

# ProcureCon CANADA

CAN

Canada's  
**ONLY** Peer-Led  
Sourcing Event!

**April 10 - 12, 2017**

Hyatt Regency  
**TORONTO, ON**

Who Said Conferences Had To Be Boring?

Sponsors:



Bringing ideas to life  
= Charterhouse  
MARKETING SERVICES FROM EDGECAP PARTNERS

**COMPAREX**  
Software Training Services



**MERX**  
The Global Marketplace

ivalua flucticiel

**SAP Fieldglass**

**synertrade**  
digital dimension

**THE & PARTNERSHIP**

**WBR**  
Workforce Business Research

A man with short brown hair, wearing a white button-down shirt and a red lanyard, is smiling and looking towards the right. He is seated at a conference table. In the background, other people are seated at tables, some looking at documents or devices. The setting appears to be a professional conference or meeting.

*procurement* ✓

Canada's **ONLY PEER-LED**  
event you need to attend

Period.



# Letter from the Director

Dear friend of ProcureCon,

Welcome to the 4th Annual ProcureCon Canada - the only procurement conference of its kind: peer-led, dynamic, compelling and always forward thinking. The role of procurement is ever-changing and more progressive than ever – and so is ProcureCon Canada. The 2017 agenda spans the most current trends, issues and solutions happening in the world of procurement today and looks to the future to help you determine and plan for what's next.

This year's content is centered on five main themes:

**Innovation:** Attend a diverse group of sessions that give you the vital keys to unlocking innovation at your company, whether working with suppliers or stakeholders.

**Advancing Supplier Relationships:** Learn indispensable methods for cultivating and maintaining strong strategic supplier relationships, resulting in the ultimate value.

**The Future of Procurement in a Global Economy:** Learn as top execs examine what the future holds for global sourcing, sustainable procurement, what risks lie ahead and how you can prepare.

**Tools, Data and Technology:** Gain insights into the latest in technology trends, tools, and use of data to increase efficiency and speed in your procurement function.

**Developing Talent and Navigating Your Career in Procurement:** Whether struggling with a talent shortage, lack of skills or uncertainty regarding your own next step, get a firm grasp on how to best manage the talent you need to make it all happen.

I hope you'll join us in Toronto this April to experience how shared insight can truly transform your company's procurement organization – and don't forget to have a little fun!

Sincerely,



Jennifer Platt  
Event Director,  
ProcureCon Canada





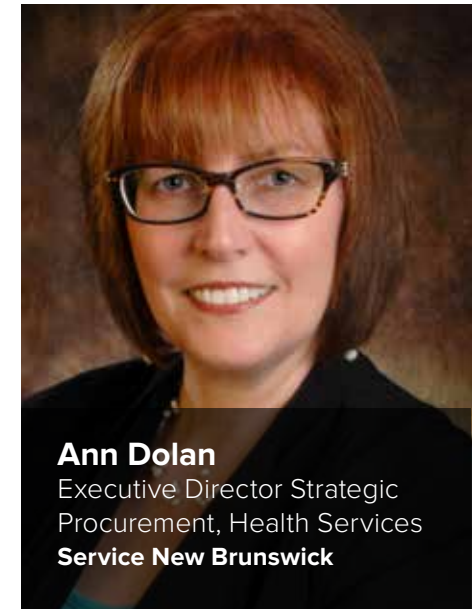
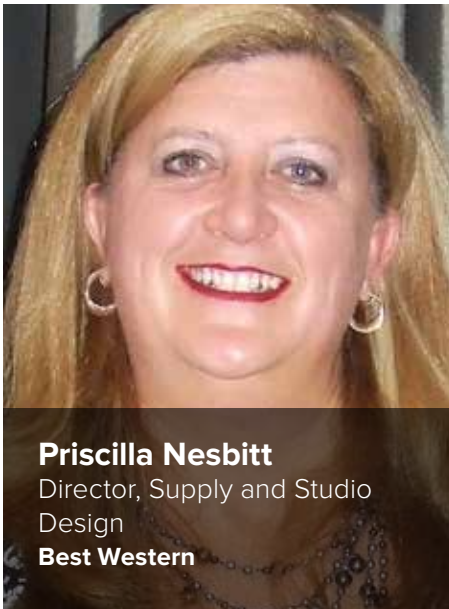
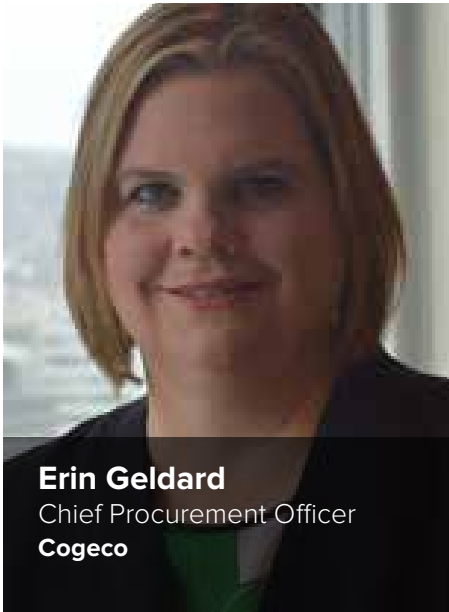
Why ● ?

## For Practitioners, By Practitioners

ProcureCon Canada is the only peer-led, interactive procurement event in Canada! Listen and learn as top Canadian procurement execs shed light on the issues and trends unique to the Canadian procurement landscape. **We are for YOU!** The ProcureCon Canada agenda was created by procurement practitioners, for procurement practitioners - **directly 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



**Nicolas Marie**

Senior Vice, President - Strategic Sourcing and Development, **Agropur**

Nicolas started his career back in 1999 when Strategic Sourcing was still a concept, not yet a function. As an expert in change management, Nicolas finds his source of motivation in building and developing high performing teams to influence the business at all levels. He's going to talk about how he created a living, breathing and evolving innovation incubator that is now spearheading new product development for his company.



**Jeff Van Geel**

Strategic Sourcing Manager, **3M**

Jeff is responsible for overseeing procurement, accounts payable and package engineering for the entire 3M Canada supply chain. He'll show you how 3M implemented an ingenious program to measure strategic spend, contract compliance, and overall supplier performance, awarding the best and brightest for optimal value impact.



**Jean-Francois Perrault**

Senior Vice President and Chief Economist, **Scotiabank**

Jean-Francois is responsible for providing Scotiabank's senior executives, partners and customers with economic perspectives, insights and forecasts. He'll give you the hard facts on where Canada stands now in a local and global economy, the impact of the Trump administration on Canada, and how your procurement function can nimbly adapt to an ever-changing tide.

