

Training Matrix
05/04/2017

# Registered as of 5/03/17	Needed to Confirm	CLASS	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
0	15	Advancing your Negotiation Skills 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5							TBC NIGP 11/02/17 - 11/03/17 (Tampa)
0	15	Contracting with Federal Funds/Grants "Advanced" 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5							CFC NIGP 11/06/17 - 11/07/17 (Palm Bay)
7	15	Contracting with Federal Funds/Grants "Intermediate" 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5			CFC NIGP 7/27/17 - 7/28/17 (Palm Bay)				
0	8	Developing and Managing Request for Proposals in the Public Sector 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3							GMC NIGP 11/15/17 - 11/17/17 (Cutler Bay)
*	*	FAPPO 50th Annual Conference and Trade Show FAPPO Members \$350.00 Non-Members \$500.00	FAPPO 5/24/17 - 5/27/17 (Orlando)						
*	*	FAPPO Fall Workshop FAPPO Members \$350.00 Non-Members \$500.00						FAPPO 10/27/17 (Pompano Beach)	
CFC 12v * CFC 1	8	Introduction to Public Procurement 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited Ceu's 2.3		CFC NIGP 6/26/17 - 6/28/17 (Viera)				CFC NIGP 10/25/17 - 10/27/17 (Ocala)	

Training Matrix
05/04/2017

# Registered as of 5/03/17	Needed to Confirm	CLASS	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
Lee 14 CFC 4 GMC 0	8	Legal Aspects of Public Procurement 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3		Lee Co BOCC 6/14/17 - 6/16/17 (Ft. Myers)	CFC NIGP 7/12/17 - 7/14/17 (Orlando)			GMC NIGP 10/04/17 - 10/06/17 Miami	
*	*	NIGP - FORUM August 27-30, 2017 NIGP Members \$ 920.00 Non-Members \$1245.00				NIGP FORUM 8/27/17 - 8/30/17 (Salt Lake City)			
12	8	Risk Management in Public Contracting 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	GMC NIGP 5/04/17 - 5/05/17 (Doral)						
CFC 1 * SEFL 5	8	Sourcing in the Public Sector 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3		SEFL NIGP 6/19/17 - 6/21/17 (Deerfield Beach)			CFC NIGP 9/11/17 - 9/13/17 (Orlando)		
0	8	Strategic Procurement Planning 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3							CFC NIGP 11/08/17 - 11/10/17 (Orlando) Pending

LEGEND:

DMS: State of Florida Department of Management Services

website: http://dms.myflorida.com/business_operations/state_purchasing

CFC-NIGP: Central Florida Chapter of NIGP

website: www.nigp-cfc.org

FAPPO: Florida Association of Public Procurement Officials

website: www.fappo.org

CGCC-NIGP: Central Gulf Coast Chapter of NIGP

website: www.cgccnigp.org

SEFL NIGP: Southeast Florida Chapter of NIGP

website: www.nigpsefl.org

NFPA: North Florida Procurement Association Chapter of NIGP

website: www.nfpanigp.org

NIGP: National Institute of Governmental Purchasing

website: www.nigp.org

MIDFL: Mid Florida Chapter of NIGP

website: www.midflnigp.org

TB NIGP: Tampa Bay Chapter of NIGP

website: [HTTP://www.nigp-tampabay.org/](http://www.nigp-tampabay.org/)

GMC: Greater Miami Chapter of NIGP

website: www.nigpmiami.org

GCAGPO: Gulf Coast Association of Governmental Purchasing Officers

website: www.gcagpo.org

SBAC NIGP: Sarasota Bay Area Chapter of NIGP

website: <http://204.193.113.204/PurchasingPartners/SarasotaAreaChapterNIPG.aspx>

TAC NIGP: Tallahassee Area Chapter of NIGP

website: www.tacnigp.com

Needed to Confirm	CLASS		Needed to Confirm	CLASS
1 Day Classes			1 Day Classes	
15	Adding Value to the Procurement Process 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Preparing For and Surviving Internal Audits 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	Best Practices in Developing Public Construction Bid Documents 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Principals and Techniques of Problem Solving 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	Category Management Strategies for the Public Sector 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Promoting the Procurement Function 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	Effective Decision Making 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		10	Protests: Managing Options for Positive Results 1 Day Class Members \$310.00 Non-Members \$410.00 Accredited CEU's 0.7
15	Effective Management of Construction Contracts 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Taking Costs Out of the Purchase 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
10	Ethics: A Survival Kit for Public Procurement 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Tools for Ensuring Contractor Performance on Public Construction Projects 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	How to Buy Performance Results 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	Total Cost Analysis for Best Value Decisions 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	Making the Contract Fit the Purchase 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	When Bad Things Happen to Bids: Strategies for Ensuring a Successful Public Construction Project 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7
15	Managing Your End-Users and Suppliers: It's All About Relationships 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7		15	World Class Procurement Practices 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7

15	Preparing for the Age of Licensing 1 Day Class Members \$310.00 Non-Members \$410.00 Non-Accredited CEU's 0.7			
----	--	--	--	--

Needed to Confirm	CLASS	Needed to Confirm
2 Day Classes		
15	Advancing your Negotiation Skills 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	15
8	Alternative Dispute Resolution 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	15
8	Capital Acquisitions 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	8
8	Contracting for Construction Services 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	15
8	Contracting for Public Sector Services 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	8
15	Contracting with Federal Funds/Grants "Intermediate" 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	8
15	Contracting with Federal Funds/Grants "Advanced" 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	8
8	CPPB Prep 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	
8	CPPO Prep 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	

--	--	--	--

CLASS	Needed to Confirm	CLASS
2 Day Classes		3 Day Classes
Customer Service: The Key to Success in Public Procurement 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	8	Contract Administration in the Public Sector 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Effective Contract Writing 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	8	Developing and Managing Request for Proposals in the Public Sector 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Fundamentals of Leadership & Management 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	8	Introduction to Public Procurement 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Get What you need through Successful Negotiation Strategies 2 Day Class Members \$510.00 Non-Members \$710.00 Non-Accredited CEU's 1.5	8	Legal Aspects of Public Procurement 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Logistics and Transportation 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	8	Sourcing in the Public Sector 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Risk Management in Public Contracting 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5	8	Strategic Procurement Planning 3 Day Class Members \$715.00 Non-Members \$915.00 Accredited CEU's 2.3
Warehousing and Inventory Control 2 Day Class Members \$510.00 Non-Members \$710.00 Accredited CEU's 1.5		

--	--	--	--	--