

ProcureCon EAST

INDIRECT

Where Sourcing Innovators
Connect And Inspire

February 20 - 22, 2018

Omni Amelia Island Resort
AMELIA ISLAND, FL

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ZONES

A group of people at a conference, smiling and taking a selfie. The image shows a man in a red shirt and glasses, a woman in a blue shirt, and a woman in a dark patterned shirt. They are all smiling and looking towards the camera. The woman in the blue shirt is holding a smartphone to take a selfie. In the background, other people are visible, some looking at their phones. The setting appears to be a conference room or a similar indoor space with wooden walls and a door in the background.

procurement
✓
**THE only event you
need to attend**

Our peer-led program will enable you to:

- Stay ahead of future trends and technology impacting procurement
- Lead procurement efforts regardless of your team's size, scope or budget
- Elevate relationships with your stakeholders, colleagues, and suppliers

Period.

Featured Keynote



THE NEXT PRODUCTIVITY METER:

Using Big Data To Unlock Savings

with **Walter Charles**

Chief Procurement Officer, Biogen

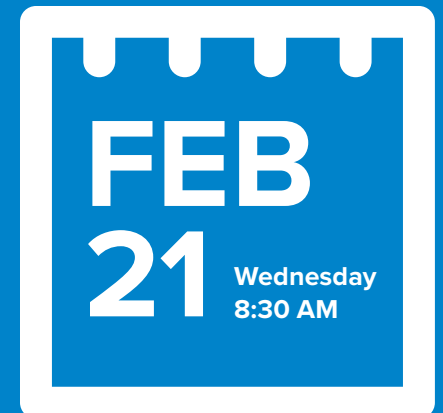


Meet Walter.

An inspiring Procurement Futurist, Walter is a sought-after speaker at national and international Supply Chain and Procurement Conferences, a visionary Supply Chain leader, and an impactful results deliverer.

Hear Walter Talk.

Frustrated that existing sourcing processes, methodologies, and tried and true practices are achieving diminishing results? Walter will teach you how Big Data can break the traditional sourcing inertia and push the productivity meter forward.



CPO Network



Deep Dive Into The New Way: Standardizing Indirect Procurement

with **Mike Simms**

Chief Procurement Officer, Microsoft



Meet Mike.

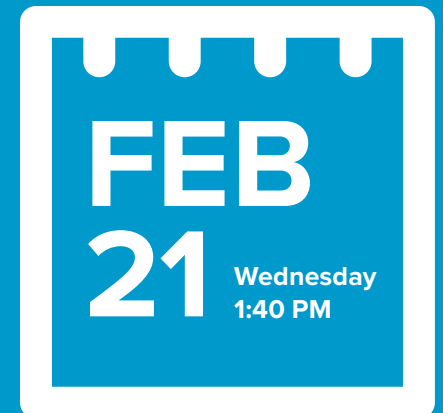
For over two decades, Mike has been building and managing high-performing global teams, driving enterprise strategy and negotiations, and instilling operational excellence worldwide.

Hear Mike Talk.

He's going to talk about the COPC Indirect Procurement Standard, a new set of best practices and key metrics for any company seeking to strategically manage its indirect spend. The COPC Indirect Procurement Standard was recently developed as a collaborative effort by Microsoft Corporation and procurement executives from other leading companies.

Fun Fact

Mike is a drummer - his favorite drummer of all time is John Bonham from the band Led Zeppelin.



Leadership & Motivational Speaker



What's Your Plan Be? How To Stand Out In A Crowded, Competitive, and Noisy Marketplace

with
Libby Spears

Meet Libby.

For over 20 years, Libby has built a successful career centered around her two favorite things: Communication and leadership. Not only does she educate and speak for a living, she has a blast doing it! You'll be amazed at her ability to connect with an audience in a way that's informational and entertaining at the same time.

Hear Libby Talk.

Libby will challenge the way you think about your own success by asking the question, "What's Your Plan Be?" She'll discuss your underlying assumptions around success, the breakthrough moments you can experience, how to embrace new ways of thinking, new ways of doing, and new ways of believing!

Fun Fact

Libby knows every word to the 80s rap classic "Bust A Move" and takes a lot of pride in that fact.



Featured Speaker



MANAGING INNOVATION OVERLOAD

with **Cheryl Hayes**

Head of Procurement, MDX, Strategy & Innovation
SIEMENS Healthineers

SIEMENS

Meet Cheryl.

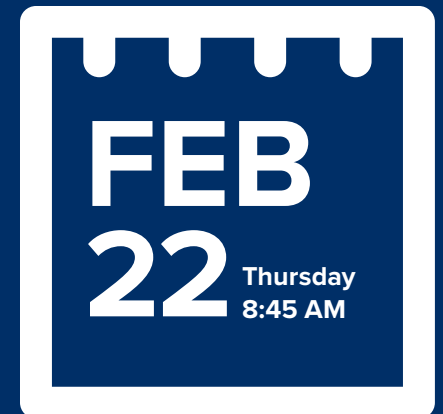
Cheryl is a trusted expert Supply Chain and Operations executive with a demonstrated history working in the information technology and healthcare industry. Skilled at leading visionary innovation that addresses global challenges so we can help deliver what we promise our customers.

Hear Cheryl Talk.

“Transform and Prosper” Real innovation crosses your entire ecosystem- It’s more than picking up the phone and talking with suppliers. Look around the corners, pull the future forward and establish best practices. Let’s get the conversation started.

Fun Fact

I was delighted to co-chair the WLF at EMC/Dell. One of the most memorable events was Sheryl Sanbergs’s Lean In discussion with several EMC women executives. The interaction and positive feedback was amazing.

