

# ProcureCon EAST

INDIRECT

Celebrating 10 Years  
Of Hands-On Learning

March 6 - 8, 2017

Omni Championsgate Resort  
ORLANDO, FL

Who Said Conferences Had To Be Boring?

Sponsors:





*procurement*

**THE only event you  
need to attend**

**Period.**

# Letter from the Executive Director

Dear friend of ProcureCon,

Welcome to the 10th Annual ProcureCon Indirect East. We're excited to have you, but if you haven't yet purchased your ticket, read on. We have some exciting new developments that are going to make 2017's event the best one yet.

This year is centered around five key themes, and through engaging and interactive sessions you are going to leave feeling invigorated and ready to hit the group running.

**The Road to 2020:** The next 4 years are going to be unpredictable, but you can stay ahead of the curve, and be the innovator at your company, when you are up to date on the latest happenings in the industry.

**Procurement in the Age of Disruption:** New technologies are poised to completely transform how procurement does its job. When it happens, will your team be ready?

**Building a Roadmap:** Establish or fine tune your sourcing program and set yourself up for success with stakeholder and supplier strategies.

**Breaking the Rules:** Extract more value from your procurement organization with strategies specifically tailored towards more mature companies.

**Procurement Operations:** Streamline and organize processes and allow practitioners to focus on the strategic work that pushes the needle.

We look forward to seeing you in Orlando this March. This promises to be a transformational event for your company's procurement organization.

Sincerely,



Frank Musero  
Executive Director ProcureCon Events

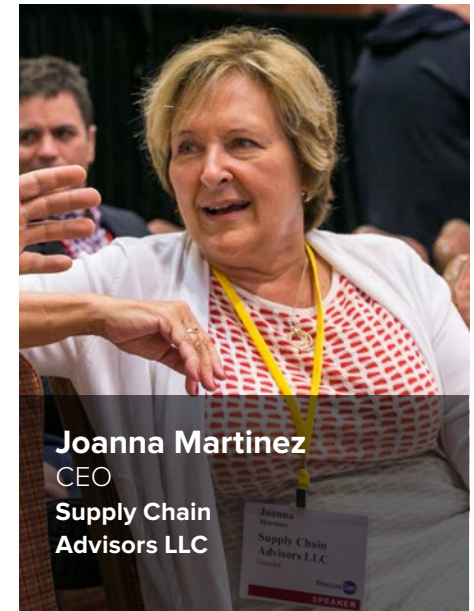
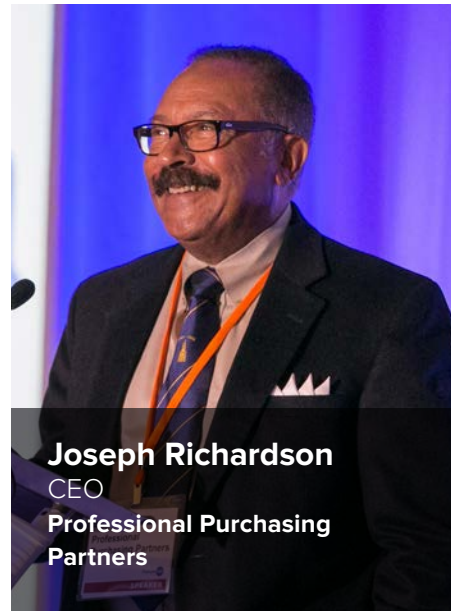
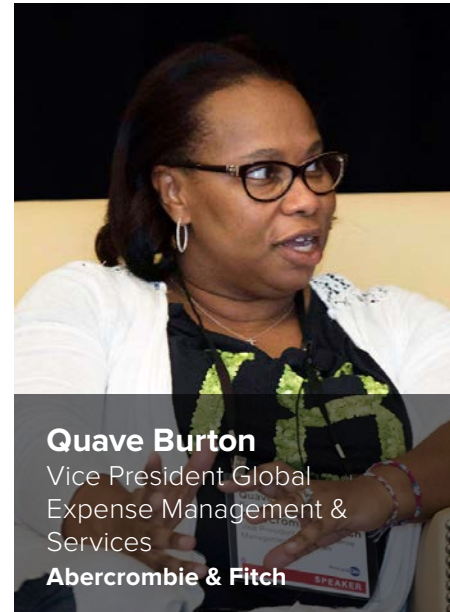
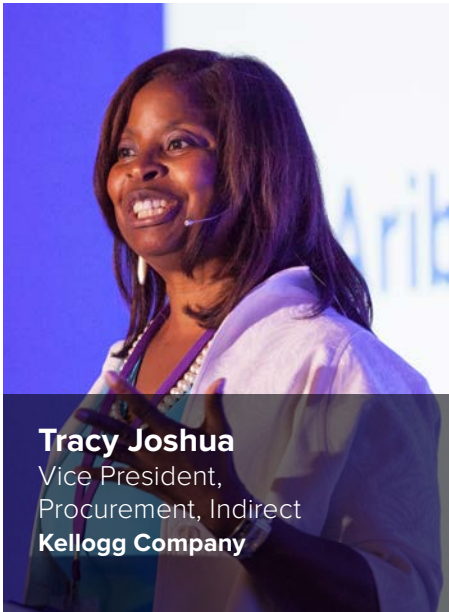




## For Procurement Practitioners, by Procurement Practitioners

We are for you! The ProcureCon Indirect East agenda was created by procurement practitioners. Our advisory board of top sourcing professionals ensures we address top-of-mind issues, told from the point of view of the sourcing experts. Most importantly, we are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business.

# Meet Some Of Our Advisory Board



# Featured Speakers



**Marla Bradstock**

Marla was most recently Director of Product & New Business Sourcing at Verizon and is now a member of the AI Committee of the Institute for Robotic Process Automation. She's going to talk with you about how procurement can get ready for the looming technology shift.



**Mariano Legaz**

Mariano is the new Chief Procurement Officer at Sprint, where he's undertaking a massive transformation of Sprint's procurement organization. He's going to challenge you to think about your own transformation in a new way.



**Denver Clark**

Denver is the Chief Procurement Officer of JLL, and he believes that CPOs are critical to helping their company grow. He's going to talk with you about the new skill sets CPOs of tomorrow will need to succeed.

# Your 2017 Expert Speaker Faculty

## CPOs and Heads of Procurement:



Shawn Anderson  
SVP Enterprise Sourcing  
Services, Chief Procurement  
Officer  
**Fiserv**



Nathan Ayres  
Vice President Strategic  
Sourcing  
**Prudential Financial**



Quave Burton  
Vice President Global Expense  
Management & Services  
**Abercrombie & Fitch**



Kenneth Chan  
Head of All Fleet Services &  
Chief Procurement Officer  
**Asplundh Tree Expert Co.**



Jerry Chico  
VP, Procurement  
**Cross Country Healthcare**



Garry Christie  
Director, Procurement  
**Advanced Micro Devices**



Denver Clark  
Executive Vice President, Chief  
Procurement Officer – Americas  
**JLL**



Wayne Evans  
Vice President, Head of  
Procurement Americas and Global  
Sourcing Head – Transportation  
**Deutsche Post World Net**  
(DP DHL)



David G. Gallae  
VP, Head of Procurement  
Americas  
**RBS**



Kevin Giblin  
Leader, Global Sourcing &  
Procurement  
**Dun & Bradstreet**



Bob Hein  
Head of Enterprise Strategic  
Sourcing & Procurement  
**Verisk Analytics**



Steve Hughes  
Executive Director of Procurement  
**The College Board**



Michael J. Francolino  
VP, Procurement  
**SGS North America Inc.**



Michael Jacobs  
Chief Procurement Officer  
**Staples, Inc.**



Lula Kosanic  
Senior Director - Expense  
Vendor, Asset Management  
**CIBC**



Brian Kyle  
Managing Director, Strategic  
Sourcing and Contracts  
Management  
**American Cancer Societym, Inc.**



Steven Lee  
VP – Global Procurement  
**Cabot Corporation**



Mariano Legaz  
Chief Procurement Officer  
**Sprint**



Joseph Martinez  
Managing Director, Chief  
Procurement & Financial  
Operations Officer  
**MUFG Americas**



Tim Mueller  
EVP, Head of Strategic Sourcing  
Management, Insurance Risk  
and Corporate Real Estate  
**SunTrust Bank**



Joe Postiglione  
VP, Global Procurement  
**National Basketball  
Association (NBA)**