# Your 2017 Expert Speaker Faculty

## Heads of Procurement:



Jack Bradley  
Vice President, Supply Chain and Inventory  
**Strongco**



Peter Conrod  
Global Head of Procurement  
**Royal Bank of Canada**



Ann Dolan  
Executive Director Strategic Procurement, Health Services  
**Service New Brunswick**



Erin Geldard  
Chief Procurement Officer  
**Cogeco**



Tim Herrod  
Vice President, Procurement  
**PotashCorp**



Vitold Horodecki  
CPO North America  
**Capgemini**



Nicolas Marie  
Senior Vice President, Strategic Sourcing and Development  
**Agropur**



Mathew Moore  
Vice President, Sourcing and Procurement  
**OpenText**



Melinda Mui  
Vice President, Supply Chain  
**BC Clinical and Support Services Society**



Joe Postiglione  
Vice President, Global Procurement  
**NBA**



Jeff Russell  
Director, Procurement  
**Crane Supply**



Wael Safwat  
Head of Procurement Transformation, **Loblaw Companies Limited**; Chartered FCIPS, Chair of Canada Branch, "Chartered Institute of Procurement & Supply (CIPS)" - UK



Kim Teichroeb  
Director, Production and Distribution  
**Hillberg and Berk**



Cameron Ward  
Senior Vice President Global Innovation  
**RS Components**

## Procurement Leaders



Mahmoud Aablue  
Sr. Technology Procurement Expert  
**WIND Mobile**



Lis Anderson  
Director, Procurement and Supplier Management  
**Finning**



Marnie Banting  
Director, Vendor Supply Chain  
**Holt Renfrew**



Janet Buck  
Supervisor, Payables and PCard Program  
**City of Toronto**



Sanja Cancar-Todorovic  
Director – Vendor Management, Outsourcing and Site Strategy  
**TELUS**



Marina Chin  
Manager, Supplier Delivery Assurance  
**Volvo Bus Corporation**



Azam Dawood  
Head of Technology Procurement  
**BMO Financial Group**



Vanessa D'Allesandro  
Strategic Sourcing and Category Manager  
**Shaw Communications**



Guillaume Desbois  
Atlantic Strategic Sourcing Manager  
**Rio Tinto**



Munish Dhanker  
Director, Category Management and Strategic Sourcing  
**OpenText**



Zdravko Dimitrov  
Assistant Manager, Procurement Enablement Transformation and Best Practice  
**Loblaw Companies Limited**



Ryan Fernandes  
Director of Supply Chain  
**Sun Rich Fresh Foods**



Shauna Gamble  
Vice President, Operations  
**Danby Products Limited**



Jon Heppenstall  
Sourcing Team Manager  
**Ingergi**

REGISTER TODAY AND  
SAVE WITH CODE  
**PCANAGENDA17**



# FULL SPEAKER LIST



**Michael Johnson**  
Site Contracting and Procurement  
Manager  
**Shell**



**Melissa Kolling**  
Director, Procurement-Strategic  
Sourcing  
**PotashCorp**



**Arianne Reza**  
Assistant Deputy Minister,  
Procurement  
**Public Services and  
Procurement, Canada**



**Nick Seiersen**  
Director, Business Development,  
North America  
**International Association for  
Contract & Commercial  
Management**



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



**Markus Lenarczyk**  
Manager Strategic Sourcing  
**Mohawk Shared Services Inc.**



**Christopher Marko**  
Strategic Sourcing and Category  
Manager  
**Shaw Communications**



**Rudolph (Rudy) Mathias**  
Materials and Warehouse  
Manager  
**Canadian Natural Resources  
Limited (CNRL)**



**Pierre Mayence**  
Category Manager/Senior  
Consultant  
**RSA**



**Dimitrios Manolopoulos**  
Senior Director, Strategic Sourcing  
and IT  
**National Bank of Canada**



**Priscilla Nesbitt**  
Director, Supply and Studio  
Design  
**Best Western**



**Pamela Schott**  
Vice President, Enterprise  
Sourcing and Productivity  
**BMO Financial Group**



**Jeff Seaman**  
Director, Procurement and  
Contract Management  
**SCI Group Inc.**



**Michael Shelton**  
Director, Strategic Supply Chain  
Management  
**Electrovaya Corp.**



**Todd Snelgrove**  
Former Global Manager of Value  
**SKF**



**Joseph Souaid**  
Director of Procurement and  
Logistics  
**Keurig Canada**



**Karen Taylor**  
Director, Strategic Sourcing  
**Sun Life Financial**



**Ankur Thakur**  
Supplier Program Manager-  
Strategic Supply Chain/Strategic  
Procurement  
**SMART Technologies**



**Jeff Van Geel**  
Strategic Sourcing Manager  
**3M**



**Michael van Keulen**  
Global Procurement Director  
**lululemon athletica**



**Maya Walker**  
Director, Procurement  
**Canadian Post**



**Lori Wensley**  
Manager, Global Procurement/  
Enterprise Labor Services and  
Canada  
**Xerox Corporation**



**Christine Young**  
Manager, Procurement – Audio  
Visual Programs and Business  
Analytics  
**AccorHotels**

## Leading Industry Experts:



**Christopher Andrews**  
President  
**The&Partnership Canada**



**Dražen Bulat**  
Partner, Leader, Procurement  
**Miller Thomson LLP**



**Caroline Comeau**  
Director of Sales - Canada |  
Americas Sales  
**IHG**



**Stephanie Fontaine**  
VP Business Development  
**WBE Canada**



**Mary Anderson**  
President  
**WBE Canada**



**Rik Schaap**  
SAM Consultant  
**Comparex Canada**



**Jason MacKay**  
CEO  
**COMPAREX Canada**



**Eugene Fernandez**  
President  
**EF and Associates**



**Catharine Gracon**  
Key Account Director  
**IHG**



**David Hearn**  
former Head of Indirect Sourcing  
**Juniper Networks**



**Shawn King**  
Founder and Managing Director  
**ASC Networks Inc.**



**Lesley Hunter**  
Key Account Director  
**IHG**



**Rainer Machek**  
Executive Vice President  
**Synertrade**



**Rosa Mauro**  
Procurement Lawyer  
**Miller Thomson LLP**



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



**Geoff Parsons**  
Consultant and former CPO  
**Deloitte**



**Jean-Francois Perrault**  
Senior Vice President and Chief  
Economist  
**Scotiabank**



**Malcolm Peters**  
Partner  
**The&Partnership**



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



**Kathy Simon**  
CEO/Owner, **Wisevolution!**  
Former Director, Indirect  
Procurement, **Rexall**



**Kathy Cheng**  
Founder and President  
**Redwood Classics Apparel**

REGISTER TODAY AND  
SAVE WITH CODE  
**PCANAGENDA17**



# Loaded with Opportunities To Learn and Connect...

PRESENTATIONS



INTERACTIVE CASE STUDIES



PANELS



ROUNDTABLE DISCUSSIONS



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







**PCAN Cup! Games, Networking, Fun!**  
**Work with your team. Win money for charity** April 10 - 12

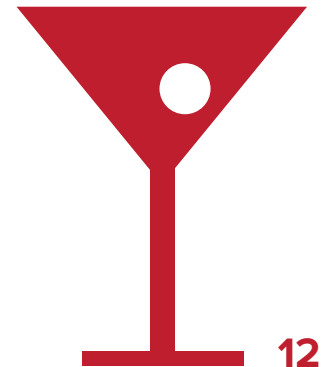






## Nightly Receptions!

April 10 - 11





## 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. The ever-popular ProcureCon Women in Procurement Breakfast returns to provide an intimate setting for executives 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.

Breakfast is limited to 40 attendees. Be sure to look out for your invitation in early March!

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.

# BE A SPONSOR:

Interested in showcasing your product or service?

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 Liam Birt, 646-200-7455 or email [liam.birt@wbresearch.com](mailto:liam.birt@wbresearch.com).

