

# Monday, May 8, 2017

8:00 a.m. - 5:00 p.m. **Registration**

8:30 a.m. - 9:30 a.m. **Welcome Remarks (JB A1-A2 - Third Floor)**

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## Workshops

9:35 a.m. – 11:00 a.m. **(Concurrent Workshops)**

### How to do Business with Higher Ed

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#### *JB A1-A2 - Third Floor*

The Texas Universities HUB Coordinator Alliance will host a panel of Procurement Professionals and HUB Coordinators to discuss procurement methods and opportunities within public higher education in Texas

**Facilitator: Joey Saxon**

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### How to get HUB Certified

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#### *Meeting Room 1 - Third Floor*

The HUB Staff is ready to assist you in getting your State of Texas HUB Certification

**Presenter: Laura Cagle-Hinojosa and Ricardo Perez**

11:05 a.m. – 12:25 a.m. **(Concurrent Workshops)**

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### How to Become a Texas Department of Information Resources (DIR) Vendor

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#### *JB B1 - B2 - Third Floor*

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local and public education institutions across Texas, as well as public entities from other states.

**Presenters: Lynn Sanchez**, HUB Coordinator, Technology Sourcing Office, Texas Department of Information Resources

## Forecasting Construction Projects

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### *Meeting Room 5 - Third Floor*

The construction panel will provide attendees the opportunity to learn about upcoming construction projects and tips on how to prepare their business for these projects. The panelists will provide a wide range of knowledge from a state agency, university and general contractor perspective.

**Facilitator:** **Yolanda Strey**, CTCM, CTPM, HUB Coordinator, Texas Facilities Commission

**Panelists:** Stephanie Park, UT System, UT Southwestern, and Carlton Cooper, TXDOT

## Writing a Winning Proposal

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### *JB A1-A2 Third Floor*

A great proposal can be decisive in winning a contract while a poor one can cause you to lose the contract, even if everything else in the process has gone flawlessly. This course will highlight key tips to write a winning proposal.

**Presenter:** **Norma Barrera**, Director of Purchasing & Contracts, Texas Education Agency

## Maximizing your CMBL Profile

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### *JB C1 - C2 Third Floor*

Are you getting the correct types of bid notices? Are you getting bid notices? Find out why you may not be receiving or getting bid notices from State Agencies Centralized Master Bidders List (CMBL). Learn how to navigate the HUB/CMBL profile to make sure your products or services is found by state buyers.

**Presenter:** **Karen Gross**, C.P.M., CTPM, CPPB Manager, Supplier Diversity Programs/HUB Coordinator

## What is the Mentor Protégé Program?

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### *Meeting Room 4 - Third Floor*

This workshop will provide a general overview of the Mentor Protégé Program. Panelists from several state agencies will provide details as to how their specific Mentor Protégé Programs operate, and increase opportunities for contracting and subcontracting with the State of Texas. Get an insider's view of how the agencies assist in the pairing of companies. Come away with a complete list of Do's and Don'ts.

**Presenters:** **Sherice Williams**, HUB Operations Manager, Health and Human Services Commission

12:30 p.m. – 1:30 p.m.      Lunch on Your Own - Concessions available

1:30 p.m. - 5:00 p.m.      Senator Royce West's "Doing Business Texas Style"  
**Spot Bid Fair**

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**Exhibit Hall Arena – First Floor**

Small and Historically Underutilized Businesses will have a unique opportunity to compete for bid awards and network with State Agencies and Institutions of Higher Education. Bid proposals must be submitted on-site at the **SPOT BID FAIR**. Attendees are encouraged to prepare their bid proposals prior to attending the event. Bid opportunities for the SPOT BID FAIR are available for view at: <https://data.texas.gov/Business/Bid-Book-Spreadsheet-2016/daek-f7x4>

\*\*\*Bids are due no later than the time specified on the bid packet\*\*\*