



Day 2: Inspiring Words, Fierce Debates

Welcome back to the Navy Pier for another exciting day! We hope you enjoyed yesterday's phenomenal lineup of main stage events and breakout sessions. We kicked off the morning with main stage keynote **Omera Khan**, professor of operations and supply chain management at Aalborg University Copenhagen. She emphasized that her speech was about transformation for *today*, not tomorrow. "We're in a radical state of uncertainty—a single key supplier can take out an entire supply chain." And of course, no magic button exists to fix supply chain risks. Khan believes it's important that we determine how to view these challenges as opportunities. "Old ways will not open new doors."

Following the keynote presentation, our **Speed Debate: NCMA Style** was a huge success. Five pairs of debaters stepped into the ring to discuss controversial contracting topics. We asked all World Congress attendees where they stood on the issues and we had a great response via the polling function in the mobile app. Check out the results on page 2!

For those who joined us at *NCMA Celebrates*, thanks for a fabulous evening! We had so much fun in our '20s garb, dancing the night away at *Untitled*. Check out the photos on social media (**#NCMAwc**) and in tomorrow's *Daily News*.

We have a busy day ahead with two main stage keynotes this morning, immediately followed by the **CM Power Hour**. If you've ever seen a TED talk, you'll be familiar with the format: five influential leaders from industry and government will take the stage one at a time to tackle a hard-hitting topic. But just 10 minutes each and then on to the next!

Today's your last chance to visit the exhibit hall, so be sure to make the most of your time there. Participate in our **Annual Community Service Project** by filling a backpack with non-perishable items to help fight childhood hunger—learn more on page 4. Also, many of our exhibitors are holding raffles today. Check out the list on the next page. And don't forget to pick up a copy of the new *CMBOK, Fifth Edition* from the NCMA booth.

We'll see you bright and early tomorrow at 7:00AM for **breakfast in the Aon Grand Ballroom**. During breakfast, we'll applaud our Contract Management Leadership Development Program (CMLDP) graduates and NCMA award winners. Enjoy your day! **BN**

Photo above: Monday keynote speaker, Omera Khan

Agenda Highlights

- 7:00AM –8:00AM **Continental Breakfast with Exhibitors**
Navy Pier, Festival Hall A
- 8:00AM –8:45AM **Main Stage Keynote: Robert Giandalone**, Vice President of Procurement for the Americas, Marriott International
Navy Pier, Aon Grand Ballroom
- 8:45am–9:30am **Main Stage Keynote: Dan Helfrich**, Principal, Deloitte Consulting LLP
Navy Pier, Aon Grand Ballroom
- 9:30AM –10:30AM **Main Stage Discussion: CM Power Hour**
Navy Pier, Aon Grand Ballroom
- 10:30AM –11:15AM Refreshment Break with Exhibitors
Navy Pier, Festival Hall A
Sponsored by **BAE SYSTEMS**
INSPIRED WORK
- 12:30P M –2:00P M **Networking Lunch**
Navy Pier, Festival Hall A
- 1:30P M –2:30P M **CMLDP Alumni Community Book Discussion**
Navy Pier, Room 317
- 2:00P M –2:30P M **Coffee and Dessert with Exhibitors**
Navy Pier, Festival Hall A
- 3:45P M –4:00P M Break

Today's Weather

Partly Cloudy

82°



Exhibit Hall Hours Today

7:00AM –3:00P M

Social Media



www.twitter.com/ncma



www.ncmahq.org/flickr



www.facebook.com/ncmahq



www.ncmahq.org/linkedin
19,000+ members!