## Value, Innovation And Technology (Practitioners-only AM)

- 7:15 Breakfast And Registration
- 8:20 Welcome
- 8:25 Chairperson's Opening Address
- 8:35 Procuring Your Network: Icebreaker
- 9:00 CPO Panel: Inside The CPO's Circle: The Sport of Procurement And Scoring The MVP Crown
- 9:45 Keynote Presentation: Lightening In A Bottle: The Spark Of Innovation
- 10:05 Interactive Case Study: The Innovation Incubator: How Procurement Becomes A Trailblazer To The Future
- 10:45 Networking Break
- 11:15 Panel: New Technologies: Learning To Love Digital Disruption
- 11:55 Presentation By Ivalua/Flucticiel
- 12:15 Keynote Presentation: What's The Big Deal About Data And Analytics?
- 12:25 Presentation: Sell It! Using Sales Techniques To Sell Procurement To Internal Customers
- 12:45 Lunch – Conference Opens To All Attendees

### WORKSHOPS BEGIN

- |      |  |   |
|------|--|---|
| 1:45 | Category Management: In The Now And Future               | From So-So to Stellar: Transforming Your Procurement Department     |
| 2:30 | Warp Speed: Your Future In Procurement                   | Totally Worth It!: Procuring On Total Cost Of Ownership             |
| 3:15 | Networking Break And Grand Opening Of The Solutions Zone |   |
| 3:55 | Who's Next?: Finding And Developing New Talent           | Lean And Mean: Using Operational Analysis To Ensure Optimal Savings |
| 4:40 | <b>INTERACTIVE ROUNDTABLE DISCUSSIONS</b>                |   |
|      | Roundtable 1: IT   | Roundtable 5: Professional Services                                 |
|      | Roundtable 2: Marketing                                  | Roundtable 6: MRO   |
|      | Roundtable 3: Travel                                     | Roundtable 7: Data Harmonization                                    |
|      | Roundtable 4: Contingent Staffing                        | Roundtable 8: Supplier Diversity                                    |
|      |  | Roundtable 9: Topic TBD by Ivalua/Flucticiel                        |
|      |  | Additional Roundtable Topics TBA                                    |
| 5:40 | Cocktail Reception In The Solutions Zone                 |   |

[CLICK TO VIEW FULL AGENDA DETAILS](#)

REGISTER TODAY AND  
SAVE WITH CODE  
**PCANAGENDA17**



## Advancing Supplier Relationships

7:30	Women In Procurement Breakfast		
7:45	Breakfast In The Solutions Zone		
8:30	Welcome		
8:40	Chairman's Remarks		
8:50	Keynote Presentation: Quick, Sharp And Out Of The Box: Agility In Supplier Management		
9:10	Fireside Chat: Partner Up: Strategic Sourcing And Supplier Relationships		
9:40	Case Study By SAP Fieldglass And Client		
10:00	Panel: Prepare For Lift Off: Getting Innovation Off The Ground By Leveraging Supplier Relationships		
10:40	Networking Break In The Solutions Zone		
11:20	Panel: The Dotted Line: Mastering Best Practices For Contract Management		
12:00	Keynote Presentation: Innovations And Transformation In Procurement Beyond 2017		
12:20	Case Study: Revolutionizing For A Win-Win: Consumers Want Value Too!		
12:50	PRIVATE LUNCH WITH AMERICAN EXPRESS		LUNCH
	Track A: Supplier Management Fundamentals	Track B: Advanced Supplier Management	Track C: Boardroom 1
1:50	Presentation: Return To Tender: Essential Tendering Basics	Interactive Case Study: It's A Buyers Market! (Or Is It?): The Art Of Negotiating In A Limited-Leverage Environment	The Public Boardroom: An Exclusive Think Tank For Public Procurement
2:30	INNOVATION SPOTLIGHT	PRESENTATION BY COUPA	
2:40	Interactive Case Study: Reap The Rewards Of Rewarding Suppliers	Interactive Case Study: Steering Through The Storm: Crafting Contracts In Mergers And Acquisitions	
3:20	Networking Break In The Solutions Zone		
4:00	Panel: IQ, EQ And Negotiation Styles: Why Smart Emotions Matter At The Bargaining Table	Panel: What's New In Supplier Scorecarding And Benchmarking?	Track C: Boardroom 2 Hold On Tight!: The Top Pitfalls In Contract Management
4:40	INTERACTIVE ROUNDTABLE DISCUSSIONS		
	Roundtable 1: Payables And P-Cards	Roundtable 6: RFP's And Auctions	
	Roundtable 2: Building Trust With Stakeholders	Roundtable 7: Payment Terms	
	Roundtable 3: Strategic Partnerships	Roundtable 8: P2P Optimization	
	Roundtable 4: Supply Chain Collaboration: Maximizing Value Through Procurement Decisions And Innovation	Roundtable 9: Topic TBD By SAP Fieldglass	
	Roundtable 5: Reducing Risk, Complexity And Cost Through Transparency And Managed SAM As A Service	Roundtable 10: Planning, Creating And Delivering Specialized Marketing Collateral	
		Roundtable 11: Best Practices For Contract Management	
		Additional Roundtable Topics TBA	
5:40	Cocktail Reception		

[CLICK TO VIEW FULL AGENDA DETAILS](#)



REGISTER TODAY AND  
SAVE WITH CODE  
**PCANAGENDA17**



[CLICK TO VIEW FULL AGENDA DETAILS](#)

# The Future Of Procurement In A Global Economy

- 7:30 Breakfast In The Solutions Zone
- 8:15 Welcome
- 8:20 Chairman's Remarks
- 8:30 Keynote Presentation: Swimming Against The Tide: The Canadian Economy
- 9:10 Panel: Global Sourcing In And Beyond 2017
- 10:00 Panel: Risky Business: Facing And Mitigating Risk In A Volatile World
- 10:40 Networking Break In The Solutions Zone
- 11:10 Panel: The Future Of Sustainable Procurement And Corporate Social Responsibility
- 11:50 Case Study: Not Your Father's Procurement: Reinventing Sourcing For A 21st Century Corporation
- 12:20 Keynote Presentation: Next Generation Leadership: Understanding And Engaging Millennials In A Multi-Generational Workforce
- 12:40 LUNCH
- 1:40 Conference Concludes

**CLICK TO VIEW FULL AGENDA DETAILS**



**REGISTER TODAY AND  
SAVE WITH CODE  
PCANAGENDA17**



# VENUE



## Hyatt Regency Toronto TORONTO, ON

**370 King Street West Toronto, Ontario, Canada, M5V 1J9 • +1 416 343 1234**

**Experience Hyatt Regency Toronto's location in the center of the city's vibrant downtown - fresh from a multi-million dollar renovation.**

Your perfect hub for business or pleasure travel, our downtown Toronto hotel accommodations are just steps from the business and financial districts, the convention centre and over 150 restaurants and bars.

Toronto hotel is adjacent to the Theatre District. Take a shopping trip to Eaton Centre, trendy Queen Street, or exclusive Yorkville. Whether you are visiting the Hyatt Regency Toronto for business or pleasure, our associates are ready to provide you with exceptional service and personal attention.







Our special conference rate is **\$210 CAD** per night! Act fast, it expires March 17 or when the block sells out.

**Ready To Join Us?**

# Sponsors:



LEARN HOW OUR SPONSORS CAN HELP YOU

# AGENDA DETAILS

Monday April 10, 2017

## DAY 1: VALUE, INNOVATION AND TECHNOLOGY PRACTITIONERS-ONLY MORNING

7:15	<b>Breakfast and Registration</b>
8:20	<b>Welcome Remarks</b>  Jennifer Platt Event Director <b>ProcureCon Canada</b>
8:25	<b>Chairperson's Opening Address</b>  Wael Safwat Head of Procurement Transformation, <b>Loblaw Companies Limited</b> Chartered FCIPS Chair of Canada Branch, " <b>Chartered Institute of Procurement &amp; Supply (CIPS)</b> " - UK
8:35	<b>Procuring Your Network: Icebreaker</b>  ProcureCon Canada is an unparalleled networking opportunity – so kick it off right by exchanging challenges, solutions and business cards right off the bat! Practitioners take a seat at a table, write down their most pressing challenge on the back of their business card and toss it in the middle of the table. Go around the table as each person picks a card and tries to come up with a swift and brief solution for that challenge. It's a quick, fun and free flowing exchange of introductions and ideas unlike anything you'll get in the office. Keep the card and keep in touch!
9:00	<b>CPO PANEL: Inside The CPO's Circle: The Sport Of Procurement And Scoring The MVP Crown</b>  The days of merely saving money or issuing POs are over-all major businesses today need to see a significant demonstration of value if procurement wants a seat at the table - and you can get one, if you take the right steps. Listen and learn as this executive roundtable of leading CPOs has an unfiltered discussion on what value really means today, and how you can bring it. <ul style="list-style-type: none"><li>· Determine how value is defined by your business</li><li>· Develop a keen and constant awareness of your team's capabilities, your supply base, and internal innovation goals</li></ul>