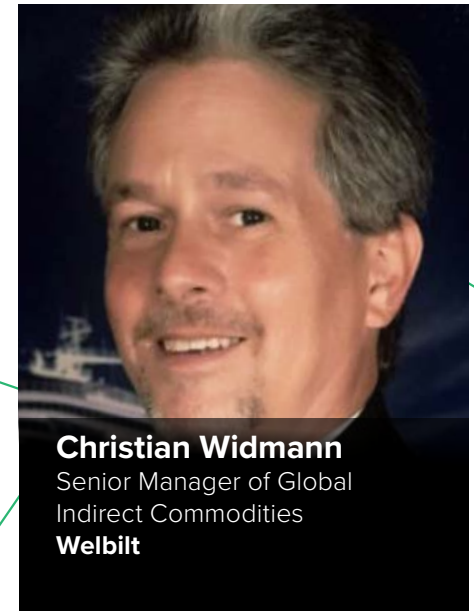
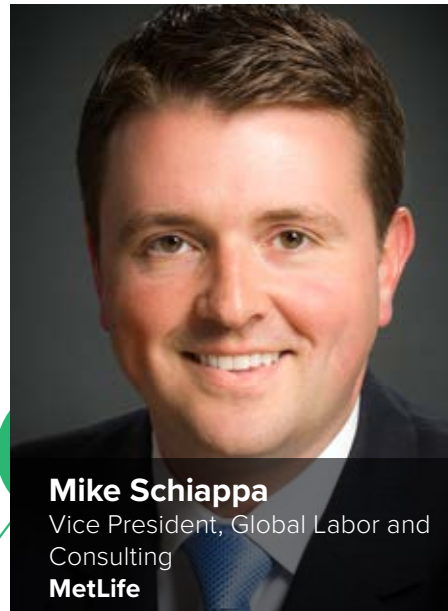
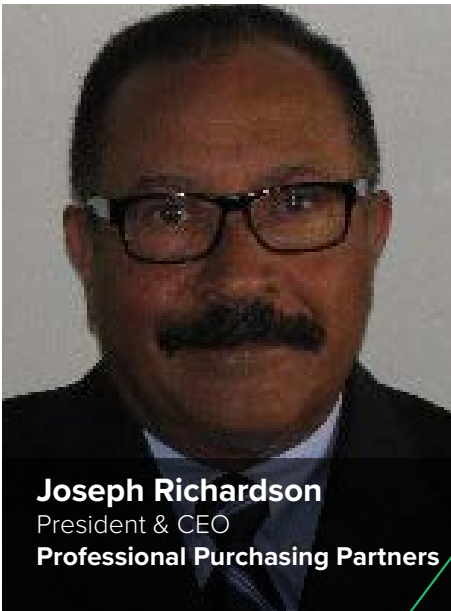
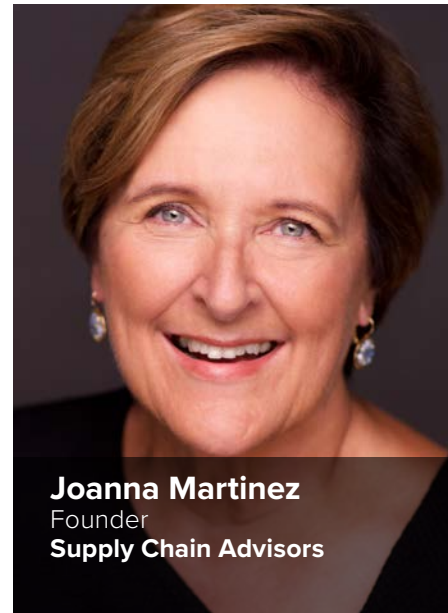
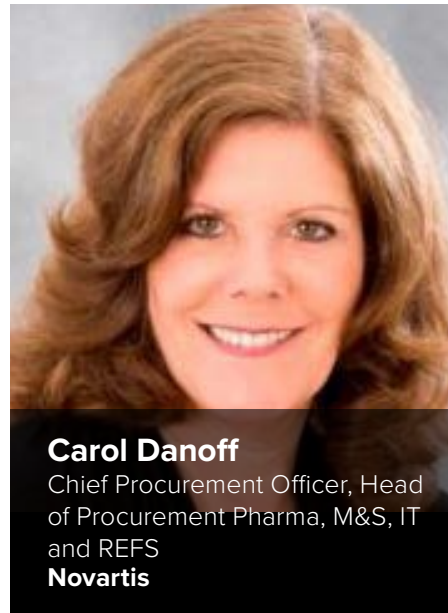


Welcome to the ProcureCon Community!

Regardless of your organization's size or industry you'll find a place in the ProcureCon community.



Meet Some Of Our Advisory Board



Your 2018 Expert Speaker Faculty

See someone from
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CPOs and Heads of Procurement



William Bagley
Vice President, Global
Procurement
Unum



Brian Bancroft
Vice President and Chief
Procurement Officer
Church and Dwight



John Becvar
Chief Procurement Officer
Groupon



Stan Brown
Vice President Global Supply
Chain and Chief Procurement
Officer
CA Technologies



Kenneth Chan
Head of All Fleet Services and
Chief Procurement Officer
Asplundh Tree Expert



Walter Charles
Chief Procurement Officer
Biogen



Jerry Chico
Vice President, Procurement
Cross Country Healthcare



Tim Cronin
Vice President and Chief
Procurement Officer
Florida Blue



Tandra Davis
Senior Vice President, North
American Procurement &
Administration
Ispos



John Fafian
Director - Head of Strategy and
Sourcing
PwC



Michael Francolino
Chief Procurement Officer
SGS



Jason Frisbie
Vice President – Procurement
Services
Forest City Realty Trust



Nilton Garcia
Head of Procurement Americas
LafargeHolcim



Kevin Giblin
Chief Procurement Officer
Dun and Bradstreet



Ron Gregorsok
Vice President, Purchasing
AmerisourceBergen



Myles Harris
Head of Procurement
Barry's Bootcamp



Cheryl Hayes
Head of Procurement, MDX,
Strategy & Innovation
SIEMENS Healthineers



John Healy
Chief Procurement Officer,
Senior Vice President,
Head of Strategic Sourcing
and Corporate Functions
Operations
SunTrust Bank



Mindy Holden
Senior Vice President,
Procurement and Real Estate
Adecco Group



Steve Hrubala
Global Head of Procurement
and Strategic Sourcing
The Carlyle Group



