# **11th Annual Riverside County Purchasing Seminar**

### Hosted by County of Riverside Purchasing and Fleet Services Director– Lisa Brandl





Featured Presentation: **The Best Value Approach:** Utilizing Expertise to Define the Scope

Seminar includes materials, continental breakfast, lunch, & refreshments. Additional fees may apply See reverse side for details

#### LOCATION:

County of Riverside Parks & Recreation Crestmore Manor 4600 Crestmore Rd. Riverside, CA 92509

**Registration & Continenta** 

Breakfast 7:30AM-8:00AM

Morning Session-(See reverse side for Topics & Speakers) 8:00AM-12:15PM

Lunch (Included)-12:15PM-1:00PM

Afternoon Session-(Dean T. Kashiwagi) 1:00PM-4:00PM

EARN: 7 UPPCC Hours and 7 NCMA CPE Hours PRESENTATION SUMMARY : How can we ensure written specifications are not missing key components in the RFP? What happens when the internal client doesn't really know what they need? This session will introduce a revolutionizing procurement model that utilizes the experts to define the scope instead of the traditional use of creating specifications and guess work. Learn how to procure more services, in less time, with fewer resources, yet increases vendor accountability, creates transparency, and results in higher customer satisfaction. Learn to transform your risky contracts into successful outcomes.



Presented by Dean Kashiwagi Professor Arizona State University

#### Featured Speaker:

World renowned researcher in best value procurement. Dean has developed a "hands off" approach to managing contractors or vendors in any industry. His concepts are contrary to the traditional price-driven procurement model. It reduces the transactions of every participant and forces a "win-win" relationship. His program educates and assists organizations in becoming more efficient through measurement, accountability and transparency. Creator of the best value Performance Information Procurement System (PIPS); tested over 20 years both in government and private sectors. It's been implemented in 6 countries, 31 US states, 1750+ times, \$6.3billion budget, higher quality, minimized change orders, and 95% client satisfaction. His many achievements include 2012 Dutch Sourcing Award for best overall procurement effort and operational excellence, 2011 Silver Award from NASPO (implementation of best value PIPS at the State of Idaho), and 2009 Excellence Educator Award for his numerous accomplishments in education and research. He has authored several books and journal publications. Prior to ASU, Dean was a Project Engineer for the US Air Force during his 14 years of military service.

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http://rivco-seminar2015.eventzilla.net