www.youtube.com/ncmahq



www.instagram.com/ncmahq

#NCMAwc

Conference Updates

Room Change For Tomorrow's Breakfast

7:00am-8:30am

Aon Grand Ballroom, Navy Pier

Breakfast with CMLDP Graduation and Awards Presentation

Speaker Change

Using Transactional Data to Make Best-Value Determinations

SESSION G05

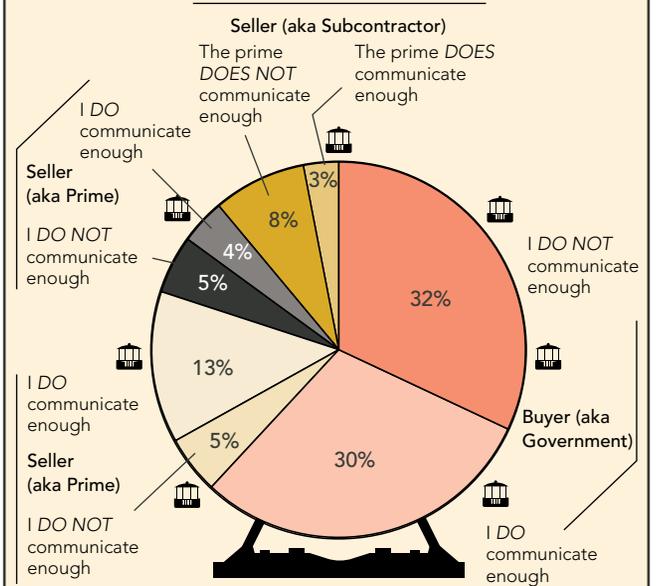
New speaker: Mark Lee, Assistant Commissioner, Office of Policy and Compliance, GSA Federal Acquisition Service

Exhibitor Raffle Prizes

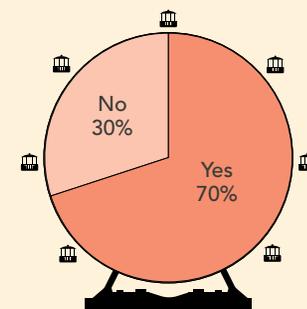
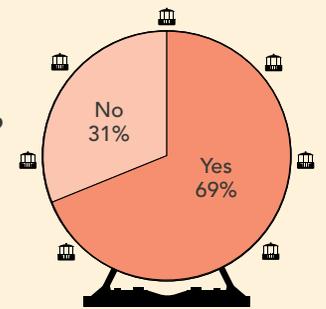
EXHIBITOR	BOOTH #	PRIZE	RAFFLE INFO/TIME
AccountingDepartment.com	712	Bose SoundSport Charcoal in-ear headphones (compatible with Apple products and includes microphone capabilities)	1:00PM
Baker Tilly	515	Amazon Echo	A winner will be randomly selected after the conference. Make sure to scan your badge at booth #515!
CACI	201	Amazon Echo Dot	Come by the booth and fill out a survey or leave your business card to be entered.
Distributed Solutions, Inc.	306	\$50 Amazon Gift Card	Enter the raffle by completing the online survey via the link in the padfolio in your conference bag.
MAGID	426	Magid's Safety in a Bag (including a pair of FR coveralls, a logoed hard hat, 2 pairs of gloves, ear plugs, safety glasses, a few promotional items, and a \$50 visa gift card).	2:00PM
NASA SEWP	220	Special Olympics Chicago, Duck Derby Prizes	
NeQter Labs	907	2 Policy Compliance Tools (\$5,000 value)	2:00PM
PotomacWave	323	2 \$20 Gift Cards	
Insight	126	GoPro Hero from Insight	During lunch
VisibleThread	801	Irish Cream liqueur and Chocolates	2:15PM
Wolters Kluwer	707	Flag Throw	Prize mailed to winner

Results of Monday's Speed Debate Polling

Buyers and Sellers: Are We Communicating?

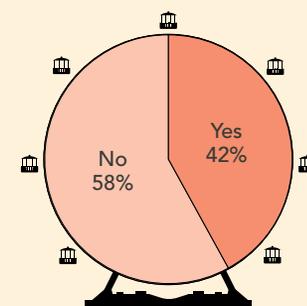
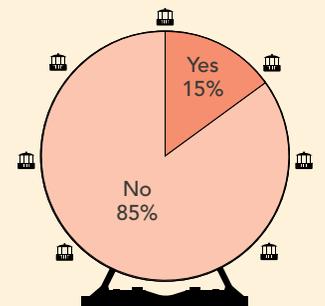


Should We Bring Back Purchasing Agents/Clerks?