Steve Hughes
Executive Director,
Procurement
The College Board



Erin Lambert
Global Head of Sourcing
Bloomberg



Fred Litow
Chief Procurement Officer
Voya Financial



Perneet Malhotra
Vice President, Enterprise
Strategic Sourcing
Lowes



Larry Martiny
Vice President and Head of
Procurement
Raymond James



Ed McAndrews
Head of Procurement - North
America
AstraZeneca



Austin McKeenhan
Vice President and Chief
Procurement Officer
TIAA



Lynn McKnight
Head of Procurement
Jefferson Science Associates



Ken Naughton
Senior Director, Procurement
Party City



Carlos Nicot
Vice President and Chief
Procurement Officer
Acosta

FULL 2018 SPEAKERS LIST



Ian O'Brien
Vice President of Supply Chain
American Cancer Society



Ashfaq Patankar
Vice President Global Sourcing
Avis Budget Group



Anthony Porter
Head of Global Corporate
Procurement and IT Global
Strategic Vendor Services
Acxiom



Devin Reed
Director of Procurement
**Jacksonville Aviation
Authority**



Robert Saini
Director, Procurement
Astellas Pharma



Sanjay Setty
Vice President of Sourcing
KIND



Mike Simms
Chief Procurement Officer
Microsoft



Sean Smith
Director, Supply Chain
Agropur



Karen Webley
Senior Director, Global
Procurement
Gartner

Heads of Indirect Procurement



Pat Baffaro
Director, Global Indirect
Procurement
HP



Kevin Betts
Director, Category
Management
The E.W. Scripps Company



Adam Boal
Global Director of Indirect
Procurement and Corporate
Services
Edgewell Personal Care



Kimberly Blair
Senior Manager of Indirect
Procurement
Carhartt



Melissa Burkland
Director of Indirect Sourcing
and Procurement
Rodan + Fields



Jason Cammorata
Director, Strategic Sourcing
MDC Partners



Vernon Fleming
Director, Indirect Sourcing
Performance Food Group



Amee Foss
National Director of Procurement
and Plant Operations
**Watermark Retirement
Communities**



Kristina Hawkins
Senior Director Indirect Supply
Chain & PMO
Norwegian Cruise Line



Michael Heeger
Director, Head of Sourcing
Americas
Deutsche Bank



Ernie Hernandez
Director Strategic Sourcing
Carnival Corporation



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



Peter Manni
Director of Category
Management – Indirect
National Grid



Glenn Marcus
Director - Global Sourcing
Ingevity



Bill Miller
Senior Vice President, Supply
Chain Management and
Procurement
Jones Lang LaSalle



Charlotte New
Director of Corporate
Procurement
**Southern Glazer's Wine and
Spirits**



Caroline Norman
Director, Indirect Procurement
Home Depot



Michael Perry
Manager, Indirect Procurement
**The Scotts Miracle-Gro
Company**



Jill Robbins
Director, Global Procurement –
Indirect Goods and Services
Elanco



Mike Schiappa
Vice President, Global Labor
and Consulting
MetLife



Amena Smith
Director of Procurement,
Indirect
Keurig Green Mountain



Jeff Smith
Sourcing Director
DuPont



Jocelyn Stahl
Director, Indirect Sourcing
Hershey's



Béatrice Walker
Director, Goods and Services
Indirect Procurement
AGCO



Christian Widmann
Senior Manager of Global
Indirect Commodities
Welbilt



Linda Zercher
Director, Global Indirect
Procurement
Dentsply Sirona

Leading Practitioners



William Cheung
Director, Procurement Analytics
CBS Corporation



Beth Crimmins
Director of Procurement,
Global Marketing and Business
Services
Avis Budget Group



Gloria Esparza
Global eProcurement Lead
Monsanto



Holly Gieseke
Manager, Corporate
Procurement & Travel
VSP Global



Fernando Hernandez
Director - Supplier Management
The Boeing Company



Nancy Jorgensen
Director, Professional Services
Procurement and Performance
Management
Grainger



Stacy Joslin
Global Supplier Relationship
Management and Marketing
Procurement Lead
Citrix



Amanda Kachinsky
Associate Manager,
Procurement
Bluebird Bio



Alicia Navarro
Procurement Manager
**Watermark Retirement
Communities**

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FULL 2018 SPEAKERS LIST



Kent Brothers
Global Procurement Operations
& Trade Automation Lead
Monsanto



Andrea Krzyzanowski
Program Manager - Fleet,
Travel, Corporate Cards and
Meetings & Events
DuPont



Shari Pansuti
Corporate Procurement and
Strategic Commodities
WPP Group



Neil Schloss
Procurement Manager IT and
Marketing
Perdue Farms



Eric Smith
Procurement Manager
Straumann USA



Nancy Tiran
Senior Director Procurement
– Strategic Sourcing, P2P
Business Integrations, and
Systems
Best Buy



Jonathan Tucker
Director, Strategic Sourcing
Jones Lang LaSalle



Sarah Wasson
Manager, Strategic Category
and Operations Analytics
HP

Industry Experts



Dan Ashton
Senior Director, Product
Strategy
Rimini Street



Tripp Cates
Director of National Accounts,
Manufacturing
CoreTrust



Jamie Crump
President & CEO
The Richwell Group



Tim Gregg
General Manager of New
Business Development
Wolseley



James Hallock
VP of Sales
CoreTrust



Sean Hobday
Senior Vice President, Global
Sales
Zones



Joanna Martinez
Founder
Supply Chain Advisors



Cliff Moore
Chairman
COPC



Bruce Morton
Head of Innovation
Allegis Global Solutions



Gabe Perez
General Manager, Power
Applications
Coupa



Joseph Richardson
President & CEO
**Professional Purchasing
Partners**



Libby Spears
Motivational/Development
Speaker
Bravo CC



Jake Wojcik
Senior Vice President
Insight Sourcing Group



Real Reviews From Real Attendees



MY COMMUNITY

“ProcureCon is not just an event. It’s MY community of peers where I am challenged to think better, do better.”

- **Melissa Burkland, Director of Indirect Sourcing and Procurement, Rodan + Fields**



CONFIDENT AND BRILLIANT

“ProcureCon has helped me feel confident and appear brilliant to my colleagues by exposing innovative and relevant discussion topics and networking. It’s extremely important to leave your desk and “get out your procurement bubble!”