Shone Richardson  
Director, Purchasing &  
Procurement  
**NCAA**



Joe Shatynski  
Head of Strategic Business  
Services, Senior Director  
**Daichi Sankyo Inc.**



Peter Stoyloff  
Chief Procurement Officer  
**Monsanto**



David Swadling  
Vice President, Strategic  
Sourcing and Procurement  
**John Wiley and Sons**



Karen Webley  
Senior Director, Global  
Procurement  
**Gartner**

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# FULL SPEAKER LIST

## Heads of Indirect Procurement:



Melissa Burkland  
Corporate Purchasing  
Director EMEA / Americas  
**Federal-Mogul Motorparts**



Jamie Crump  
Director, Strategic Sourcing  
& Supplier Diversity  
**United Rentals Inc.**



Deborah Dunne  
Procurement Manager,  
North America  
**Johnson Controls**



Haleh Duran  
Sr. Director of Indirect  
Procurement  
**World Fuel Services**



Ken Hartman  
Global Procurement  
Manager  
Indirect, Processes,  
Systems  
**GCP Applied Technologies**



Kumar Kannan  
Director of Global Sourcing  
- Indirect Goods & Services  
**Owens Corning**



Brent Laffere  
Vice President, Spend  
Management and Strategic  
Sourcing  
**Neiman Marcus Group**



Renee Leong  
Head of Indirect Sourcing  
**Hess Corporation**



Dawn Luttrell  
Senior Director - Strategic  
Sourcing, Contract  
Administration and Logistics  
**Sea World Parks & Entertainment**



Glenn Marcus  
Director - Indirect Sourcing  
**Ingevity**



Mike Owens  
Vice President, Global Shared  
Services  
**Dell**



Nancy R. Rustia  
Director, Indirect Strategic  
Sourcing  
**Delhaize America**



Jeffrey A Smith  
Sourcing Director  
**DuPont**



Keith Woody  
Vice President, Global Indirect  
Sourcing  
**Technicolor**

## Leading Practitioners:



Gregory Antoniono  
Director, Strategic Sourcing  
**Anthem Inc.**



Richard Ballard  
North America Procurement  
Manager - MRO and Materials  
Planning  
**Gerdau**



Ray Bernaz  
Head of Sourcing Execution –  
Global Procurement  
**Deutsche Bank**



Michael Cygan  
Sr. Director, Strategic Sourcing  
**True Value Company**



Jim Downey  
Healthcare and Benefits  
Sourcing Manager  
**Intel Corp.**



David Hearn  
Chief Advisor  
**CPO Advisement Services LLC** (former Head of Indirect Sourcing, Juniper Networks)



David Heichemer  
Indirect Sourcing Manager  
**Milliken & Company**



Loren Hopkins Taylor  
Sourcing Manager: Small  
Business /Supplier Diversity  
**DuPont**



Nancy Jorgensen  
Director, Professional Services  
Procurement and Performance  
Management  
**Grainger**



Lakshmi Narayanan  
Global Category Manager  
- Business & Professional  
Services  
**John Wiley and Sons**



Barry Norton  
Senior Director of Procurement  
Sourcing  
**Equifax Inc.**



Stephen Osmun  
Manager, Business Services,  
Strategic Sourcing and  
Procurement  
**CareFirst BlueCross  
BlueShield**



Ashfaq Patankar  
Director, Global Procurement -  
IS/ Professional and HR Services  
**Mondelēz International**



Carol Philipps  
Senior Director, Indirect  
Sourcing  
**Biogen**



John Ruebush  
Director Procurement  
Sustainability & Conflict Minerals  
Program  
**Johnson & Johnson**



Michael Schiappa  
Vice President, Global Labor  
and Consulting  
**MetLife**



Prem Shanker  
Director, Technology Sourcing  
**McKesson**



Ruppy Singh  
Analytics and Intelligence  
Manager  
**BP**



Eric Smith  
Purchasing Manager  
**Straumann**

## Industry Experts:



Dan Ashton  
Director Product Strategy  
**Rimini Street**



Marla Bradstock  
Director - Product & New  
Business Sourcing  
**Verizon** (Formerly)



Jeanette Nyden  
Commercial Contracts Expert  
and Co-Author  
**Getting to We**



Jack Shaw  
Executive Director  
**American Blockchain Council**



Joanna Martinez  
Founder  
**Supply Chain Advisors LLC**



Jason Pearson  
CEO  
**Sustainable Purchasing  
Leadership Council**



Joseph Richardson  
CEO  
**Professional Purchasing  
Partners**



Jake Wojcik  
SVP  
**Insight Sourcing Group**



# ProcureCon

CPO NETWORK



## CPOs Connecting

Limited to 30 CPOs & Global Heads of Indirect with \$1B+ in spend. Chief procurement officers and the most senior procurement executives of the world's largest corporations are invited to spend one day during ProcureCon Indirect East to deliberate vital issues that impact procurement leaders and their companies – learnings regarding senior executive alignment, building top-top relationships with key suppliers, and preparing for your next role beyond the CPO.

[CLICK TO VIEW FULL CPO AGENDA](#)

# Loaded with Opportunities To Learn and Connect...

PRESENTATIONS



DEBATES



PANELS



ROUNDTABLE DISCUSSIONS



...but plenty of room for *fun!*



Amanda  
Morrison  
Scanmarket  
Accounts Director, North America  
ProcureCon



## EPIC Awards Luncheon

Tuesday, March 7

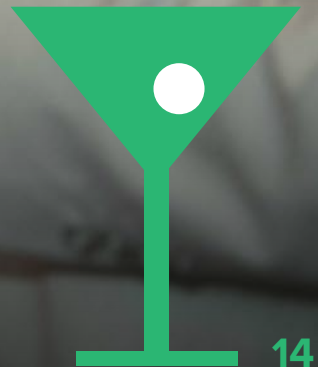


## Tee-Time PM Break

Tee off for a chance to win a Callway XL



**Casino Night**  
Tuesday, March 7  
5:30 PM





## Hi, I'm Melissa

Corporate Purchasing Director  
EMEA / Americas  
Federal-Mogul Holdings Corporation

**First year at ProcureCon:** 2013

**How I've participated:** Attendee, speaker

**ProcureCon Indirect Highlights:**

The Roundtables, where the discussions get heated and I get to field some tough questions about my own strategic approach to the business – it feels good to be challenged!

**Why I come to ProcureCon:**

*“I've been attending the ProcureCon Indirect conference for years – these are my people, this is my community!”*

# ProcureCon

WOMEN IN PROCUREMENT

## Women in Procurement Connecting

Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. Connect in person at our Women in Procurement Dinner, then stay connected all year round in our Women in Procurement LinkedIn Group.

Dinner is limited to 40 attendees. Be sure to look for your invitation in early February!

To join the LinkedIn group, click [here](#), or visit: [www.linkedin.com/groups/8525034](http://www.linkedin.com/groups/8525034)

Why ?

# Solutions ZONE

**Save weeks of vetting. Find the vendors you need here, all in one place.**

Meet with suppliers and solutions providers who can help you realize your savings goals, streamline and automate processes, and provide effective solutions for your strategic sourcing operations.

Chat with leaders in the procurement and sourcing solutions space.



