court of the conference center (not included)

12:45-1:15 p.m.  
Appointments for Business Exchange Sessions  
Lobby

If you have not yet made appointments to participate in the Business Exchange, please do so before 1:15.

All attendees of the Business Exchange one-on-one appointments must be checked in by 1:15 p.m.

1:15-4:15 p.m.  
Business Exchange

Business Exchange Part I: Introduction (Choose One)

Talk the Talk and More: How to Work with the State  
Roz Ingram, DMS Director of State Purchasing and Chief Procurement Officer for the State of Florida

Attendees whose businesses have not yet done business with the state will be introduced to key terms necessary to understand when working with state procurement professionals. The steps of procurement procedures will also be reviewed, including what you should be doing to participate and to get the business.

Marketing to Get State Business – Not Taglines and Social Media  
Eric C. Swanson, MyFloridaMarketPlace Business Analyst

So your business has gone through the procurement process before – and won. That’s great! Let us help you find and use some best practice techniques to get and do more. One of MFMP’s training experts will share marketing techniques and ways to get the most from free online resources provided by the state.

Break  
Please move into the Lounge to wait for your appointments

Business Exchange Part II:  
One-on-One Appointments  
Ballroom B-C

• Appointments must be checked-in or made before the 1:15 sessions begin.
• Attendees will have 15 minutes for their one-on-one meetings.
• The room will be cleared of attendees at the end of each 15-minute session.
• Please listen for your name to be called between each session so we may stay on our intended timeline.

Thank you for participating in the Office of Supplier Diversity’s new Supplier Diversity Exchange. We also would like to thank today’s speakers for their time and participation, and the UWF SBDC and PTAC teams for their planning assistance, contribution and support.

The Office of Supplier Diversity is a specialized team within the Florida Department of Management Services responsible for helping woman-, veteran- and minority-owned Florida-based businesses get involved in the state purchasing process.