- **Sharetta Harrington, Sourcing Coordinator, Wiley Publishing**



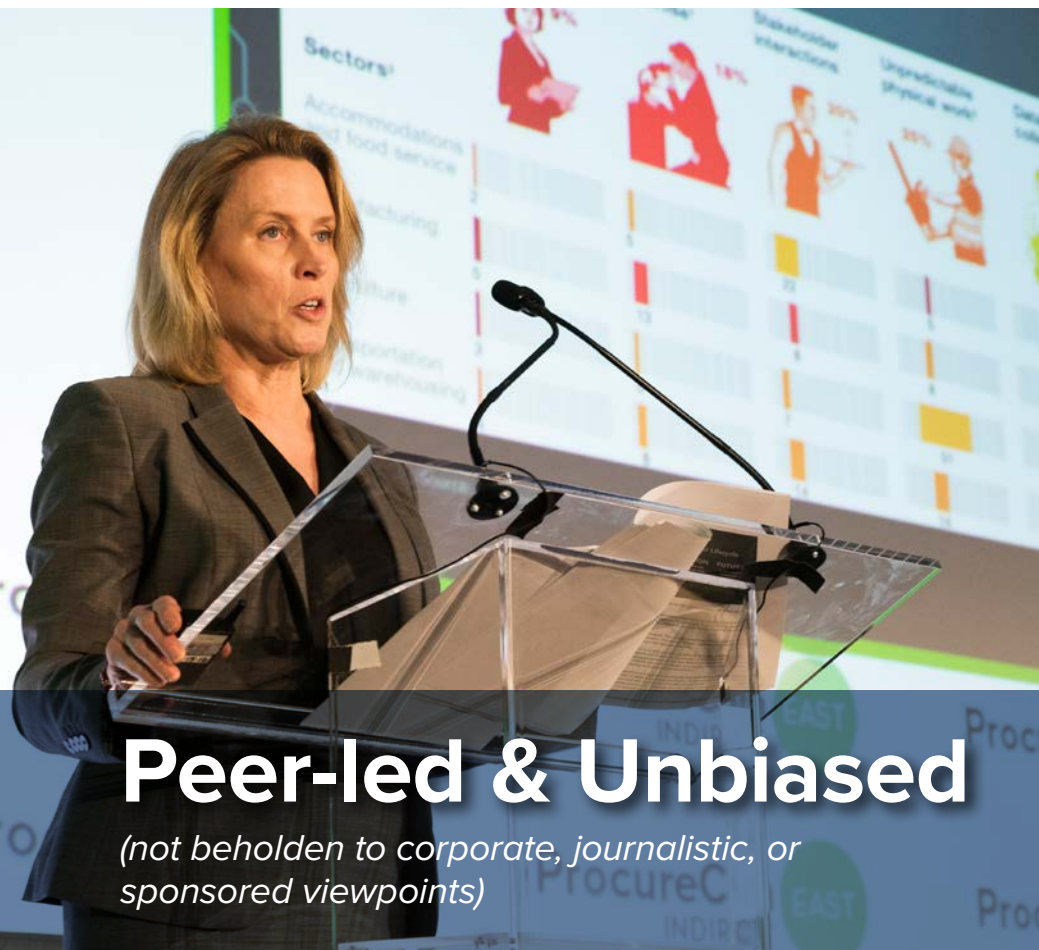
RETURNING TO WORK WITH A NEW STRATEGY

“For years, we’ve measured the ROI on events that my team and I attend. ProcureCon provides great exposure to new ideas and to the people who have implemented them. An excellent payback for the investment.”

- **Joanna Martinez, Founder, Supply Chain Advisors**



ProcureCon Is...



Peer-led & Unbiased

(not beholden to corporate, journalistic, or sponsored viewpoints)



Love the candid perspectives on what's working and what's not working! This is the only place I can get the inside scoop from leaders not afraid to tell it like it is.

Nina De Los Santos
Travel & Purchasing Manager
Zappos



Built For Interaction

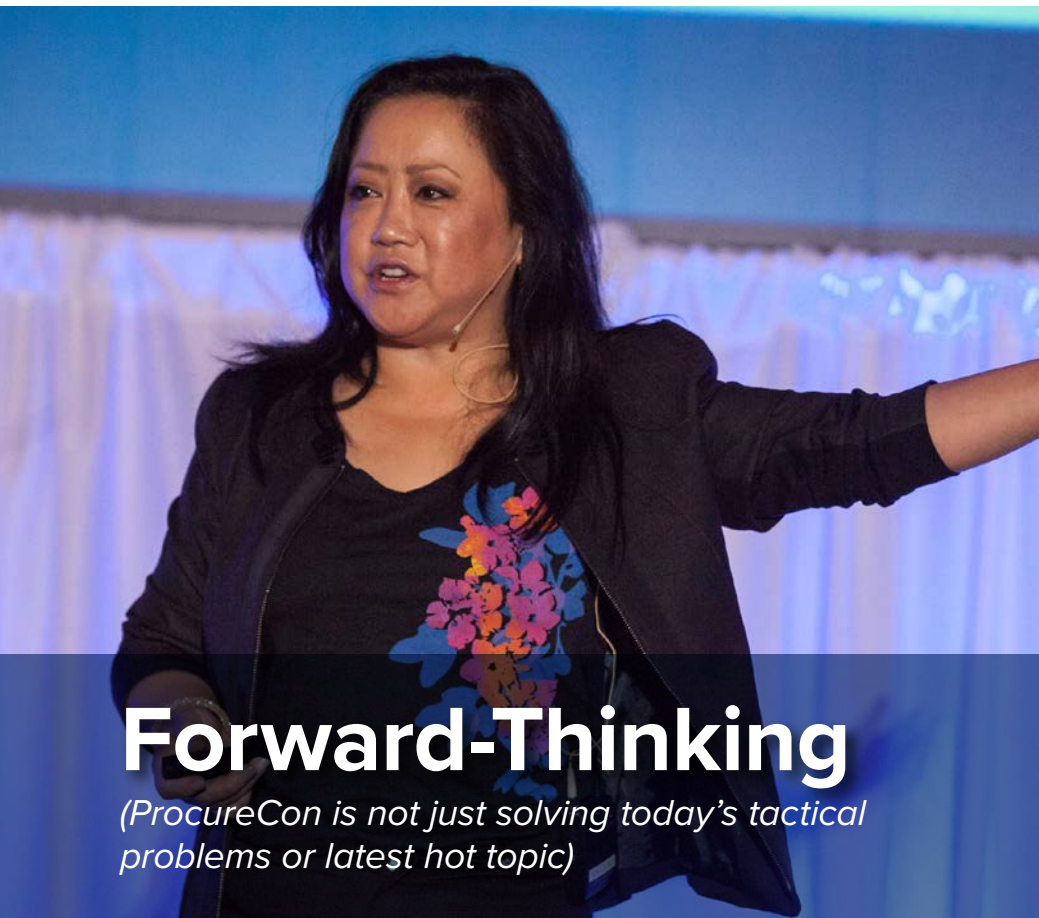
(not a sea of nametags or a stale open bar tacked on to the end of a day of presentations.)