## The Road to 2020 (Practitioners-only)

- 7:15 Registration and Breakfast
- 8:20 Welcome
- 8:25 Chairman's Opening Remarks
- 8:35 CPOs Unfiltered: Driving Innovation into the Business
- 9:15 Transition to Working Groups
- 9:20 Working Groups for Improving Business Functions
- 10:30 Networking Break
- 10:50 Working Groups for Mastering Complex Categories
- 12:00 Procurement Practitioners Networking Lunch
- 1:00 Working Group Report Backs
- 2:00 Panel: IQ, EQ and Negotiation Styles: Why Smart Emotions Matter at the Bargaining Table
- 2:40 Networking Break and Opening of The Solutions Zone (Conference Opens to All Attendees)
- 3:20 Track Sessions Begin

### Track A: Building a Roadmap

3:20 **Presentation:** Using Sales Techniques to Sell Procurement to Internal Customers

3:40 **Panel:** Optimizing Budgets, Timelines and Resources to Establish Proactive Procurement-Stakeholder Relationships

4:20 **Presentation:** Mastering the Energy Cost Equation: An Intro to Comprehensive Energy Management

4:40 Interactive Roundtable Discussions

5:45 Welcome Reception in the Solutions Zone

7:30 **New!** Women in Procurement Dinner

### Track B: Breaking the Rules

**Presentation:** Questioning the Value of Procurement

**Panel:** Hitting Targets Without Asking Suppliers for Price Reductions

**Presentation:** Slay Sacred IT Categories – Exceeding Savings Targets Plus Funding Innovation

### Track C: Procurement Operations

**Presentation:** Mastering Spend Analytics To Convert Data Into Intelligence

**Panel:** Third Party Vendor Risk Management

**Presentation:** The Ins and Outs of Fleet Management

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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## Procurement in the Era of Disruption

7:15	Registration and Breakfast		
8:15	Welcome Remarks		
8:25	Chairman's Opening Remarks		
8:35	<b>Keynote Presentation:</b> Robots, Artificial Intelligence, and the Future of Procurement		
	<b>General Session</b>		
9:05	<b>Panel Discussion:</b> Effectively Managing Technology's Influence Across the Corporation	<b>CPO Network Begins.</b> See page 37 for full Details.	
9:45	Presentation by GEP and Client		
10:05	<b>Keynote Presentation:</b> Digital Transformation of Procurement and Supply Chain at the Intersection of Emerging Technologies		
10:35	Networking Break		
11:15	Presentation by SAP Fieldglass		
11:35	<b>Interactive Case Study:</b> Not Your Father's Procurement — Reinventing Sourcing for a 21st Century Corporation		
12:15	Presentation by CoreTrust		
12:35	EPIC Awards Luncheon		
	Track A: Building a Roadmap	Track B: Breaking the Rules	Track C: Procurement Operations
2:00	<b>Presentation:</b> Risk Management and Due Diligence in aaS Licensing & Negotiating	<b>Presentation:</b> Winning the Contract Game After a Divestiture	<b>Presentation:</b> Automating Procurement Operations to Make Your CFO's Life Easier
2:20	<b>Interactive Case Study:</b> How to Create a Simple and Effective Category Strategy	<b>Interactive Case Study:</b> How to Engage a Global Procurement Team in Striving for Supplier Innovation	<b>Interactive Case Study:</b> Using Data Science and Predictive Modelling to Customize Analytics and Reports
3:00	Innovation Spotlight	Innovation Spotlight	Innovation Spotlight
3:10	Networking Break		
3:50	<b>Panel:</b> Understanding How Business Metrics, Not Procurement, Drive Value	<b>Panel:</b> Smart Approaches To Managing Global Suppliers on the 'Right Shore' from the 'Best Source'	<b>Panel:</b> Building a Sustainable Indirect Supply Chain
4:30	Interactive Roundtable Discussions		
5:30	Casino Night Reception		

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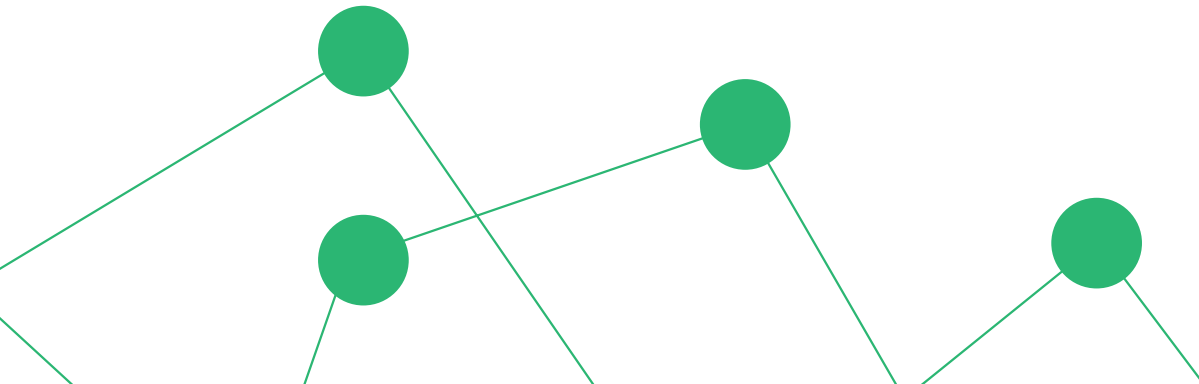
## Managing Talent and Strengthening “Soft Skills”

- 7:45 Registration and Breakfast
- 8:30 Welcome
- 8:35 Opening Remarks
- 8:45 **Presentation:** What Does the CPO of Tomorrow Look Like?
- 9:15 **Presentation:** Building an Agile Procurement Organization to Manage Looming Disruption
- 9:45 **Presentation:** Training Behaviors and Processes to Keep Your Procurement Team Agile and Ready for the Future
- 10:15 **Debate:** Is Category Management is Obsolete?
- 10:55 Networking Break and Final Visit to the Solutions Zone
- 11:30 **Presentation:** Millennials, Gen X, Baby Boomers: Prepare for Career Disruption
- 12:00 **Panel:** Building a Successful Multigenerational Procurement Team
- 12:40 Interactive Small-Group Discussions
- 1:10 Networking Lunch
- 2:00 Conference Concludes

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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# VENUE



## Omni Championsgate Resort ORLANDO, FL

**1500 Masters Blvd Championsgate, FL 33896 • 407-390-6664**

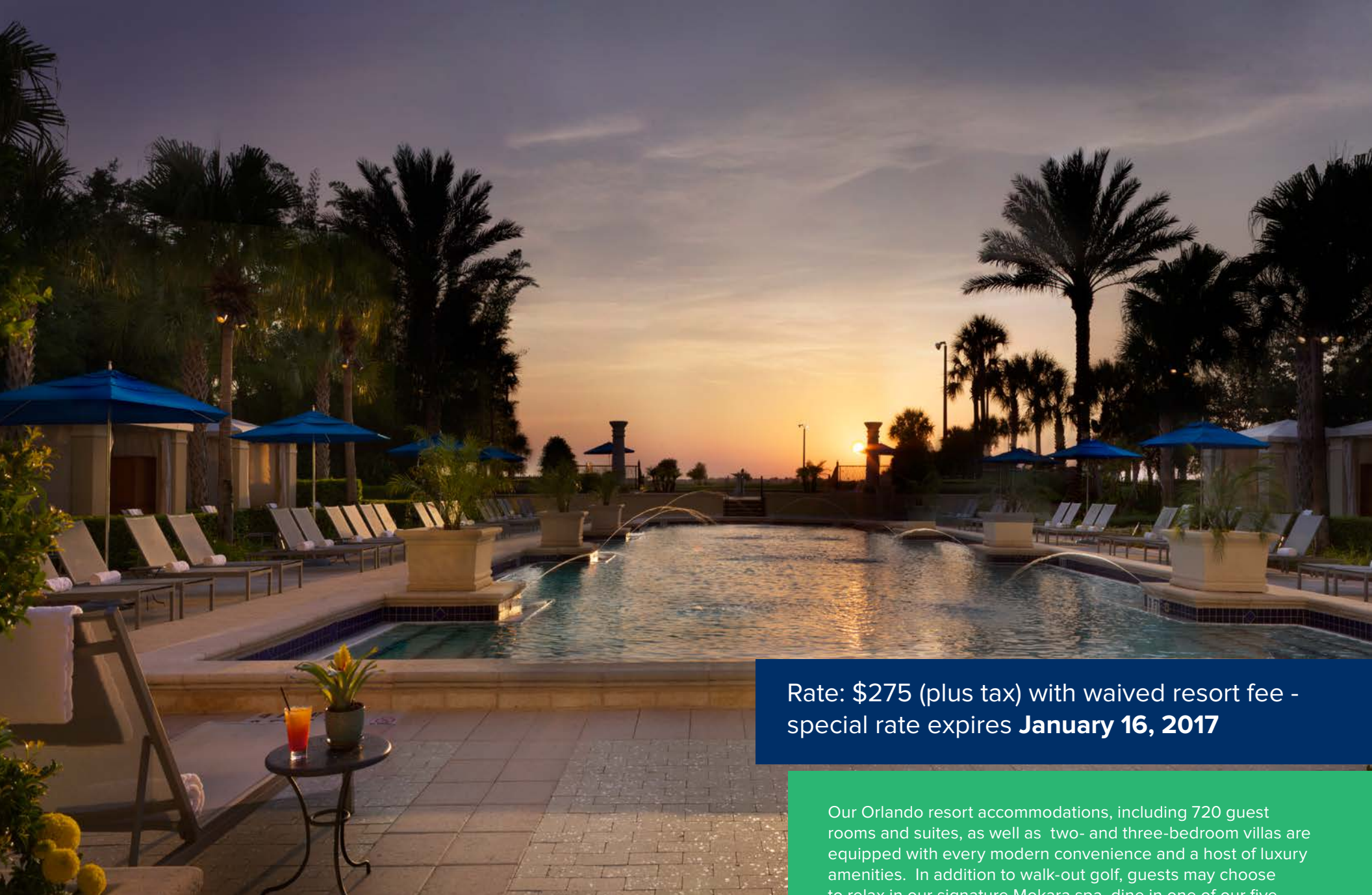
### **LIVE THE LIFE OF LEISURE**

The essence of luxury in an Orlando resort

If you're ready to experience a true luxury Orlando, Florida resort, you've come to the right place. Omni Orlando Resort at ChampionsGate offers a 15-acre playground full of virtually limitless leisure activities.

