



COUNTY OF BARNSTABLE  
PURCHASING  
DEPARTMENT OF FINANCE

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## Cape Cod Public Purchasing Officials Association

Officers: Jennifer Frates – President; Amber Patterson - Vice President; Mihaela Miteva - Secretary  
Speaker Committee Chair - Roby Whitehouse

### MEETING AGENDA

**Tuesday, November 24, 2020 at 9:00 AM**

**\*\*This meeting will be held remotely online\*\***

9:00 – 9:05 AM Welcome and Introductions  
Review/Approval of Minutes (September)

9:05 – 9:35 AM **Presentation by:**  
Willow Stuart, Account Executive  
Bonfire

***Electronic Bidding Demo Presentation***

Focusing wholly on municipal and state level public procurement teams -- Bonfire is the software platform for teams managing public bids and RFPs. Bonfire transforms municipal purchasing into an easy to manage, and transparent workflow. Bonfire is the most trusted provider of Procurement software in the public sector, and is currently working with over 400 municipalities, K12 districts, and public universities in the United States.

Willow Stuart is an Account Executive at Bonfire, specializing in public procurement at the City and County level. Willow works alongside purchasing teams, understanding challenges in the bidding process, and helping teams roll out effective strategies for change management. Willow has extensive experience working with some of the largest, and smallest procurement teams across the USA, including in Massachusetts (UMass, Westfield State).

Q&A Immediately Following

9:35 – 10:00 AM Annual County-wide Bid Schedule for FY21 – Jennifer Frates

General Procurement Discussion / Speaker suggestions or topics

10:00 AM Adjourn