I was very impressed on how much work had gone into making ProcureCon interactive for all attendees; roundtables, audience interaction, workshops and much more. These sessions really facilitated learning. I had never seen anything like it. Well done ProcureCon.

Charlotte Loya
AVP Enterprise Procurement
NationStar Mortgage

ProcureCon Is...



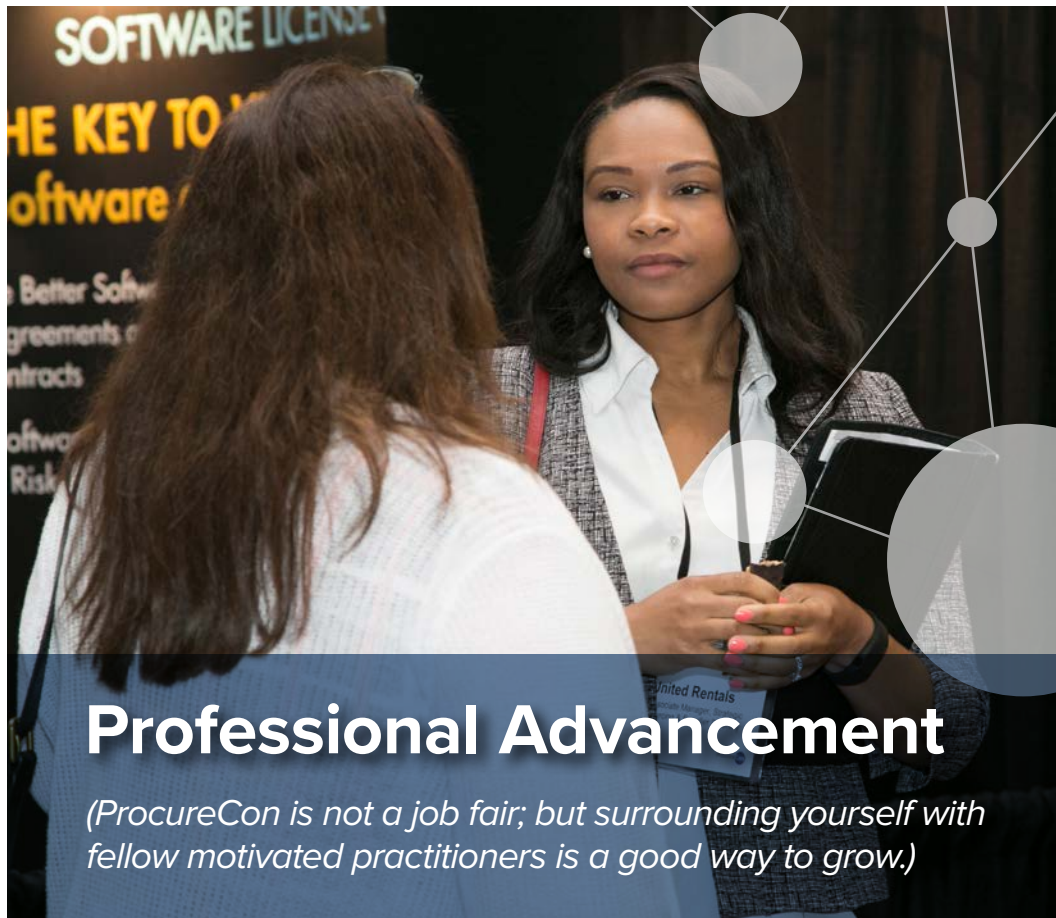
Forward-Thinking

(ProcureCon is not just solving today's tactical problems or latest hot topic)



ProcureCon was an amazing journey for me. I learned so much in regards to supplier relationships negotiating and innovation. I can't wait to attend ProcureCon next year!

Beth Parrish
Global Sourcing Manager
Kattera



Professional Advancement

(ProcureCon is not a job fair; but surrounding yourself with fellow motivated practitioners is a good way to grow.)



For me, ProcureCon has always been about the connections. The engaged community ProcureCon has built is unrivaled."

Mel Ohl
VP, Indirect Procurement
Pitney Bowes

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

Why ● ?



Bonfire Bash, Hosted by Coupa
Wednesday, February 21, 6:00 pm

End the day on a sweet note with our s'mores bar! Join us in the Magnolia Garden for our Bonfire Bash, hosted by Coupa. Relax next to the fire as the sun sets and the stars come out. Drinks, music & games are just some of treats you'll enjoy!



Networking

Mix and mingle with your fellow attendees!

Day 1: Games and Treats

Day 2: Smoothie Sailing and The Cookie Jar



Sunshine State Soiree

Tuesday, February 20 - 5:40 pm

Games

Have some fun and win exciting prizes!