Incomparable service and amenities and unsurpassed golf make this is a dream destination for both leisure and business travelers coming to Orlando.





Rate: \$275 (plus tax) with waived resort fee - special rate expires **January 16, 2017**

Our Orlando resort accommodations, including 720 guest rooms and suites, as well as two- and three-bedroom villas are equipped with every modern convenience and a host of luxury amenities. In addition to walk-out golf, guests may choose to relax in our signature Mokara spa, dine in one of our five restaurants or enjoy 15 acres of pools and recreation activities including the 850-foot lazy river. Complimentary scheduled shuttle transportation is provided to the Walt Disney World® Theme Parks (24 hour advance reservations are required – please see concierge).

**Woah. Right?**

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Benefits of sponsorship include:

- **Exclusive access to senior level decision makers from leading global corporations**
- **Customized branding through our in-depth marketing campaign**
- **Lead generation to accelerate your sales cycle**
- **Building loyalty with your clients to consolidate your market position**
- **Differentiating your company from other vendors for competitive advantage**
- **Raising awareness and reminding the market that you are an essential partner to the industry**
- **Demonstrating your strength in uncertain times to grow your market share**



For more details on how you can showcase your solution,  
contact Meg McNeel, 646-200-7470

# AGENDA DETAILS

Monday, March 6, 2017

## DAY 1: THE ROAD TO 2020 PRACTITIONERS-ONLY DAY

7:15-8:15 **Registration and Breakfast**

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8:20-8:25 **Welcome**

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8:25-8:35 **Chairman's Opening Remarks**

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8:35-9:15 **CPOs Unfiltered: Driving Innovation into the Business**

In this unscripted executive roundtable, leading CPOs will give you a window into their world, what's driving their thought processes, and how they're delivering value for their company. Think The View's "Hot Topics," but with Chief Procurement Officers! Potential areas of discussion include:

- Is a CPO's role to innovate within procurement, or use procurement as a tool to enable business innovation?
- Elevating procurement's value to keep their seat at the table
- The future of procurement: What will a CPO in 2020 be doing for the business?

**Joe Shatynski**

Head of Strategic Business Services, Senior Director  
**Daichi Sankyo, Inc.**

**Peter Stoyloff**

Chief Procurement Officer  
**Monsanto**

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9:15-9:20 **Transition to Working Groups**

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9:20-10:30 **Working Groups for Improving Business Functions**

Attendees will break into these working group sessions, facilitated by area and category specialists, who will guide the group toward crafting an action plan of five ideas that you can implement immediately to begin getting results back in the office. The action plans will be reported back to the entire group during the afternoon sessions. Each group is limited to 35 participants to ensure practical takeaways. You can select your workshops at the time of conference registration.

### **WORKING GROUP 1: Making the Most of Your Outsourced Processes and Functions**

When considering outsourcing a category or part of the procurement function, there are many considerations you must take into account to ensure that you'll actually receive promised savings. During this working group, discuss:

- How to determine what is core to your company's procurement function, and what can be outsourced
- Selecting the right BPO for your organization- it's not one size fits all
- Achieving value creation and ROI based on what's outsourced and where
- The impact of compliance costs and global economic volatility on savings
- The evolution of the outsourcing engagement lifecycle

**Karen Webley**

Senior Director, Global Procurement

**Gartner**

**Michael J. Francolino**

VP, Procurement

**SGS North America Inc.**

### **WORKING GROUP 2: Sourcing Diverse and Small Business Suppliers**

Diversity is a monster issue. It's always good to not have all global and large suppliers, whether or not there's a diversity mandate. This working group will help you develop strategies for maintaining a strong supplier diversity program.

- Managing diverse suppliers to performance over price
- Best practices for sourcing diverse suppliers in 2016-2017
- How to evolve your supplier diversity initiatives
- Has supplier consolidation impacted supplier diversity?
- Due diligence strategies for diverse suppliers

**Jeffrey A Smith**

Sourcing Director

**DuPont**

**Loren Hopkins Taylor**

Sourcing Manager: Small Business /Supplier Diversity

**DuPont**



## DAY 1 CONTINUED

### WORKING GROUP 3: Implementing Best-in-Class Supplier Scorecarding and Benchmarking Techniques

Whether you have a supplier that wants more of your business or a one who's not performing up to your standards, you need an effective way to review and audit their performance that produces viable information for you to make informed decisions.

- Crafting mutually beneficial supplier scorecards so they know exactly how they're performing against your SOW
- Obtaining the right mix of data to benchmark
- At what point do you determine your suppliers need to be audited—is there a regular schedule or review process?
- What are the best methods to audit and assess your suppliers?
- Working with underperforming suppliers

**Nancy Jorgensen**

Director, Professional Services Procurement and Performance Management  
**Grainger**

**Steve Hughes**

Executive Director of Procurement  
**The College Board**

### WORKING GROUP 4: Adapting Your Sourcing Processes To Keep Pace with Fast-Changing Technology

Sometimes, process can get in the way of sourcing suppliers in a rapidly changing category, such as IT, and it's necessary to break some or all the rules to speed up technology purchases. Here, you'll discuss with your peers how to identify long-term technology needs to stay one step ahead of the product lifecycle, and best practices to speed up sourcing projects.

**David G. Gallaer**

VP, Head of Procurement, Americas  
**RBS**

**Marla Bradstock**

Director - Product & New Business Sourcing  
**Verizon** (Formerly)

### WORKING GROUP 5: Mastering the Art of Influence and Negotiation

Dealing with people is perhaps the biggest reason why negotiations fail, whether it's with your key suppliers or your internal stakeholders. Both the substance and the conflict must be taken into account when working toward a solution. While face-to-face negotiation seems to be a dying art due to millennials' lack of interest in personal interaction, it's still the most important function of a sourcing executive—how are you going to save money if you won't negotiate? Discuss with your peers how to hone your skills to get the deal you need to get done, done.

- Performing an emotional intelligence review to determine strengths and weaknesses
- Best practices for getting through to suppliers and customers
- Determining the outcome you need, and where you'll be willing to compromise before negotiation begins

**Eric Smith**

Purchasing Manager  
**Straumann**

**Jamie Crump**

Director, Strategic Sourcing & Supplier Diversity  
**United Rentals, Inc.**

### WORKING GROUP 6: Optimizing Your GPO Engagements

Group purchasing organizations (GPOs) have delivered a good amount of value to companies who don't have scale in some categories to make the supplier negotiations worth it. However, they were a bit controversial- with minimum spend requirements, buy-in fees, and confidentiality issues. But that is now a thing of the past, and many companies are looking at GPOs again to increase buying leverage. Join this working group to discuss how you can optimize and maximize your GPO relationships, and overcome any hurdles to using them effectively.

**Ken Hartman**

Global Procurement Manager, Indirect, Processes, Systems  
**GCP Applied Technologies**

**Stephen Osmun**

Manager, Business Services, Strategic Sourcing and Procurement  
**CareFirst BlueCross BlueShield**

10:30-10:50 **Networking Break**

10:50-12:00 **Working Groups for Mastering Complex Categories**

These working group sessions are designed to help you develop strategies for dealing with complex or non-traditional categories that many procurement practitioners are now responsible for. Each group will be facilitated by a category expert and two practitioners, and they will guide the group toward constructing five ideas for tackling these categories and report back the results to the entire group during the afternoon sessions. Each group is limited to 35 participants in order to maximize interactivity.

### WORKING GROUP 1: Marketing

With content-led marketing, advertisers are in a midst of an evolving new world—how should you adapt and evolve to capitalize on this change?