- Start small and foster quick wins
- Be a client consultant - offering suggestions and advice (not just dollars and cents)

Moderator:  
Geoff Parsons  
Consultant and former CPO  
**Deloitte**

Erin Geldard  
Chief Procurement Officer  
**Cogeco**

Panelists:  
Wael Safwat  
Head of Procurement Transformation, **Loblaw Companies Limited**  
Chartered FCIPS Chair of Canada Branch, "**Chartered Institute of Procurement & Supply (CIPS)**" - UK

Mathew Moore  
Vice President, Sourcing and Procurement  
**OpenText**  
  
Peter Conrod  
Global Head of Procurement  
**Royal Bank of Canada**

9:45	<b>KEYNOTE PRESENTATION: Lightning In A Bottle: The Spark Of Innovation</b>  We all know new ideas get attention, and becoming an integral part of innovation is now vital to demonstrating value - but how do you make it happen? This presentation with one inventive executive will help you figure it out. Topics include: <ul style="list-style-type: none"><li>· Getting involved early and often</li><li>· Keeping innovation from getting stifled by risk</li><li>· Collaborating closely with other departments</li><li>· Diversifying and connecting across the board, spanning product, commercial and experience Innovation</li></ul> Tim Herrod Vice President, Procurement <b>PotashCorp</b>
------	---



## DAY 1 CONTINUED

10:05

### Interactive Case Study: The Innovation Incubator: How Procurement Becomes A Trailblazer To The Future

The keys to demonstrating value through innovation can be learned - but implementing them is another story. Find out how one procurement executive created a living, breathing and evolving innovation incubator that is now spearheading new product development for his company. Come prepared with your own ideas and challenges, because he's going to ask what you can do to cultivate change for your own organization!

**Nicolas Marie**

Senior Vice-President - Strategic Sourcing and Development

**Agropur**

10:45

### Networking Refreshment Break

11:15

### PANEL: New Technologies: Learning To Love Digital Disruption

The landscape of procurement has gone digital, and the latest technologies can be a major asset - or a huge detriment, depending on who you ask. Join us for this dynamic panel as they discuss:

- A roundup of the latest tools in digital procurement and how to use them to increase efficiency
- Transitioning to and working with the cloud
- Preparing your team for emerging technologies
- Technology's affect on procurement
- How to stay ahead of the digital curve
- A look to the horizon: what's next?

**Panelists:**

**Azam Dawood**

Head of Technology Procurement

**BMO Financial Group**

**Mahmoud Aablue**

Sr. Technology Procurement

Expert

**WIND Mobile**

**Moderator: Wael Safwat**

Head of Procurement Transformation, **Loblaw Companies Limited**

Chartered FCIPS Chair of Canada Branch, "**Chartered Institute of Procurement & Supply (CIPS)**" - UK

11:55

### Presentation By Ivalua/Flucticiel

12:15

### KEYNOTE PRESENTATION: What's The Big Deal About Data And Analytics?

Data and analytics - what can they do for your procurement function, and how can you use it to your advantage?

This informative keynote will address:

- Understanding why data and analytics is a game changer.
- Leveraging data and insights to strengthen negotiations, increase value from suppliers, manage demand, monitor supplier risk and improve vendor performance.
- Driving strategic conversations with internal clients supported by detailed data and analytics
- Measuring the value delivered and direct impact to the bottom line

**Pamela Schott**

Vice President, Enterprise Sourcing and Productivity

**BMO Financial Group**

12:25

### PRESENTATION: Sell It! Using Sales Techniques To Sell Procurement To Internal Customers

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:

- What sales execs are taught to build trust
- How a sales organization gathers data and builds leverage
- How they approach a contract negotiation
- How sales teams are compensated

**David Hearn**

Former Head of Indirect Sourcing

**Juniper Networks**

12:45

### Lunch – Conference Opens To All Attendees

## DAY 1 CONTINUED

### CONCURRENT WORKSHOPS BEGIN

#### Full Steam Ahead: Power Up In Procurement

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.

1:45	<p><b>Category Management: In The Now And Future</b></p> <p>Category management doesn't have a universal definition, because its function differs based on the size of a company. This session will revisit category management to ensure the approach is still relevant to today's procurement function, and will remain relevant tomorrow, including:</p> <ul style="list-style-type: none"><li>· Co-leading category management with stakeholders</li><li>· Conducting audits on mature categories to limit bad habit creep</li><li>· Developing subject matter experts: What level of experience should category managers have?</li><li>· Looking to the future from a client's POV and reducing spend through consolidation</li></ul> <p><b>Pierre Mayence</b> Category Manager/Senior Consultant <b>RSA</b></p>	<p><b>From So-So To Stellar: Transforming Your Procurement Department</b></p> <p>If A) the goals of your organization are not being met by your department B) you lack resources for negotiations C) PO's are issued with little to no strategy or D) All of the above, it's time for a change - and not just a little one. A full on transformation may sound daunting, but this workshop with a leader in procurement who successfully transformed their departments will clarify the steps needed for transformation victory. Key topics include:</p> <ul style="list-style-type: none"><li>· Establishing a vision for your department</li><li>· Getting stakeholder buy-in for change</li><li>· Moving from Tactical to Strategic activities</li><li>· Governance</li><li>· Conducting Spend Analysis</li><li>· Revamping your team to achieve goals</li></ul> <p><b>Kathy Simon</b> CEO/Owner, <b>Wisevolution!</b> Former Director, Indirect Procurement, <b>Rexall</b></p>
2:30	<p><b>Warp Speed: Your Future In Procurement</b></p> <p>Whether you're an established CPO or at a junior level, it's vital to constantly ask: what's next? But working at today's pace, who has time to keep up on trends, or plan for the next step in their career? You do! This expert led innovative workshop will cover modern methods of quick learning, enabling you to consistently progress your knowledge. Additionally, making yourself indispensable and planning your next career steps will be covered - from moving into leadership roles to the next step up for a CPO. Topics include:</p> <ul style="list-style-type: none"><li>· Maintaining your knowledge database</li><li>· Using webcasts, white papers, blogs and networking to your advantage</li><li>· Keeping your position not only relevant but essential to your organization, now and in the future</li><li>· Capabilities development of the procurement professionals in the new era</li><li>· Propelling forward in your procurement career from any level</li></ul> <p><b>Wael Safwat</b> Head of Procurement Transformation, <b>Loblaw Companies Limited</b> Chartered FCIPS Chair of Canada Branch, <b>"Chartered Institute of Procurement &amp; Supply (CIPS)" - UK</b></p>	<p><b>Totally Worth It!: Procuring On Total Cost Of Ownership</b></p> <p>Most suppliers promise savings. The question is: how do you clearly define cost savings vs. immediate price savings, and know which suppliers can really make it happen? Advanced companies are looking for systematic ways to choose suppliers that help them create the most profit by combining cost reduction and revenue improvement, as well as ways to implement a process to find and execute those savings. Discover the experiences and pitfalls to watch out for, as well as the do's and don'ts of buying on TCO. Learn the newest procurement strategies for negotiations, what checklist should be used, and how to measure the value you help create. Topics include:</p> <ul style="list-style-type: none"><li>· Updated strategies, techniques, and methodologies to lower costs by reducing Total Cost of Ownership</li><li>· Figuring out the true total cost of ownership by analyzing inventory, business costs, production line downtime, and realizing the best TCO is not necessarily the lowest cost.</li><li>· Influencing the supply chain to drive out costs</li></ul> <p><b>Todd Snelgrove</b> Former Global Manager of Value <b>SKF</b></p>
3:15	<p><b>Networking Break And Grand Opening Of The Solutions Zone</b></p>	

## DAY 1 CONTINUED

3:55

### Who's Next?: Finding And Developing New Talent

There is perhaps no more universal a problem for procurement professionals than finding and developing new talent - but the procurement leaders of tomorrow require different skills than the leaders of today. This workshop will help you determine what qualities you want in your new hires, how to spot potential leaders, and develop a comprehensive training program.