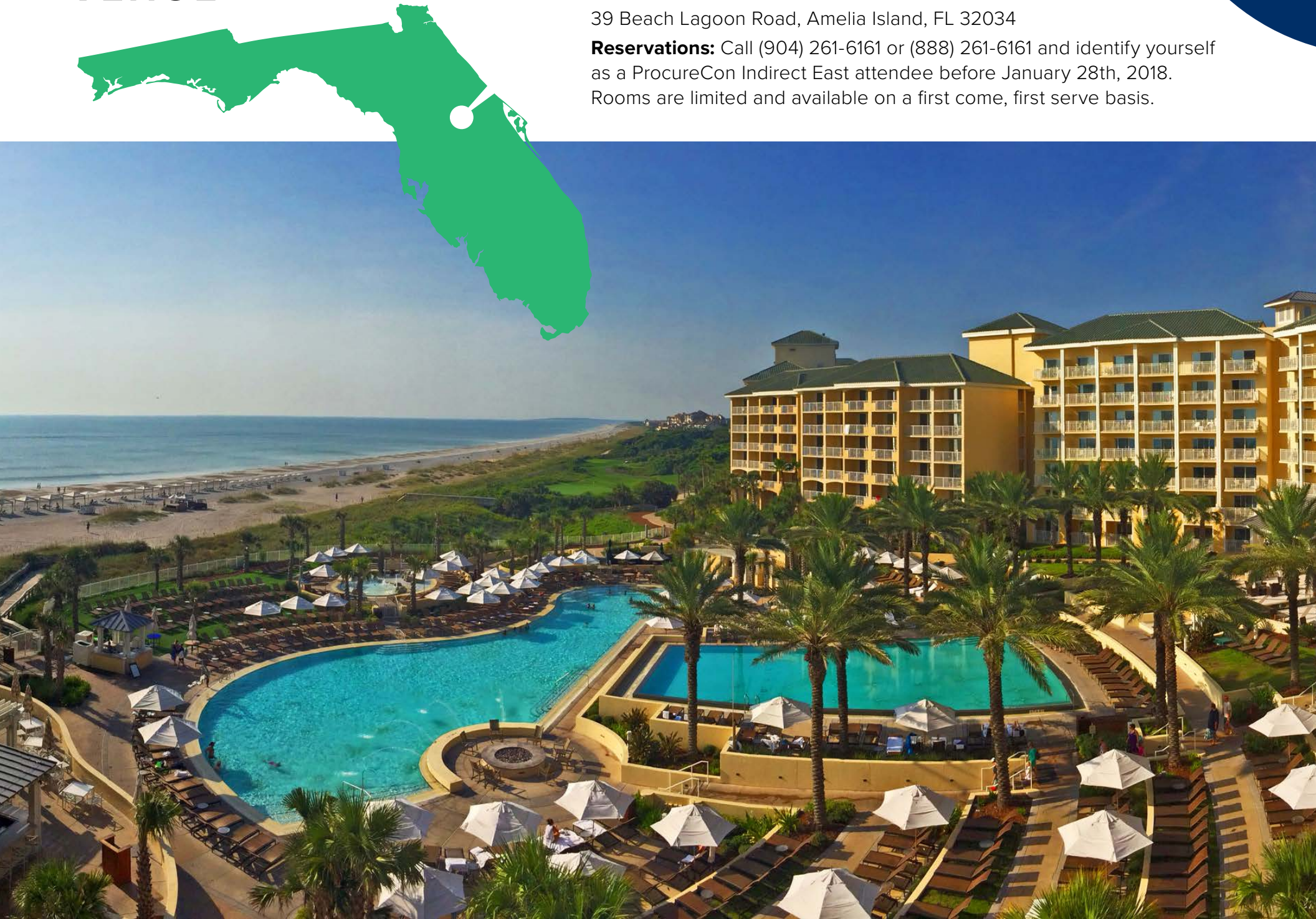


VENUE

Omni Amelia Island Hotel

39 Beach Lagoon Road, Amelia Island, FL 32034

Reservations: Call (904) 261-6161 or (888) 261-6161 and identify yourself as a ProcureCon Indirect East attendee before January 28th, 2018. Rooms are limited and available on a first come, first serve basis.





Rate: \$249 plus taxes/fees Book by: January 26, 2018

Omni Amelia Island Plantation Resort is nestled on 1,350 acres at the tip of a barrier island just off the Northeast Florida coast. Enjoy luxurious oceanfront accommodations, world-class resort pools, championship golf, full-service spa, endless dining options, and family-friendly activities. Unparalleled views of the Atlantic Ocean and spacious accommodations are available in all 404 rooms. Relax on the largest multi-tiered pool deck in northeast Florida, featuring an adults-only infinity edge pool, a 10,000-square-foot family-friendly pool, two hot tubs, and oversized fire pits. Stroll 3.5 miles of pristine beach or spend an afternoon kayaking and paddleboarding through Amelia Island's preserved marshlands. Tee off from one of three Audubon International Certified Sanctuary golf courses. Designed by Pete Dye, Bobby Weed and Tom Fazio, our pristine courses have earned Omni Amelia Island Plantation a "Top 121 Golf Resorts in the World" ranking by Condé Nast Traveler. Follow up your tee time with a relaxing afternoon at The Spa or dining at any one of our nine superb restaurants.

ProcureCon

CPO NETWORK



ProcureCon

WOMEN IN PROCUREMENT



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 time during ProcureCon Indirect East to deliberate vital issues that impact procurement leaders and their companies – learnings regarding successful CPO Leadership, the keys to unlocking innovation, and a new standard for indirect procurement.

Facilitated By:

Mike Simms, Chief Procurement Officer, **Microsoft**

Austin McKeehan, VP, Head of Sourcing & Finance Operations, **TIAA**

Jocelyn Stahl, Director, Indirect Sourcing, **Hershey's**

Ed McAndrews, Head of Procurement - North America, **AstraZeneca**

Women in Procurement

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

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, taking place Tuesday, February 20 2018 at 7:00 PM. Afterwards, stay connected throughout the year via our Women in Procurement LinkedIn Group

To join the LinkedIn group, click here,

or visit: www.linkedin.com/groups/8525034

Facilitated By:

Joanna Martinez, Founder, **Supply Chain Advisors**

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

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.