- Taking marketing procurement to the next level - what does marketing procurement 3.0 look like?
- How changes in the marketing environment are impacting marketing and marketing procurement KPIs

## DAY 1 CONTINUED

- How do you know you're really contributing to the company goals through marketing procurement?
- With more agency consolidation and globalization, how will this impact the function?
- Integrated marketing – how can you work with agencies and suppliers in a more structured and organized way?
- The impact of big data on the procurement function

**Brent Laffere**

Vice President, Spend Management and Strategic Sourcing

**Neiman Marcus Group**

**Dawn Luttrell**

Senior Director - Strategic Sourcing, Contract Administration and Logistics

**Sea World Parks & Entertainment**

### WORKING GROUP 2: MRO

The MRO category still remains one of the most fractured, especially in decentralized, non-mandated corporations. Discuss with your peers ways to tackle:

- Cleaning up the mismatched data permeating through the MRO category
- Breaking the integrated model so each component can be sourced independently
- Tools to help extract hidden savings that wouldn't be seen otherwise
- Can mandating suppliers in the MRO space yield cost reductions?
- Can outsourcing MRO yield additional benefits?

**Richard Ballard**

North America Procurement Manager - MRO and Materials Planning

**Gerdau**

### WORKING GROUP 3: HR, Benefits and Other Professional Services

Whether you're sourcing HR, benefits, legal, consulting or other professional services, you need to change your buying mindset. Discuss why sourcing services is more difficult than sourcing goods, and how to get buy-in from stakeholders to ensure a win-win for everyone.

- Getting users to follow procurement's processes
- Extracting savings through alternative pricing structures, eliminating redundant fees, and contract consolidation
- Creating a template for consultant engagement
- How can procurement work better with HR & Benefits to bring further clarity to rein in the variety of costs associated with each?

**Jim Downey**

Healthcare and Benefits Sourcing Manager

**Intel Corp.**

### WORKING GROUP 4: Information Technology

With every department in your company spending some of their budgets on IT, each with different needs and different processes, it's important to have a unified and coherent program. Discuss during this session:

- Developing relationships with the IT Stakeholders and getting the CIO's buy-in
- Understanding future needs- not just current ones
- How product lifecycle and upgrade cycles impact the cost and buying process
- Exploiting your sourcing knowledge to show how it dovetails with their category expertise
- How the emergence of cloud and SaaS platforms impacts sourcing strategy
- The interplay of IT with other indirect categories- who owns the project?

**Lakshmi Narayanan**

Global Category Manager - Business & Professional Services

**John Wiley and Sons**

**Kumar Kannan**

Director of Global Sourcing - Indirect Goods & Services

**Owens Corning**

### WORKING GROUP 5: Travel & Meetings Management

Procurement practitioners believe they've gotten their travel and meetings spend to a point where they feel they've squeezed out all the savings. What's next in program management? Go beyond re-writing the program and focus on changing the user's mindset permanently for soft benefits and hard bottom line results.

- Benchmarking your travel and meetings programs; have you really extracted all the savings?
- Structuring relationships and negotiating fees
- Innovations in meetings management
- The impact of airline consolidation and plunging oil prices on negotiations with your program provider

**Carol Philipps**

Senior Director, Indirect Sourcing

**Biogen**

**Haleh Duran**

Sr. Director of Indirect Procurement

**World Fuel Services**

DAY 1 CONTINUED

**WORKING GROUP 6: Contingent Labor and Workforce Management**

What you need to know about the risks and opportunities of managing different levels of contingent employees:

- Co-employment and compliance issues, who's responsible for violations?
- Benchmarking labor costs against current market trends, not last year's budget
- Onboarding contractors
- How large a role should MSPs play in your contingent labor workforce?
- Rolling out contingent labor programs globally
- Developing playbooks to manage contract labor outside of the United States
- If there's a mandate to reduce employees, does staff augmentation really save money?

**Michael Schiappa**  
Vice President, Global Labor and Consulting  
**MetLife**

**Shone Richardson**  
Director, Purchasing & Procurement  
**NCAA**

12:00-1:00 **Procurement Practitioners Networking Lunch**

1:00-2:00 **Working Group Report Backs**

The facilitators of the morning working groups will each take 5 minutes to present the outcomes from their session.

2:00-2:40 **PANEL: IQ, EQ and Negotiation Styles: Why Smart Emotions Matter at the Bargaining Table**

Your Attitude, not your Aptitude will determine a your Altitude in life. The same is true for negotiating business agreements; to master the process you will need both logical reasoning and smart emotional responses. While professionals are encouraged to rely on their intelligence and reasoning skills (IQ), they are not always encouraged to develop their emotional intelligence (EQ). But, as customers and their suppliers become increasingly interdependent, and their relationships more complex, negotiators will also have to develop their ability to emotionally interact with their counterparts in an appropriate way. This interactive panel discussion will address:

- Common EQ characteristics for negotiating business deals
- Suggestions on how to develop your EQ or that of your team members
- How a stronger EQ lead to better business

Moderator:  
**Jeanette Nyden**  
Commercial Contracts Expert and  
Co-Author, **Getting to We**

Panelists:  
**Lula Kosanic**  
Senior Director - Expense,  
Vendor, Asset Management  
**CIBC**

**Joe Postiglione**  
VP, Global Procurement  
**National Basketball Association (NBA)**

**Joseph Richardson**  
CEO  
**Professional Purchasing Partners**

2:40-3:20 **Networking Break and Opening of The Solutions Zone (Conference Opens to All Attendees)**

**Concurrent Track Sessions Begin**

	<b>TRACK A: BUILDING A ROADMAP</b>	<b>TRACK B: BREAKING THE RULES</b>	<b>TRACK C: PROCUREMENT OPERATIONS</b>
3:20-3:40	<p><b>PRESENTATION: Using Sales Techniques to Sell Procurement to Internal Customers</b></p> <p>In a non-mandated environment, procurement has to consistently sell their value to their category owners and stakeholders. However, most people working in procurement rarely include sales as part of their career path. As a result, they miss out on gaining a unique perspective that will ultimately make them stronger procurement professionals. Once you have insight into the inner workings of the sales process, you will be able to build more trust and obtain more wins for your organization. In this presentation, attendees will learn about the side of sales they don't see:</p> <ul style="list-style-type: none"> <li>· What sales execs are taught to build trust</li> <li>· How a sales organization gathers data &amp; builds leverage</li> <li>· How they approach a contract negotiation</li> <li>· How sales teams are compensated</li> </ul> <p><b>David Hearn</b> Chief Advisor <b>CPO Advisement Services, LLC</b> (former Head of Indirect Sourcing, <b>Juniper Networks</b>)</p>	<p><b>PRESENTATION: Questioning the Value of Procurement</b></p> <p>Do vendor changes really save money? Underestimate disruption, cost of change, other details. The company then questions procurement. Don't always push for a vendor change or consolidation to save money.</p>	<p><b>PRESENTATION: Mastering Spend Analytics To Convert Data Into Intelligence</b></p> <p>Everyone is looking at ways to make their spend management processes even more efficient. However, as companies amassed large amounts of data over the years, the challenges associated with categorizing data and making it meaningful have also grown.</p> <ul style="list-style-type: none"> <li>· What type of framework do you need to create to overcome your data problem?</li> <li>· Are there any tools that can talk to your current systems?</li> <li>· Are there cultural or political hurdles you must first overcome?</li> <li>· Can your data even be trusted?</li> <li>· Do the codes align to real business functions?</li> <li>· How much human analysis do you need to allocate to clean your data?</li> </ul>