- Determine the skill-sets needed to ensure success
- How to work with universities to align curriculum to real life procurement skill-set needs
- How to develop a stable recruiting source
- Develop an internal organizational culture to nurture them, and win the retention battle

**Michael Shelton**

Director, Strategic Supply Chain Management

**Electrovaya Corp.**

### Lean And Mean: Using Operational Analysis To Ensure Optimal Savings

Delivering value still means delivering savings - but you can't do that if you don't know where you stand. Learn how to conduct a thorough analysis of your process, people and technology. Weed out inefficiencies and create true budget savings in this invaluable workshop. You'll learn to determine:

- What tools are needed to maximize efficiencies
- How to analyze who does what, and how much value their function brings
- How lean your processes are

**Zdravko Dimitrov**

Assistant Manager, Procurement Enablement Transformation and Best Practice

**Loblaw Companies Limited**

4:40

### Interactive Roundtable Discussions

These interactive roundtable sessions take a deep dive into the specific areas you came to learn about. 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.

#### Roundtable 1: IT

HOST: Eugene Fernandez, President, **EF and Associates**

#### Roundtable 2: Marketing

#### Roundtable 3: Travel

#### Roundtable 4: Contingent Staffing

HOST: Lori Wensley, Manager, Global Procurement/ Enterprise Labor Services and Canada, **Xerox Corporation**

#### Roundtable 5: Professional Services

#### Roundtable 6: MRO

HOST: Todd Snelgrove, Former Global Manager of Value, **SKF**

#### Roundtable 7: Data Harmonization

HOST: Rainer Machek, Executive Vice President, **Synertrade**

#### Roundtable 8: Supplier Diversity

HOST: Stephanie Fontaine, VP Business Development, **WBE Canada**

#### Roundtable 9: Topic TBD By Ivalua/Flucticiel

Additional Roundtable Topics TBA

5:40

### Cocktail Reception In The Solutions Zone



Tuesday April 11, 2017

# DAY 2: ADVANCING SUPPLIER RELATIONSHIPS

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

## 7:30 Women In Procurement Breakfast

**ProcureCon**  
WOMEN IN PROCUREMENT



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 Breakfast

returns to provide an intimate setting for executives 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.

Host: Mary Anderson, President, **WBE Canada**

## 7:45 Breakfast In The Solutions Zone

## 8:30 Welcome

## 8:40 Chairman's Remarks

Caroline Comeau  
Director of Sales - Canada, Americas Sales  
**IHG**

## 8:50 KEYNOTE PRESENTATION: Quick, Sharp And Out Of The Box: Agility In Supplier Management

When it comes to sourcing and supplier management, being light on your feet makes all the difference. Like a world-class athlete, you can learn to develop an agile organization by blending together the collection of key resources, activities, and capabilities to create better coordination and responsiveness. Key points include:

- Knowing when stakeholders' business requirements are changing and being ready with alternative suppliers
- Quickly responding to a supply disruption with alternate sources for a given commodity, part, or service
- Taking a sourcing approach with shorter contracts and more frequent revisiting of the supply markets

Cameron Ward  
Senior Vice President Global Innovation  
**RS Components**

## 9:10 FIRESIDE CHAT: Partner Up: Strategic Sourcing And Supplier Relationships

Every procurement practitioner wants the better price, the bigger value, and the best innovation. The key to all 3? Forming strong relationships with your suppliers. In this Fireside chat, you'll hear a leading executive divulge their indispensable methods for cultivating long-term partnerships and lasting value.

Interviewer:

Caroline Comeau  
Director of Sales - Canada,  
Americas Sales  
**IHG**

Vitold Horodecki  
CPO North America  
**Capgemini**

## 9:40 Case Study By SAP Fieldglass And Client

Executive from **SAP Fieldglass**

## 10:00 PANEL: Prepare For Lift Off: Getting Innovation Off The Ground By Leveraging Supplier Relationships

A critical component to bringing change and value is innovation - but you can't do it alone. Working closely with suppliers to propel your products or services into the future is vital, and knowing how to do it is no longer a mystery, as these leaders in procurement innovation discuss what it takes to get moving.

- How to identify and find innovative suppliers in new markets
- How to encourage existing suppliers to be the potential source of new products or services
- How to become a customer of choice when dealing with highly innovative suppliers
- How to think small and get big results by collaborating with start-ups

Panelists:

Christopher Marko  
Strategic Sourcing and Category  
Manager  
**Shaw Communications**

Dimitrios Manolopoulos  
Senior Director, Strategic  
Sourcing and IT  
**National Bank of Canada**

Ryan Fernandes  
Director of Supply Chain  
**Sun Rich Fresh Foods**

Jack Bradley  
Vice President, Supply Chain and  
Inventory  
**Strongco**

Moderator:  
Caroline Comeau  
Director of Sales - Canada,  
Americas Sales  
**IHG**

## DAY 2 CONTINUED

10:40 **Networking Break In The Solutions Zone**

11:20 **PANEL: The Dotted Line: Mastering Best Practices For Contract Management**

What are the contract strategies and practices that will carry procurement beyond 2017? Topics include:

- Demonstrating year over year continuous improvement within the contract
- Understanding the value of contract management as a lever in spend management
- Using non-disclosure agreements as a risk mitigation tool with key suppliers
- Examining how to manage complex contracts and cross-organizational demands
- Measuring the importance of process vs technology vs people in effective contract management

**Panelists:**

**Michael Johnson**  
Site Contracting and Procurement  
Manager  
**Shell**

**Priscilla Nesbitt**  
Director| Supply and Studio  
Design  
**Best Western**

**Maya Walker**  
Director, Procurement  
**Canadian Post**

**Jeff Seaman**  
Director, Procurement and  
Contract Management  
**SCI Group Inc.**

**Shawn King**  
Founder and Managing Director  
**ASC Networks Inc.**

**Moderator:**  
**Caroline Comeau**  
Director of Sales - Canada,  
Americas Sales  
**IHG**

12:20

**CASE STUDY: Revolutionizing For A Win-Win: Consumers Want Value Too!**

Savings for an organization is, of course, the most desired result for every procurement department – but what about attaining robust reliability and distinction amongst end-consumers? Their experience can be critical to establishing your company's value. Make it happen by taking a cue from a leading health care exec who transformed a key function of her organization by rethinking supplier management, creating a modern, inspiring and innovative new model. Fundamental topics include:

- Consolidating service deliveries, implementing best value for the organization and end- consumer
- Creating a sustainable savings strategy with suppliers that extends to the end- consumer
- Lowering risk by providing a split award with a secondary vendor
- Including language in tender documents that encourage vendors to think about innovations, culminating in major rewards for both the end-consumer and organization
- Providing reliable services and products, resulting in a stellar reputation for your company