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- **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**



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Meg McNeel, Sponsorship Director, Phone: +1 (646) 200-7470

Sponsors:



LEARN HOW OUR SPONSORS CAN HELP YOU

Leading Your Team In An Era of Disruption (Practitioners-only)

7:30	Continental Breakfast & Registration			
8:25	Welcome Remarks/Icebreaker			
8:35	Chairperson's Opening Address			
8:45	Keynote CPO Panel: The Role Of Procurement In An Era Of Political And Economic Disruption			
9:25	Walk To Working Groups			
9:30	Working Group 1: Optimizing Your GPO Engagements	Working Group 2: Managing Your Convoy: Fleet Management Tools For Success	Working Group 3: Managing Your Non-Employee Workforce (Consultants, Professional Services, Contingent Staffing)	
	Working Group 4: Make Your Mark In Marketing	Working Group 5: Working With MRO	Working Group 6: Let's Go!: Travel And Meetings Management	
10:40	Morning Refreshment & Networking Break			
11:00	Working Group 1: Getting Global Now: A Deep Dive Into Outsourcing In The Age Of Trump	Working Group 2: The Great Migration: Flocking To The Cloud	Working Group 3: Procurement As An Agent Of Change	
	Working Group 4: The Early Bird Gets The Worm: Getting Early Adoption And Buy-In For Indirect	Working Group 5: Totally Transformed: A Study In Strategic Change	Working Group 6: Prepare For Lift Off: Getting Innovation Off the Ground By Leveraging Supplier Relationships	
12:10	Lunch (Practitioners Only)			
1:10	Working Group Report Backs			
2:10	Interactive Roundtables			
2:40	Panel: The Procurement Team And CPO Of The Future – Will You Be Ready?			
3:20	Presentation by Coupa			
3:40	Grand Opening Of The Solutions Zone - Treat Yourself To Games & Networking "Conference Opens To All Attendees"			
	Track A: Mapping The Route For Success: Managing Stakeholder And Team Relationships	Track B: When The Route Changes: Managing Organizational And Team Change	Track C: Under The Hood: Procurement Operations And Data	CPO Network
4:20	Presentation: Engaging With Stakeholders To Build Trust	Presentation: How To Survive And Thrive During A Merger Or Acquisition	Presentation: What's Coming In Data And Analytics? Emerging Data And Analytics Trends	Executive Boardroom: Leveraging Your Executive Leadership When Managing Key Suppliers
4:40	Presentation: Machine Learning In Services Procurement – It's a Game Changer	Presentation: Making Your Metrics Count: Finding Better Analytics To Drive High Performance	Presentation: Cost Optimization Strategies To Exceed Savings Targets and Accelerate Growth	
5:00	Interactive Workshop: The Cream Of The Crop: Attracting Top Talent For Your Procurement Organization	Debate: Centralized Vs. Decentralized Procurement	Panel: Creating An Amazon-Like Experience For End Users Of eSourcing Tools	Executive Boardroom: CPO Leadership: The Key To Powerful Procurement
5:40	Sunshine State Soiree In The Solutions Zone			
7:00	Women in Procurement Dinner			

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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Business Enablement Through Sourcing Leadership

7:15	Breakfast in The Solutions Zone			
8:15	Welcome			
8:20	Chairperson's Remarks			
8:30	Keynote Presentation: Next Productivity Meter: Using Big Data To Unlock Savings			
9:00	Keynote Panel: Automated Outsourcing Processing With Use Of Macros On Steroids (aka Robotics Process Automation)			
9:40	Presentation by GEP			
10:00	Smoothie Sailing, Games & Networking In The Solutions Zone			
10:40	Interactive Presentation: Transforming The Next Generation Of Procurement Leaders For Success			
11:00	Presentation: Creating Extraordinary Communities By Activating Innovative Solutions			
11:20	Keynote Motivational Presentation: What's Your Plan Be?		Small Practitioner Boardroom: Group Therapy For Leaders Of Small Procurement Teams	
11:50	Presentation: GPOs and Procurement: Innovation in the Era of Disruption			
12:10	Lunch And EPIC Awards Ceremony			
	Track A: Building An Addition: Incorporating More Power Within Your Procurement Organization	Track B: Finding New Tools For Success: Everything Old Is New Again	Track C: Sharpening The Saw: Professional Development	CPO Network
1:40	Interactive Case Study: Blueprint For Success: A One Card Solution For T&E And Procurement	Interactive Case Study: Measuring The Soft Stuff: How To Measure Procurement Value?	Interactive Keynote Presentation: Earning Your Keep – Selling Your Knowledge To The C-Suite	Executive Boardroom: Deep Dive Into The New Way: Standardizing Indirect Procurement
2:20	Presentation By Woseley Industrial Group	Presentation By Amazon Business	Innovation Spotlight x2	
2:40	Choose Your Own Adventure: ProcureCon Partner Roundtables			
3:40	The Cookie Jar, Games & Final Networking Break In The Solutions Zone			
4:20	Panel: Enterprise Contract Lifecycle Management – The Good, The Bad, And The Ugly	Panel: 3-2-1....Liftoff! Preparing For The Future Of Travel Procurement	Interactive Workshop: Expecting The Unexpected: Benchmarking Your Consulting Spend	Executive Boardroom: Procurement Data Analytics: The Next Frontier
5:00	Interactive Case Study: Preparing For The Challenge: Embracing Services/SOWs Within Your Procurement Program	Panel: Future Of Supplier Diversity? Smooth Sailing Or Rough Waters Ahead?	Interactive Workshop: Impact Sourcing: An Introduction	
5:40	Presentation: Starting From Scratch: Procurement Transformation	Presentation: Unlocking Procurement Value Through A Shared Service Model	Presentation: Find Your Operating Zone: How To Thrive And Make A Positive Impact In The Churn Of Today's Corporate World	
6:00	Bonfire Bash Reception Hosted by Coupa			

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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Partnering With Your Suppliers

- 7:30 Breakfast
- 8:30 Welcome
- 8:35 Chairperson's Remarks
- 8:45 Interactive Case Study: Managing Innovation Overload
- 9:25 Keynote Panel: Providing The White Glove Treatment To Your Suppliers
- 10:05 Innovation Spotlight
- 10:15 Sweet & Savory Networking Break
- 11:05 Panel: Breaking Through The Noise: Supplier Management Tools That Work
- 11:45 Interactive Roundtables
- 12:45 Networking Lunch
- 1:45 Conference Concludes

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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Register Today!