## DAY 1 CONTINUED

<p>3:40-4:20 <b>PANEL: Optimizing Budgets, Timelines and Resources to Establish Proactive Procurement-Stakeholder Relationships</b></p> <p>Working with internal customers at the onset of project and budget planning can create many win-win situations. This panel will discuss ways for you to:</p> <ul style="list-style-type: none"> <li>· Work with your stakeholders to overcome value misalignment</li> <li>· Develop an effective pipeline</li> <li>· Improve transparency in the sourcing process</li> <li>· Get in front of the budget so you're not just relegated to making cuts</li> <li>· Gain insight into your customers' needs</li> <li>· Better use your limited resources</li> <li>· Create a roadmap for forward planning</li> </ul> <p><b>Nathan Ayres</b> Vice President Strategic Sourcing <b>Prudential Financial</b></p> <p><b>Bob Hein</b> Head of Enterprise Strategic Sourcing &amp; Procurement <b>Verisk Analytics</b></p> <p><b>Barry Norton</b> Senior Director of Procurement Sourcing <b>Equifax Inc.</b></p>	<p><b>PANEL: Hitting Targets Without Asking Suppliers for Price Reductions</b></p> <p>A truly mature procurement organization knows that price isn't the only indicator of getting a great supplier contract. From the RFP process through the contract's signing, how can you establish wins and hit your targets without ever asking your suppliers for cost cuts? This panel will examine:</p> <ul style="list-style-type: none"> <li>· Moving away from comparing RFPs on prices instead of full proposal</li> <li>· Driving efficiencies into the contract</li> <li>· Asking for more, increasing the scope</li> <li>· Strategic negotiation practices</li> <li>· Getting the suppliers to make the tough decisions</li> <li>· Are RFPs even necessary? You're wasting an FTE on reading proposals</li> </ul> <p><b>Melissa Burkland</b> Corporate Purchasing Director EMEA / Americas <b>Federal-Mogul Motorparts</b></p>	<p><b>PANEL: Third Party Vendor Risk Management</b></p> <p>Data and due diligence are two of the most important pieces of assessing and mitigating risk on your third party suppliers. But just what should you be looking for, and can risk be 100% mitigated? Panelists will discuss helping you:</p> <ul style="list-style-type: none"> <li>· Conducting third party VRM with no or limited budget-obtaining the resources you need</li> <li>· Obtaining the right data at the right cost</li> <li>· Sacrificing savings for compliance</li> <li>· Identifying red flags- cyber, fraud, political, etc., and what to do once you find them</li> </ul> <p><b>Joseph Martinez</b> Managing Director, Chief Procurement &amp; Financial Operations Officer <b>MUFG Americas</b></p> <p><b>Tim Mueller</b> EVP, Head of Strategic Sourcing Management, Insurance Risk and Corporate Real Estate <b>SunTrust Bank</b></p> <p><b>David Swadling</b> Vice President, Strategic Sourcing and Procurement <b>John Wiley and Sons</b></p>
<p>4:20-4:40 <b>PRESENTATION: Mastering the Energy Cost Equation: An Intro to Comprehensive Energy Management</b></p> <p><b>Jake Wojcik</b> SVP <b>Insight Sourcing Group</b></p>	<p><b>PRESENTATION: Slay Sacred IT Categories – Exceeding Savings Targets Plus Funding Innovation</b></p> <p><b>Dan Ashton</b> Director Product Strategy <b>Rimini Street</b></p>	<p><b>PRESENTATION: The Ins and Outs of Fleet Management</b></p> <p><b>Jamie Crump</b> Director, Strategic Sourcing &amp; Supplier Diversity <b>United Rentals, Inc.</b></p>

4:40-5:45 **Interactive Roundtable Discussions**

These interactive roundtable sessions take a deep dive into the specific areas you came to learn about. Sit and learn in an intimate format from the speakers who have had an impact on their company and industry. Take control of your own event experience and don't be shy! Ask questions (or answer them!) alongside other conference attendees who are dealing with the same challenges as you network with industry peers with very similar challenges, interests and responsibilities. Don't miss out on the discussions you want to participate in—you'll get to select a new topic after 30 minutes.

**TABLE 1: Improving the Relationship Between AP and Purchasing**  
Hosted by: David Heichemer, Indirect Sourcing Manager, **Milliken & Company**

**TABLE 2: Building the Optimal Procurement Operating Model**

## DAY 1 CONTINUED

**TABLE 3:** Managing a Global Procurement Team

**TABLE 4:** Creating a Procurement “Brand” to Win Over Stakeholders

**TABLE 5:** Hosted by: **Insight Sourcing Group**

**TABLE 6:** Slay Sacred IT Categories – Exceeding Savings Targets Plus Funding Innovation

Hosted by: Dan Ashton, Director Product Strategy, **Rimini Street**

**TABLE 7:** The Ins and Outs of Fleet Management

Hosted by: **ARI Fleet**

**TABLE 8:** Innovating With the Latest Demand Management Strategies

**TABLE 9:** Using Drones and the Internet of Things to Streamline Processes and Deliver Increased Savings

Additional Roundtable Topics to be Announced.

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5:45-7:00 **Welcome Reception in the Solutions Zone**

7:15-9:30 **NEW! Women in Procurement Dinner**



Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. The ever-popular ProcureCon Women in Procurement session gets an upgrade for 2017, as a dinner. Without the time constraints the breakfast has in forcing your networking to end to attend conference sessions, you'll have at least two hours in an intimate setting to discuss the challenges women in procurement face and celebrate their successes. Participation provides you with access to a growing network of peers you can connect with throughout the year. Space is limited to just 40 attendees. Be on the lookout for your invitation in early February!

Tuesday, March 7, 2017

# DAY 2: PROCUREMENT IN THE ERA OF DISRUPTION

For full session details, please visit [www.procureconindirect.com/agenda](http://www.procureconindirect.com/agenda).

7:15-8:15 **Registration and Breakfast**

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8:15-8:25 **Welcome Remarks**

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8:25-8:35 **Chairman's Opening Remarks**

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8:35-9:05 **KEYNOTE PRESENTATION: Robots, Artificial Intelligence, and the Future of Procurement**

Procurement is a relationship-driven organizational function, but there are forces at work behind the scenes that will completely transform how practitioners work with their suppliers. In the ever-pressing need to have things better, faster, cheaper and measurable, what does the procurement organization of the future look like, and how can you prepare for these advancements? The future is closer than you think!

- The impact of Robotics Process Automation on procurement processes and headcount
- What skillsets will need to change to succeed where robots and algorithms are the norm, not the exception?
- Can Alexa replace your secretary, or Watson replace your lower-level analysts?
- Will bitcoin become an acceptable (and preferred) method of payment?

**Marla Bradstock**

Director - Product & New Business Sourcing

**Verizon** (Formerly)

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## GENERAL SESSION

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9:05-9:45 **PANEL DISCUSSION: Effectively Managing Technology's Influence Across the Corporation**

With the rapid transition to an aaS environment, every department within an organization is on a technology spending spree, creating a headache for the IT department as well as sourcing. This presentation will show you how to optimize procurement's role in serving as a bridge across the enterprise.

- Should IT or another category manager own the spend for technology contracts in marketing, HR, legal, and manufacturing?
- Best practices for building cooperative relationships between procurement, IT and the category owners
- Technology enablement to drive communication within the company
- Managing security, privacy and data in your tech contracts

**Lakshmi Narayanan**

Global Category Manager - Business & Professional Services

**John Wiley and Sons**

**Shawn Anderson**

SVP Enterprise Sourcing Services, Chief Procurement Officer

**Fiserv**

**Glenn Marcus**

Director - Indirect Sourcing

**Ingevity**

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9:45-10:05 **Presentation by GEP and Client**

## DAY 2 CONTINUED

### 10:05-10:35 **KEYNOTE PRESENTATION: Digital Transformation of Procurement and Supply Chain at the Intersection of Emerging Technologies**

Advanced Cognitive Systems, Big Data, Predictive Analytics, IoT, and Blockchain: how the confluence of these technologies is going to affect procurement and supply chain business processes and the talent required to manage them.

Jack Shaw  
Executive Director  
**American Blockchain Council**

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### 10:35-11:15 **Networking Break**

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#### **GENERAL SESSION**

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### 11:15-11:35 **Presentation by SAP Fieldglass**

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### 11:35-12:15 **INTERACTIVE CASE STUDY: Not Your Father's Procurement — Reinventing Sourcing for a 21st Century Corporation**

A lack of resources and funding can leave even the most innovative and forward-looking procurement practitioner bound by antiquated rules and processes. But how can you break the mold using what you have to get your suppliers and your stakeholders engaged like never before? Hear how Sprint reinvented its procurement department to focus on innovation, and come prepared with your ideas and challenges, because he's going to ask you to chime in on what you can do within your own organization!

Mariano Legaz  
Chief Procurement Officer  
**Sprint**

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### 12:15-12:35 **Presentation by CoreTrust**

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### 12:35-2:00 **EPIC Awards Luncheon**

It's time to recognize & honor exceptional achievements in corporate procurement! There are many award programs out there, but none that focus on the drastic transformations achieved by you and your peers within indirect procurement organizations and that is why the EPIC Awards were created!