**Melinda Mui**  
Vice President, Supply Chain  
**BC Clinical and Support Services Society**

12:00 **Keynote Presentation: Innovations and Transformation In Procurement Beyond 2017**

**Jason MacKay**  
CEO  
**Comparex Canada** with Executive SoftCare Client

12:50	LUNCH FOR ALL ATTENDEES	PRIVATE LUNCH HOSTED BY AMERICAN EXPRESS	
	TRACK A: SUPPLIER MANAGEMENT FUNDAMENTALS	TRACK B: ADVANCED SUPPLIER MANAGEMENT	TRACK C: BOARDROOM 1
1:50	<p><b>PRESENTATION: Return To Tender: Essential Tendering Basics</b></p> <p>Once you've established the products you're sourcing, who the potential suppliers are, and the alignment of project goals with company goals, you're ready to consider your "go to market" approach and methodology for managing your sourcing project. Most think they know the tendering process as the act of obtaining competitive bids from potential suppliers - but often, they get confused and bogged down in the process. In this presentation, you'll learn or return to master clear and simple tendering basics and figure out how to put them into immediate and effective use in your own organization.</p> <p><b>Markus Lenarczyk</b> Manager Strategic Sourcing <b>Mohawk Shared Services Inc.</b></p>	<p><b>INTERACTIVE CASE STUDY: It's A Buyers Market! (Or is it?): The Art of Negotiating In A Limited-Leverage Environment</b></p> <p>Usually, buyers assume it's a buyer's market - but many suppliers are now consolidating, leaving organizations less choice and bargaining power than they once had, and making it increasingly difficult to use buying power as leverage. Most think they're getting best price – but often when companies compare, inconsistencies in supplier pricing and agreements can prove otherwise. This case study will explore how one company negotiated fair and balanced evaluations and contracts, along with best practices in negotiations today. Afterwards, you'll be encouraged to conceptualize your own revamped negotiation.</p> <ul style="list-style-type: none"> <li>• Determine the right balance of relationship and power - how many suppliers do you need to retain buying power? And how low can you go without handing it all over?</li> <li>• Revisit old contracts – a good deal today isn't necessarily a good deal tomorrow</li> <li>• Explore best practices for getting through to suppliers</li> <li>• Determine the outcome you need, and where you'll be willing to compromise before negotiation begins</li> <li>• Balancing supplier market pricing power</li> <li>• Create a win-win situation through volume purchasing</li> </ul> <p><b>Rudolph (Rudy) Mathias</b> Materials and Warehouse Manager <b>Canadian Natural Resources Limited (CNRL)</b></p>	<p><b>THE PUBLIC BOARDROOM: An Exclusive Think Tank For Public Procurement</b></p> <p>The public sector often experiences a unique set of procurement challenges not shared by that of private. In this public only think tank, take part in an open discussion of issues and solutions led by forward-thinking leaders in public procurement. At the end, you'll break off into small brainstorming groups according to your greatest challenge, conceptualize brilliant solutions together and later share them with the larger group so all can benefit from this rare opportunity. Topics include:</p> <ul style="list-style-type: none"> <li>• Transforming from tactical to strategic sourcing</li> <li>• The need for governance</li> <li>• Catching up with technology</li> <li>• Talent retention</li> <li>• Negotiated RFP's</li> <li>• Workload balancing</li> </ul> <p><b>Ann Dolan</b> Executive Director Strategic Procurement, Health Services <b>Service New Brunswick</b></p> <p><b>Arianne Reza</b> Assistant Deputy Minister, Procurement <b>Public Services and Procurement, Canada</b></p>
2:30	<b>INNOVATION SPOTLIGHT</b>	<b>PRESENTATION BY COUPA</b>	
2:40	<p><b>INTERACTIVE CASE STUDY: Reap The Rewards Of Rewarding Suppliers</b></p> <p>3M's ingenious 3M Canada Service Quality Supplier Awards have set the standard for supplier excellence. In this case study, find out how they measure strategic spend, contract compliance, and overall supplier performance to award the best and brightest for optimal impact on the organization. Afterwards, you'll be inspired to conceive of ways in which you can measure performance and reward suppliers at your own organization.</p> <p><b>Jeff Van Geel</b> Strategic Sourcing Manager <b>3M</b></p>	<p><b>INTERACTIVE CASE STUDY: Steering Through The Storm: Crafting Contracts In Mergers And Acquisitions</b></p> <p>Mergers and acquisitions are happening at a faster pace than ever, and for procurement, that means contracts need to keep up. This case study will explore how one exec led his supply team through to the other side, engaging in contract negotiations during all phases including due diligence, M &amp; A negotiations, and post acquisition. Afterward, you'll conceptualize your own potential solutions to this challenging scenario.</p> <p><b>Munish Dhanker</b> Director, Category Management and Strategic Sourcing <b>OpenText</b></p>	



## DAY 2 CONTINUED

3:20	<b>Networking Break In The Solutions Zone</b>		
4:00	<p><b>PANEL: IQ, EQ And Negotiation Styles: Why Smart Emotions Matter At The Bargaining Table</b></p> <p>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:</p> <ul style="list-style-type: none"> <li>· Common EQ characteristics for negotiating business deals</li> <li>· Suggestions on how to develop your EQ or that of your team members</li> <li>· How a stronger EQ lead to better business.</li> </ul> <p><b>Moderator:</b>  <b>Jeanette Nyden</b>  Commercial Contracts Expert and Co-Author <b>Getting to We</b></p> <p><b>Panelists:</b>  <b>Lula Kosanic</b>  Senior Director, Expense, Vendor, Asset Management  <b>CIBC</b></p> <p><b>Joe Postigilione</b>  Vice President - Global Procurement  <b>NBA</b></p> <p><b>Joseph Richardson</b>  CEO  <b>Professional Purchasing Partners</b></p>	<p><b>PANEL: What's New In Supplier Scorecarding And Benchmarking?</b></p> <p>Whether you have a supplier that wants more of your business or one who's not performing up to your standards, you need an effective way to review and audit their performance that produces viable information to make informed decisions.</p> <ul style="list-style-type: none"> <li>· Crafting mutually beneficial supplier scorecards so they know exactly how they're performing against your SOW</li> <li>· Obtaining the right mix of data to benchmark</li> <li>· At what point do you determine your suppliers need to be audited—is there a regular schedule or review process?</li> <li>· What are the best methods to audit your suppliers?</li> <li>· Is it possible to work with underperforming suppliers to bring them back up?</li> </ul> <p><b>Panelists:</b>  <b>Melissa Kolling</b>  Director, Procurement-Strategic Sourcing  <b>PotashCorp</b></p> <p><b>Ankur Thakur</b>  Supplier Program Manager-Strategic Supply Chain/Strategic Procurement  <b>SMART Technologies</b></p> <p><b>Marina Chin</b>  Manager, Supplier Delivery Assurance  <b>Volvo Bus Corporation</b></p> <p><b>Lis Anderson</b>  Director, Procurement and Supplier Management  <b>Finning</b></p>	<p><b>BOARDROOM 2</b></p> <p><b>Hold On Tight!: the top Pitfalls In Contract Management</b></p> <p>The loss of value through ineffective contract management is estimated at over 9% of revenue, and as much as 15% in complex projects and construction environments. The leadership at the International Association for Contract &amp; Commercial Management (IACCM) has identified the industries and the areas of the world that are most at risk of value leakage, and the ways in which you can avoid major pitfalls in contract management and thus, loss of value. Attendees will learn why these pitfalls occur, and come away with both a simple set of tips to make an immediate impact, and an understanding of how their contracting must evolve to further stem these losses over time.</p> <p><b>Nick Seiersen</b>  Director, Business Development, North America  <b>International Association for Contract &amp; Commercial Management</b></p>

## DAY 2 CONTINUED

4:40

### Interactive Roundtable Discussions

These roundtables provide another opportunity for concept and idea exchange with your peers. This time around, discuss Best Practices in every facet of Procurement.