Will Small Businesses Survive a Chaotic Contracting Environment?

Technology Takeover: Is My Job in Jeopardy?



Is Category Management a Passing Fad?

Answers to Monday's Spot the Difference



Q&A with a Tuesday Keynote



We chatted with one of this morning's main stage keynotes, Dan Helfrich, principal at Deloitte Consulting LLP, about intentionality in innovation, asking "why not?" and government agencies moving to the cloud.



You've blogged about applying intentionality to innovation—how has Deloitte accomplished that? Are there any implications for government?

We've taken a very intentional approach to creating an innovative culture. For example, we developed and launched a more formal—yet inclusive—process for our people to submit ideas. With more than 8,000 people in our federal services organization, there are a lot of ideas out there. What we want to know is which ideas are most relevant to our clients' needs, scalable, or truly transformative in the federal market. To figure this out, we developed an internal crowdsourced-based initiative, which captures those ideas and then puts them through a series of filters. Our end goal is to create viable products and solutions that enhance, disrupt, or transform the federal market.

We've seen government agencies also use crowdsourcing as a way to innovate. There are a variety of products and solutions that can lead to more efficient ways of meeting an organization's mission, attracting talent, or providing services to its customers. The trick is how to test, iterate, and scale those ideas for maximum impact.

You've also blogged about becoming a "why not" person. Contracting professionals are often tasked with being the "why do it" person rather than the "why not do it" person. What advice do you have for them to improve on that reputation?

Early in my career, a mentor of mine told me that I was great at asking why and pointing out the problems, but that I needed to become a "why not" person. I began to see that asking "why not" is about approaching a problem in a different way—leading with ideas, potential solutions.

While one person can decide to make this mind shift, to scale it across an organization would require support from leadership, colleagues, and stakeholders. In the spirit of "why not," here are two questions for contracting professionals to consider:

- ~ Why not create a small team or regular working sessions in which contracting professionals can bring forward their different thinking in a collaborative environment?
- ~ Why not try a "request for interaction" instead of a paper-heavy "request for information" in which contracting professionals, business owners, and external vendors can discuss ideas for a challenge or need?

Start with small changes, see how it feels, get others to join you, and then ramp it up.

Deloitte recently published a study on government agencies moving to the cloud. The report talks about moving from a "cloud first" scenario to a "cloud native" scenario. Could you explain? How can contracting professionals help with this?

We recently conducted a survey with Government Business Council of federal executives and their views on their agency's migration to the cloud. Cloud is entering a new era with cloud-native and multi-cloud solutions. Many government agencies fit into this "cloud first" description as they have "lifted and shifted" many applications to the cloud.

Cloud native means that applications are designed specifically for use in the cloud. For example, these applications can communicate directly with cloud platforms and take advantage of services and capabilities built into these platforms. It's important for contracting professionals to know that the cloud isn't a one-size-fits-all destination and to remember that the mission drives the cloud strategy, not the other way around. It's about right-sizing your cloud to accelerate the mission. [DN](#)

Your Network Connected on One Site



NCMA **COLLABORATE**, the new social networking and resource site, lets members ask questions, share ideas, and discuss challenges.

Surround Yourself with Smart People
COLLABORATE
& Make Contract Management Better

Learn more about this **exclusive members-only** benefit and take a tour at

ncmahq.org/collaborate.

NCMA  **COLLABORATE**

Annual Community Service Project

Help Fight Childhood Hunger: Fill a Backpack!

BY ALISON LOUGHLIN, NCMA SENIOR MARKETING SPECIALIST

During World Congress, NCMA is partnering with Blessings in a Backpack to fill 1,000 yellow backpacks with food to be distributed to Chicago school children who might otherwise go hungry over the weekend. One in four children face the prospect of empty bellies after they leave school each Friday. Until they are back in school Monday and can get a free breakfast or lunch, they have to make do with whatever may—or may not—be in the pantry at home.

While kids don't get a choice about whether or not they live in poverty, it's amazing the impact choosing to help those kids can have. Student survey results tell us that the majority of children fed by Blessings in a Backpack experience fewer behavioral issues and find it easier to learn at school. Seventy-eight percent felt cared for by their community.