The 2017 EPIC Awards Categories:

**Individual:** The Individual Award gives recognition to your efforts in achieving outstanding corporate/indirect sourcing and procurement results. (Please note: Individuals may be self-nominated)

**Rising Star:** The Rising Star Award gives recognition to a younger, talented individual on your team, striving for outstanding corporate/indirect sourcing and procurement results. (Please note: Individuals must be nominated by their manager or another team member to be considered for the award)

**Team:** The Team Award was created to give recognition to your team efforts in achieving outstanding corporate/indirect sourcing and procurement results. (Please note: Teams can be self-nominated)

**Supplier:** The Supplier Award gives you the opportunity to recognize the role and importance of your Top Supplier Partner in achieving outstanding sourcing results. (Please note: Suppliers must be nominated by a practitioner client to be considered for the award)

**Innovator of the Year:** The Innovator of the Year award will give recognition to an individual who has seen success from thinking outside of the box. The Innovator of the Year finalists will be chosen by a panel of judges and the winner will be chosen by the public. (Please note: Individuals can be self-nominated)

**Career:** Highlighting procurement excellence and innovation over the course of a practitioner's entire career

DAY 2 CONTINUED

	TRACK A: BUILDING A ROADMAP	TRACK B: BREAKING THE RULES	TRACK C: PROCUREMENT OPERATIONS
2:00-2:20	<p><b>PRESENTATION: Risk Management and Due Diligence in aaS Licensing &amp; Negotiating</b></p> <p>As technology platforms move from owned to subscription-based, a number of things need to change as how aaS applications are sourced, bought, negotiated and accounted for. This presentation will help you navigate the complexities and the nuances involved with contracting cloud-based applications, including:</p> <ul style="list-style-type: none"> <li>· Determining optimal deal length</li> <li>· Budgeting and accounting: moving from CapEx to OpEx</li> <li>· Protecting your IP, assignment rights, and limitations of liability</li> <li>· How to handle cloud deals at renewal time? Do you need to RFP again?</li> </ul> <p><b>Renee Leong</b> Head of Indirect Sourcing <b>Hess Corporation</b></p>	<p><b>PRESENTATION: Re-writing the Integration Rule-book to Maximize Value in a Merger</b></p> <p>What happens when two technology giants decide to merge? This presentation will chronicle the journey of Dell and EMC as they undertook a multi-billion dollar Indirect Procurement integration and had to re-write the “integration rule book” to accomplish specific objectives related to:</p> <ul style="list-style-type: none"> <li>· Identifying and delivering cost synergies</li> <li>· Integrating two disparate organizations</li> <li>· Driving consistent alignment of operational tools and processes</li> </ul> <p><b>Mike Owens</b> Vice President, Global Shared Services <b>Dell</b></p>	<p><b>PRESENTATION: Automating Procurement Operations to Make Your CFO’s Life Easier</b></p> <p>Technology plays a critical role in procurement innovation, by enabling practitioners to focus more on strategy, and less on the day-to-day transactions. The constant chaos and manual processes take away from planning and staying ahead of strategic initiatives. During this panel, learn how to:</p> <ul style="list-style-type: none"> <li>· Gain competitive advantage by streamlining your operations to keep you thinking strategically</li> <li>· Building a business case to get buy-in for investment in the latest procurement automation tools</li> </ul>
2:20-3:00	<p><b>INTERACTIVE CASE STUDY: How to Create a Simple and Effective Category Strategy</b></p> <p>Many of us heave a huge sigh when we think about preparing a category strategy. Is it a wasted effort? Will I ever look at this again? Does anyone care? The output doesn’t have to resemble a novel and there doesn’t have to be cells and cells of data to analyze.</p> <p>This session will help you create a workable plan that can be used as a tool throughout the year and an elevator speech so you can converse about the key areas of the categories you support.</p> <p><b>Ray Bernaz</b> Head of Sourcing Execution – Global Procurement <b>Deutsche Bank</b></p>	<p><b>INTERACTIVE CASE STUDY: How to Engage a Marketing Procurement Team in Striving for Innovation</b></p> <p>How do you identify the best agencies to work with who are committed to your success, get them to work hard, and be able to tie your success back to the work they did? How can you change the way you currently think about marketing and agency innovation for your business:</p> <ul style="list-style-type: none"> <li>· How to build the right level of trust and commitment to sustain innovation exchange with key agencies</li> <li>· How to measure the impact of innovation across your marketing organization to demonstrate investing more time on the innovation agenda</li> <li>· Tying results back to the agency’s work</li> </ul> <p><b>Gregory Antoniono</b> Director, Strategic Sourcing <b>Anthem, Inc.</b></p>	<p><b>INTERACTIVE CASE STUDY: Using Data Science and Predictive Modeling to Customize Analytics and Reports</b></p> <p>When there isn’t a product in the market that suits your needs, sometimes building it will solve your needs. That’s exactly what BP did when trying to find a customizable data analytics tool. Hear how BP took data analytics away from procurement, placed it into a new business unit to work in tandem with procurement to clean, combine and model data, and create analytics that go deeper than anything they’ve previously done before. Then, he’ll task you to try to come up with some additional solutions or possibilities.</p> <p><b>Ruppy Singh</b> Analytics and Intelligence Manager <b>BP</b></p>
3:00-3:10	<b>Innovation Spotlight</b>	<b>Innovation Spotlight</b>	<b>Innovation Spotlight</b>
3:10-3:50	<b>Networking Break</b>		



## DAY 2 CONTINUED

### 3:50-4:30 **PANEL: Understanding How Business Metrics, Not Procurement, Drive Value**

Once you've exhausted a good amount of P&L savings, how do you reposition procurement to maintain your relationships with your category owners to ensure they still see the value of procurement?

- Developing category agnostic value drivers
- Self-assessment of your procurement organization to measure the true value you're bringing
- Ensuring the quality of your supply base stays strong so business owners continue to use procurement
- Research and data analytics to provide insight into the business
- Aligning procurement's metrics with the category's

#### **Ashfaq Patankar**

Director, Global Procurement - IS/ Professional and HR Services

**Mondelēz International**

#### **Jerry Chico**

VP, Procurement

**Cross Country Healthcare**

#### **Stephen Osmun**

Manager, Business Services, Strategic Sourcing and Procurement

**CareFirst BlueCross BlueShield**

### **PANEL: Smart Approaches To Managing Global Suppliers on the 'Right Shore' from the 'Best Source'**

Off-shoring, near-shoring, re-shoring, in-sourcing, outsourcing... Many company footprints are changing continuously and procurement needs to have strategies in place to take changing market needs into account, especially in emerging markets. What tools, services and best practices can aid you in this continuous demand and supply evolution? We touch on:

- Global vs. Regional vs. Local sourcing strategies
- The impact of the TPP on your supply base
- Technological advances, capacity planning & optimization techniques
- How do your offshore programs impact your onshore programs and vice versa?
- Determining the right number of suppliers and where to source from based on your global demand and production footprint
- How global nuances impact your risk management and procurement programs

#### **Jamie Crump**

Director, Strategic Sourcing & Supplier Diversity

**United Rentals, Inc.**

#### **Kumar Kannan**

Director of Global Sourcing - Indirect Goods & Services

**Owens Corning**

#### **Prem Shanker**

Director, Technology Sourcing

**McKesson**

### **PANEL: Building a Sustainable Indirect Supply Chain**

Large companies' supply chains represent both a huge risk and a huge opportunity to make sustainability gains. Taken in aggregate, the spending levied by large organizations in the US on finished goods and services totals more than \$10 trillion, making indirect institutional purchasing the largest professionally managed spend driving the global economy. Strategically managing indirect spend can lead to huge ROIs, reduced supply chain risk, and increased business value. Yet many organizations that have recognized this opportunity don't know where to start, or lack the information needed to make their sustainable procurement programs truly leadership-caliber. In this session, Fortune 500 leaders will share how they planned and subsequently implemented their leadership-caliber sustainable procurement programs. Jason Pearson, CEO of the Sustainable Purchasing Leadership Council, will facilitate and share about an emerging trend in which indirect procurement professionals are increasingly taking the lead on sustainability. What knowledge or skills will attendees take away from your session? Attendees will learn:

- How incorporating sustainability into indirect spend processes saves money, reduces risks, improves business value, and brings additional meaning to procurement work
- How to create a holistic sustainable purchasing program by building upon existing efforts
- Emerging trends in sustainable purchasing, especially with regard to procurement and supply chain professionals increasingly taking the lead on sustainability

#### **John Ruebush**

Director Procurement Sustainability & Conflict Minerals Program

**Johnson & Johnson**

#### **Jason Pearson**

CEO

**Sustainable Purchasing Leadership Council**

## DAY 2 CONTINUED

### 4:30-5:30 **Interactive Roundtable Discussions**

**TABLE 1:** Hosted by: **GEP**

**TABLE 2:** Hosted by: **SAP Fieldglass**

**TABLE 3:** Hosted by: **CoreTrust**

**TABLE 4:** Working Better with Your Legal and Compliance Teams

**TABLE 5:** Procurement Strategies for PE/VC-Backed Companies

**TABLE 6:** Company-Oriented Social Media for Supplier Engagement

Additional Roundtables to be announced.