#### Roundtable 1: Payables and P-Cards

HOST: Janet Buck, Supervisor, Payables and PCard Program, **City of Toronto**

#### Roundtable 2: Building trust with Stakeholders

HOST: Marnie Banting, Director, Vendor Supply Chain, **Holt Renfrew**

#### Roundtable 3: Strategic Partnerships

HOST: Christine Young, Manager, Procurement – Audio Visual Programs and Business Analytics, **AccorHotels**

#### Roundtable 4: Supply Chain Collaboration: Maximizing Value Through Procurement Decisions And Innovation

HOSTS: Catharine Gracon, Key Account Director, **IHG** & Lesley Hunter, Key Account Director, **IHG**

#### Roundtable 5: Reducing Risk, Complexity And Cost Through Transparency And Managed SAM As A Service

HOSTS: Jason MacKay, CEO **Comparex Canada** and Rik Schaap, SAM Consultant **Comparex Canada**

#### Roundtable 6: RFP's and Auctions

HOST: Karen Taylor, Director, Strategic Sourcing, **Sun Life Financial**

#### Roundtable 7: Payment Terms

HOST: Guillaume Desbois, Atlantic Strategic Sourcing Manager, **Rio Tinto**

#### Roundtable 8: P2P Optimization

HOST: Michael Shelton, Director, Strategic Supply Chain Management, **Electrovaya Corp.**

#### Roundtable 9: Topic TBD

HOST: Executive from **SAP Fieldglass**

#### Roundtable 10: Planning, Creating and Delivering Specialized Marketing Collateral

HOSTS: Christopher Andrews, President, **The&Partnership Canada** and Malcolm Peters, Partner, **The&Partnership**

#### Roundtable 11: Best Practices for Contract Management

HOST: Drazen Bulat, Partner, LEader, Procurement, **Miller Thomson LLP**

Additional Roundtable Topics TBA

5:40

### Cocktail Reception

---

Wednesday April 12, 2017

# DAY 3: THE FUTURE OF PROCUREMENT IN A GLOBAL ECONOMY

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

7:30	<b>Breakfast In The Solutions Zone</b>
8:15	<b>Welcome</b>
8:20	<b>Chairman's Remarks</b>
8:30	<b>KEYNOTE PRESENTATION: Swimming Against The Tide: The Canadian Economy</b> <p>The recent fluctuations of the Canadian dollar and sinking oil prices have left many businesses uncertain of how to move forward and foster growth. In this keynote presentation by a renowned economist, get the hard facts on where Canada stands now in both a local and global economy, where it's going, and how your procurement function can nimbly adapt to the ever-changing tide. Topics Include:</p> <ul style="list-style-type: none"><li>· Innovating currency management and demonstrating value with the wavering Canadian dollar</li><li>· The strong impact of the US dollar</li><li>· The affect of plummeting Canadian oil prices</li><li>· Importing, Exporting and Trade (Including the Comprehensive Economic Trade Agreement with the EU and The Canadian Free Trade Agreement)</li><li>· The impact of the Trump administration</li></ul> <p><b>Jean-Francois Perrault</b> Senior Vice President and Chief Economist <b>Scotiabank</b></p>
9:10	<b>PANEL: Global Sourcing In And Beyond 2017</b> <p>With the cost of labor high in Canada, will the benefits of global sourcing be worth the risk? And how can you extend your organization's reach into the global economy? Topics in this presentation by a global sourcing leader include:</p> <ul style="list-style-type: none"><li>· The benefits of sourcing globally</li><li>· Compliance to international laws</li><li>· Mitigating inherent risks: currency, ethics, quality and supply chain</li><li>· Logistics and customs</li><li>· Global sourcing regulations</li></ul> <p>Introduction By: <b>Jeff Russell</b> Director, Procurement <b>Crane Supply</b></p> <p>Panelists: <b>Jeff Russell</b> Director, Procurement <b>Crane Supply</b></p> <p><b>Sanja Cancar-Todorovic</b> Director – Vendor Management, Outsourcing and Site Strategy <b>TELUS</b></p> <p><b>Rudolph (Rudy) Mathias</b> Materials and Warehouse Manager <b>Canadian Natural Resources Limited (CNRL)</b></p>

10:00

## **PANEL: Risky Business: Facing And Mitigating Risk In A Volatile World**

Ask someone in procurement to run down their list of major concerns, and the number one answer will always be risk. The exact responses may vary - from economic and political risk to data and third-party, but the bottom line is the same. In this panel, leading executives will address the many real dangers that face procurement, and contemplate methods for mitigation. Key topics include:

- How to Identify which risks are most pressing for your organization
- Planning for risk factors
- Canadian privacy regulations and their effect on data and third-party risk
- The perils of economic, environmental and political risk and how to react
- Adding a governance layer for strength and protection

Panelists:

**Rosa Mauro**  
Procurement Lawyer  
**Miller Thomson LLP**

**Jon Heppenstall**  
Sourcing Team Manager  
**Inergi**

10:40

## **Networking Break And Final Visit To The Solutions Zone**

11:10

## **PANEL: The Future Of Sustainable Procurement And Corporate Social Responsibility**

Has your company set ambitious targets for sustainable sourcing in its future? While these are often generated by the CEO, it is often down to procurement to find a practical way to achieve these goals. Managing short term financial budgets while trying to secure a long term sustainable supply can create conflicting strategies, but the benefits reaped by practicing sustainable procurement and corporate responsibility can be enormously rewarding. Making changes to well-established procurement processes, however, is easier said than done. In this panel, experts in the realm will discuss the why and how to do just that, and how sustainability and CSR in procurement will evolve in the coming years. Topics include:

- Aligning sourcing initiatives to company ethics
- Thinking green and buying locally
- The benefits and value of supplier diversification
- How recycling materials and services can result in a cost effective initiative
- Local environmental and human rights regulations
- Establishing a sustainable, progressing procurement strategy
- Assessing and quantifying sustainable procurement processes



## DAY 3 CONTINUED

Panelists:  
Joseph Souaid  
Director of Procurement and  
Logistics

**Keurig Canada**

Vanessa D'Allesandro  
Strategic Sourcing and Category  
Manager

**Shaw Communications**

Shauna Gamble  
Vice President, Operations  
**Danby Products Limited**

Kathy Cheng  
Founder and President  
**Redwood Classics Apparel**

12:20

### **KEYNOTE PRESENTATION: Next Generation Leadership: Understanding And Engaging Millennials In A Multi-Generational Workforce**

Times are changing. Can you say the same about your leadership and communication skills? For the first time in history there are 4 generations in the workplace, each with a preferred way of working. Today's digital age and the multi-generational workforce require that a new leader rise. Social media, technology, and the explosion of millennials into the workplace are putting new demands on leaders. Change is inevitable but the understanding and engaging of tomorrow's employees must be intentional. Your organization's future vitality depends on it.

- Gain a clear understanding of the Millennial generation.
- Learn the varying leadership and communication preferences of each generation.
- Harness tips for meaningful communications across generations.
- Grasp emerging trends in leadership and communication.
- Actionable and practical strategies to engage Millennial employees and build company loyalty.