Attendees who filled backpacks bags with food on Tuesday morning were enthusiastic about the opportunity to help fight hunger during World Congress. "I've never seen a project like this in an exhibit hall," said Katherine Steadwell. "This seems like a nice opportunity to help and give back," added Nathan Hansing, "I haven't helped with a project to fight hunger since I was in school, so I thought I'd pitch in."

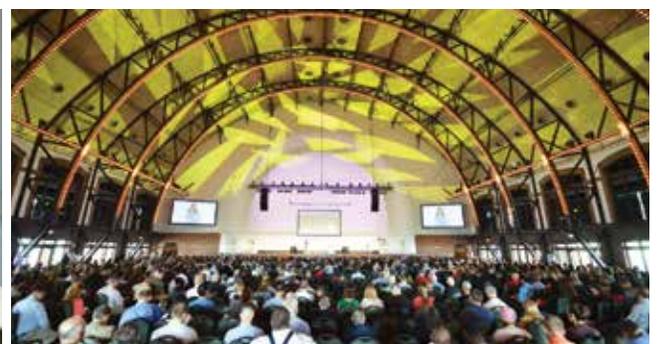
If you'd like to get involved, backpacks and a map are available at the Community Service Booth, located at the end of aisle 200 in the exhibit hall. Visit the booths of each sponsor (listed below) in the exhibit hall and collect a nonperishable food item at each one. Then add your own note for a personal touch.



Thanks for helping us give back to the Chicago community while we're here for World Congress 2017. 🇺🇸

SPONSORS:

- Appian (Booth #614)
- ContractWorks (Booth #906)
- Distributed Solutions, Inc. (Booth #306)
- iT1 Source (Booth #726)
- M-Files (Booth #909)
- National Joint Powers Alliance (Booth #320)



Leadership Master Class: Summer Session

Sunday's Leadership Master Class Focuses On Emotional Intelligence Leadership

BY ALISON LOUGHLIN, NCMA SENIOR MARKETING SPECIALIST



However you originally came to the contract management profession, your IQ and technical knowledge will only take you so far. In fact, at a certain point, there is no correlation between IQ and higher levels of professional success. Achieving those higher levels requires the ability to understand your effect on others and manage your behavior accordingly.

That characteristic is known as *emotional intelligence* and it was the basis for this year's Leadership Master Class: Summer Session, led by Dr. John Wilkinson, NCMA chief standards and accreditation officer. Wilkinson worked with over 100 attendees from around the country on Sunday to hone their emotional intelligence to become more self-aware.

The program was organized around the leadership competency of the recently published fifth edition of the *Contract Management Body of Knowledge (CMBOK)*. Wilkinson uses the image of a tree to help reinforce this concept. Competence in your job makes up visible parts of the tree, but character and the establishment of trust are the roots that support the tree and give it strength.

Attendees worked through real-world situations. "Context is key in effectively incorporating learning into an organization," Wilkinson says. "Since understanding how a concept will work on a daily basis is what makes it relevant, meaningful, and ultimately helps it stick."

Specific case studies supported attendees while brainstorming questions including, "Our senior manager supports our chapter, but the middle manager does not. How can I get middle management support?" and "New members aren't attending our events. What can I do to attract them?" According to Shannon Moran of the Mid-Florida Chapter, the small group sessions were "the ideal way to work toward solutions."

"With our Leadership Master Class, we're giving our members leadership strategies that work in their chapters, in their jobs, and in their lives," said Tanya Russick, NCMA director of chapter and member relations. "Leaders get things done with influence and relationships more than authority."

According to Bruce Tackett of the Greater Baltimore Chapter, the fresh inspiration will keep him coming back. "The case studies were helpful. They gave us new ideas for tackling things we face every day in our chapters and at work."

Save the date for our Leadership Master Class: Winter Session, December 3, 2017, in Arlington, Virginia, in conjunction with our 36th Annual Government Contract Management Symposium. 



Spot the Difference

Can you spot the SEVEN differences in these photos of World Congress attendees? The answer will be in tomorrow's *Daily News*.