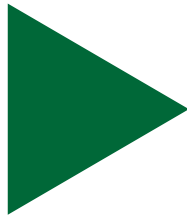
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### 5:30-7:00 **Casino Night Reception**

Tuesday, March 7, 2017

# ProcureCon

CPO NETWORK



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9:05-10:35 **SESSION 1: Laying the Foundation for Success: Learnings Regarding Senior Executive Alignment**

- Identify proven practices & metrics for procurement alignment with the business
- Understand the strategies, tactics and lessons learned for achieving senior executive alignment
- Discuss the barriers to alignment and how to overcome them

Keith Woody, Vice President, Global Indirect Sourcing, **Technicolor**

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10:35-11:15 **Networking Break**

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11:15-12:35 **SESSION 2: Constructing a Business Intelligence Unit to Further Procurement's Transformation Into a Strategic, Company-Wide Resource**

Creating an independent, objective intelligence department within your organization can allow all divisions understand what's going on in the market and become a key process in business partner relations. By leveraging across stakeholders who all want the same data, you're able to create a simple, coordinated approach to doing business with third parties, and spread the costs among a multitude of departments. How can you further develop this type of centralized coordination, and measure the impact of its success?

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12:35-2:00 **EPIC Awards Lunch**

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2:00-3:10 **SESSION 3: What's Next? Building a Career Path Beyond CPO**

You've been a successful CPO, and you're looking for your next challenge. With the average tenure of a CPO at 3 years, and not many companies left initiating transformation, how can you position yourself for your next move? Should you even stay in procurement? What skills do you need to develop and progress to get to the next stage? Discuss with your fellow CPOs.

Kenneth Chan

Head of All Fleet Services & Chief Procurement Officer

**Asplundh Tree Expert Co.**

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3:10-3:50 **Networking Break**

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3:50-5:00 **SESSION 4: Free Flow**

For the next hour, one of the Omni Championsgate Resort's sommeliers will present a selection of some of his favorite wines. This is your opportunity to chat with your peers on top of mind issues and current events, because we know that your business is never static.

hosted by **Staples**

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5:30-7:00 **Casino Night Reception**

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Wednesday, March 8, 2017

# DAY 3: MANAGING TALENT AND STRENGTHENING “SOFT SKILLS”

For full session details, please visit [www.procureconindirect.com/agenda](http://www.procureconindirect.com/agenda).

7:45-8:30 **Registration and Breakfast**

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8:30-8:35 **Welcome**

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8:35-8:45 **Opening Remarks**

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8:45-9:15 **PRESENTATION: What Does the CPO of Tomorrow Look Like?**

Procurement transformations have resulted in a big turnover of CPOs in recent years. Getting potential CPOs trained to take the reins is crucial to continued success and procurement's visibility and viability. But what qualities should the CPO of tomorrow possess? And then, what should a new CPO do on the job? This presentation will discuss:

- What are the top 10 traits to develop to become a CPO?
- Identifying and prioritizing future leaders for development
- The playbook for a new CPO: a 100-day game plan
- Determining what you need based on what you've had- do you want a change in direction or a continuation of your processes?
- Hiring smarter- what interview questions will allow future CPOs to break through the clutter?

**Denver Clark**

Executive Vice President, Chief Procurement Officer – Americas

**JLL**

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9:15-9:45 **PRESENTATION: Building an Agile Procurement Organization to Manage Looming Disruption**

As the digital revolution impacts every industry, it is vital you understand what the new changes mean to you and your procurement teams around the world. For example, how virtual can your team organization be? How mobile and distributed can they be? Can you move faster to find and work with better suppliers? What efficiencies can you gain by employing more digital capabilities?

- Where did the digital revolution come from?
- How to test and measure the impact of digital disruption on your global supply chain to ensure your business is ready for future changes
- How to gain competitive advantages from digital disruption to become a market leader
- How digital is changing the nature of relationships between businesses and the implications for your supplier management strategy

**Wayne Evans**

Vice President, Head of Procurement Americas and Global Sourcing Head – Transportation

**Deutsche Post World Net (DP DHL)**

## DAY 3 CONTINUED

### 9:45-10:15 **PRESENTATION: Training Behaviors and Processes to Keep Your Procurement Team Agile and Ready for the Future**

Find out which behaviors and processes you need to develop across your teams to transform into a world-class procurement organization. Once mastered these competencies will help you create more value for your stakeholders, faster and still deliver even more savings.

- How to find the right mix of talent to drive behavioral change across your procurement organization
- How to define the capability framework to develop the right training approach for your own team
- How to build a 'start-up' culture in your procurement organization that challenges convention and focuses more on the innovation agenda
- How to target continuous improvement in your teams to protect procurement from changes in the future

Lula Kosanic

Senior Director - Expense, Vendor, Asset Management

**CIBC**

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### 10:15-10:55 **DEBATE: Is Category Management is Obsolete?**

Engage in a lively debate about the relevancy of category management for your business. Hear both sides of the argument for or against then cast your own vote to influence the final decision. Energetic, fun and thought provoking this is one session not to miss!

- How relevant is category management today?
- What would you replace category management with if you could?
- Where would removing category management create risk?
- How would you sell the idea of not implementing category management internally?

Brian Kyle

Managing Director, Strategic Sourcing and Contracts Management

**American Cancer Society, Inc.**

Garry Christie

Director, Procurement

**Advanced Micro Devices**

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### 10:55-11:30 **Networking Break and Final Visit to the Solutions Zone**

### 11:30-12:00 **PRESENTATION: Millennials, Gen X, Baby Boomers: Prepare for Career Disruption**

Over the course of your career, lots of change happens that is beyond your control. During this presentation, you will hear from a former CPO who lived through 18 reorganizations, and how she was able to reposition herself for success each time. Learn about actions you can take, no matter what your demographic.

- Creating your personal Backup Plan
- Keeping your skills in line with market demands
- Standing out among other candidates
- Using technology and social media wisely

Joanna Martinez

Founder

**Supply Chain Advisors LLC**

## DAY 3 CONTINUED

### 12:00-12:40 **PANEL: Building a Successful Multigenerational Procurement Team**

Today, there can be as many as four generations on one team, as millennials take over from retiring boomers. As the needs of the corporation change, and the role of procurement is consistently under pressure to deliver value, how are new leaders being developed?

- How is fresh talent brought in without alienating veterans? This panel discusses:
- Adapting your business' communication styles and processes to what they perceive as indicators of success.
- Developing skillsets so everyone is up to speed: External certification vs internal training programs
- What types of relationship skills do you need to build or change without getting bogged down in the minutia?
- Do mentoring programs work? How about reverse mentoring, or integrated/ interactive mentoring?
- Overcoming compensation concerns (Salary, Stock, Bonus)
- How do you manage a team where work-life balance is important?

Michael Cygan  
Sr. Director, Strategic Sourcing  
**True Value Company**

Steven Lee  
VP – Global Procurement  
**Cabot Corporation**

Michael Jacobs  
Chief Procurement Officer  
**Staples, Inc.**

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### 12:40-1:10 **Interactive Small-Group Discussions (choose 1)**

**TABLE 1:** Selling It to Stakeholders—Improving Presentation Skills

Hosted by: Quave Burton, Vice President Global Expense Management & Services, **Abercrombie & Fitch**

**TABLE 2:** Building a “Team” Environment Where it’s Currently Highly Dysfunctional

Hosted by: Shone Richardson, Director, Purchasing & Procurement, **NCAA**

**TABLE 3:**

**TABLE 4:**

**TABLE 5:**

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### 1:10-2:00 **Networking Lunch**

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### 2:00 **Conference Concludes**