Kim Teichroeb  
Director, Production and Distribution  
**Hillberg and Berk**

12:40

### **LUNCH**

1:40

### **CONFERENCE CONCLUDES**

11:40

### **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 one forward thinking exec changed the game, propelled his procurement function into the future, and is now continuing the mission. Lessons include:

- Fact based decision making and using true analytics
- Providing options to leadership
- Transparency and engagement with stakeholders – what's in it for them?
- Total cost of ownership including cost of change
- Sitting at the table when setting strategy, investments, specification, budgets/ targets.
- Delivering savings that make their way to the bottom line, adding legitimacy and trust.

Michael Van Keulen  
Global Procurement Director  
**Lululemon Athletica**

# SPONSORS



Through its Global Corporate Payments group, American Express provides payments solutions to mid-sized companies and large corporations worldwide. The company offers a full range of products and services to meet clients' travel and entertainment and B2B spending needs, including the Corporate Card and Corporate Purchasing Card. It issues local-currency commercial cards in more than 40 countries, and International Dollar Corporate Cards in an additional 100+ countries. For more information, visit [www.americanexpress.com/corporate](http://www.americanexpress.com/corporate).



Charterhouse is a leading Marketing Services Production company. We think globally but understand and deliver strategic solutions locally. We connect through our professional likeminded marketing professionals usually on-site within our host clients marketing organization. Our dedicated teams are empowered by proprietary technology to offer solutions across our global locations and through many media channels on behalf of the worlds' leading brands. Charterhouse works closely with clients to truly understand their goals to deliver cost-effective, sustainable and innovative production solutions. Our key services are Print Management, Data Management, Online Digital execution, Merchandise, Creative Services and Point of Sale Insight. For more information on Charterhouse please visit our website [www.charterhouseproduction.com](http://www.charterhouseproduction.com)



Comparex - COMPAREX is a global IT Solutions and Services organization with a specialization in license management, sourcing and software asset management. With a track record spanning thirty years, COMPAREX serves the public-sector, SMB and large international corporations. Its portfolio includes software licenses from more than 3,000 vendors as well as consultancy and professional services. The COMPAREX Group employs more than 2,350 people across Europe, Asia, Africa and the Americas.



IHG is a global company with 9 hotel brands. With over 4,900 hotels and nearly 674,000 rooms in nearly 100 countries around the world, we know hospitality. Our vision is to become one of the great companies in the world by creating Great Hotels Guests Love. We will deliver this through our portfolio of preferred brands, our talented people and best-in-class delivery systems. At the heart of our culture is a commitment to act responsibly in everything we do."



MERX helps thousands of private and public organizations reduce strategic sourcing costs while improving efficiencies and accountability to stakeholders. Organizations of all types and sizes use MERX to manage hundreds of billions of dollars of spend while engaging our global network of over 200,000 suppliers. MERX enables organizations to optimize procurement with a 360 degree perspective of needs, supply, risk, contracts and supplier performance. Anchored by electronic tendering, MERX offers a fully configurable Source to Contract solution, integrated with your existing systems and tuned to your industry, business and vision.



Ivalua/Flucticiel

Ivalua helps Procurement and Finance leaders create a competitive advantage by maximizing Value Beyond Savings. Ivalua's Out-of-the-box Deep Functionality and Configurable Cloud is fast to deploy and enables high supplier and employee adoption. Ivalua has been deployed to manage over \$500 Billion in spend. Learn more at [www.ivalua.com](http://www.ivalua.com)

Flucticiel is an international integrator of cutting-edge Source-to-Pay software solutions. Flucticiel has built over the last 15 years a large experience in Supplier Information Management, SRM, sourcing, contracts, e-procurement, intelligent invoice data capture. Flucticiel is the first Ivalua VAR and integrator in Canada. Learn more [www.flucticiel.com](http://www.flucticiel.com)

# SPONSORS



SAP Fieldglass provides an intuitive, cloud-based Vendor Management System (VMS) to optimize external workforce and services procurement programs. More than 300 customers leverage SAP Fieldglass to gain visibility into their external workforces, including contingent labor, services managed through Statements of Work (SOW) and independent contractors.



SynerTrade is a leading international provider of cloud-based solutions for the digitalization of companies' procurement process. We bring value to our customers by providing efficient software applications which will accelerate their purchasing processes while simplifying their work, touching upon areas from strategic sourcing to spend analysis.



The&Partnership - THE BOX: An efficient delivery engine

The planning, creation and delivery of specialized marketing collateral demands a unique set of skills.

Traditional agencies all too often overlook this area, assigning it to either the most junior people or asking the client to "take it outside."

In fact, collateral can often be some of the most effective communication a brand has at its disposal.

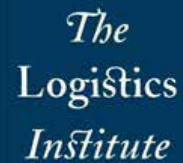
To answer the unique challenges of this field, The&Partnership have created a dedicated unit called The BOX. The BOX is a proprietary production model that blends production and creative specialists. The result is that things happen faster. Work is better. And clients realize incredible value – with savings often upwards of 20 percent. Creative agencies are good at conceiving and developing big campaigns, but are not always built for the volume demands of everyday output. On the other hand, a well-run in-house studio may be excellent at the basics, but anything more can leave them without the creative expertise for the job. The BOX takes the best from these existing models – creative agency and studio – but delivers without the inherent compromises found in either. We have used it to lower costs and speed time-to-market for many clients. Each BOX starts with the client need and is entirely bespoke. We have specific team structures in place to ensure that speed, accuracy and incredible value are delivered for our clients.

We have BOX teams in place with clients around the globe. In Canada, The BOX team is responsible for the delivery of thousands of pieces of collateral for TELUS across the country. From in-store posters and printed collateral and digital placements across their sales channels, to the essential sales collateral deployed across the store network and door-to-door teams.

We believe our proven capability to deliver quality at scale, across multiple formats, will give clients an unparalleled ability to intercept potential visitors with consistent and persuasive messaging across multiple touchpoints.



# Media Partners:



LEARN HOW OUR MEDIA PARTNERS CAN HELP YOU

# PRICING

Individual Pass	Teams of 3-4	Teams of 5+
<del>€\$1,699</del> <b>C\$1,499</b> Register by February 28, 2017 and save \$200	<del>€\$1,699</del> <b>C\$1,105</b> Register by January 31, 2017   Save C\$594 <i>Most Popular</i>	<del>€\$1,699</del> Call 1.866.691.7771 For Large Group Packages <i>Best Value</i>
<ul style="list-style-type: none"><li>Inside secrets from leading practitioners</li><li>Over 30 interactive sessions</li><li>Create further value for your team</li><li>Includes all meals and refreshments</li></ul>	<ul style="list-style-type: none"><li>Inside secrets from leading practitioners</li><li>Over 30 interactive sessions</li><li>Create further value for your team</li><li>Includes all meals and refreshments</li><li>Join our advisory board call ahead of the event to discuss your immediate challenges</li></ul>	<ul style="list-style-type: none"><li>Inside secrets from leading practitioners</li><li>Over 30 interactive sessions</li><li>Create further value for your team</li><li>Includes all meals and refreshments</li><li>Join our advisory board call ahead of the event to discuss your immediate challenges</li><li>Personalized point person at the conference to make speaker introductions</li><li>Private meeting space at the event for your team</li></ul>
<b>Register Early for savings</b>		

\*Prices do not include 13% HST

## Solution Providers and Others

- Inside secrets from leading practitioners
- Over 30 interactive sessions
- Access to executives looking to buy your solutions!
- Face-to-face interactions with targeted attendees
- Includes all meals and refreshments

**C\$2,699**

2.5 Day pass (April 10-12, 2017: Excludes Monday morning AM practitioners only sessions)

REGISTER TODAY AND  
SAVE WITH CODE  
**PCANAGENDA17**