Join The ProcureCon Community

Register online with code
COMMUNITY to get up to **\$500 off***

Register Now

*discounts don't apply to solution providers and vendors.

AGENDA DETAILS

Tuesday, February 20

Day 1: Leading Your Team In An Era of Disruption (Practitioners Only)

7:30 Continental Breakfast & Registration

8:25 Welcome Remarks/Icebreaker
Michael Dunlap, Event Director; **ProcureCon Indirect East**

8:35 Chairperson's Opening Address

8:45 **KEYNOTE CPO PANEL: The Role Of Procurement In An Era Of Political And Economic Disruption**

Feeling uncertain about where 2018 is headed? Whether it's North Korea, immigration laws, "The Wall," destructive hurricanes, Brexit, or a host of other factors, 2017 can be characterized as a year of disruption unlike any other in recent times. As you lead your teams into another year of uncharted territory, we're kicking ProcureCon East 2018 off in a big way by having procurement visionaries discuss how their teams are adapting, changing, and thriving to accommodate the ongoing geopolitical, economic, and business disruption. You'll leave this session empowered and prepared for whatever 2018 has in store for you and your team. Key topics include:

- What pressures from the CEO, CFO, CIO, etc. should procurement be anticipating
- How procurement can react to import duties and trade restrictions evolving out of the Trump administration
- What do new environmental policies mean for sourcing?
- How to prepare for risk amongst all the uncertainty – What actions should you take now vs. wait and see?

Fred Litow, Chief Procurement Officer, **Voya Financial**

Béatrice Walker, Director, Goods and Services Indirect Procurement, **AGCO**

Tim Cronin, Vice President and Chief Procurement Officer, **Florida Blue**

Adam Boal, Global Director of Indirect Procurement and Corporate Services, **Edgewell Personal Care**

9:25 Walk To Working Groups

Working Groups: Tuning Into Today: Tackling Top Of Mind Issues In An Ever-Changing World

Attendees will break into working group sessions, facilitated by area, 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 40 participants to ensure practical takeaways. You can select your workshops at the time of conference registration.

WORKING GROUPS BEGIN (CHOOSE 1)

9:30	WORKING GROUP 1: 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, · Overcome any hurdles to using them effectively. · Understand best practices regarding use of selection of GPOs. Sean Smith, Director, Supply Chain, Agropur Stephen Hughes, Executive Director, Procurement, The College Board	WORKING GROUP 2: Managing Your Convoy: Fleet Management Tools For Success Fleet management is a niche category that can cause a considerable amount of headaches, risk, and challenges to any organization if left unmanaged. This working group will explore these challenges and various organization and will help you with the following regardless of your program's maturity. Join this working group to: · Discuss how you can develop a sourcing strategy that considers country and regional internal/external maturity differences. · Develop an effective working relationship with users of fleet management and stakeholders responsible for managing the day-to-day challenges · Understand fleet management best practices. Kenneth Chan, Head of All Fleet Services and Chief Procurement Officer, Asplundh Tree Expert Jeff Smith, Sourcing Director, DuPont Andrea Krzyzanowski, Program Manager - Fleet, Travel, Corporate Cards and Meetings & Events, DuPont	WORKING GROUP 3: Managing Your Non-Employee Workforce (Consultants, Professional Services, Contingent Staffing) This working group will discuss what you need to know about the risks and opportunities of managing your non-employee workforce: Join this working group to: · Help determine your non-employee workforce population · Understand Best Practices Re: Onboarding contractors · Assessing benefits/drawbacks of taking your MSP internal · Challenges and opportunities when expanding your program regionally or globally Lynn McKnight, Head of Procurement, Jefferson Science Associates Jason Cammorata, Director, Strategic Sourcing, MDC Partners
	WORKING GROUP 4: Make Your Mark In 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? Discuss with your peers how best to: · Take marketing procurement to the next level · Stay on top of changes in the marketing environment · Ensure procurement is truly adding value to the procurement function. · With more agency consolidation and globalization, how will this impact the function? Beth Crimmins, Director Of Procurement, Global Marketing and Business Services, Avis Budget Group Stacy Joslin, Global Supplier Relationship Management and Marketing Procurement Lead, Citrix	WORKING GROUP 5: Working With 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? Kumar Kannan, Director of Global Sourcing - Indirect Goods & Services, Owens Corning Jonathan Tucker, Director, Strategic Sourcing, Jones Lang LaSalle	WORKING GROUP 6: Let's Go!: Travel And 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 John Becvar, Chief Procurement Officer, Groupon Tandra Davis, Senior Vice President, North American Procurement & Administration, Ispos

10:40	Morning Refreshment & Networking Break		
11:00	WORKING GROUP 1: Getting Global Now: A Deep Dive Into Outsourcing In The Age Of Trump Let's take a deep dive into managing your global outsourcing in this new era. In this working group, you'll discuss how to best prepare and manage your global supplier relationships when the old rules no longer apply. Topics include: · Focusing on diversifying you suppliers, avoiding vulnerability caused by relying on one. · Adapting to changes in the gig economy and a remote contingent workforce · Adhering to new global sourcing regulations Michael Heeger, Director, Head of Sourcing Americas, Deutsche Bank Joseph Richardson, President & CEO, Professional Purchasing Partners	WORKING GROUP 2: The Great Migration: Flocking To The Cloud It's crystal clear: the majority of businesses are flocking to the cloud. So how can you sharpen your edge when moving from a perpetual license to a subscription based service for your organization? Simple: by knowing the cloud, its costs, and complications inside and out. This working group will cover: · The basics: Clarifying the differences between SaaS and the cloud, and private, public and hybrid cloud · How you can determine what service level agreement is the best fit for your organization · What is the financial case for moving to the cloud, and are the desired cost benefits really being achieved? Neil Schloss, Procurement Manager IT and Marketing, Perdue Farms Jerry Chico, Vice President, Procurement, Cross Country Healthcare	WORKING GROUP 3: Procurement As An Agent Of Change As a modern procurement pro, you must be prepared to become an "agent for change" in areas that go far beyond just cost management. This working group will explore how to do just that! · Creating value through innovation · Developing Supplier Relationships through SRM · Managing supply-based risks · Promoting sustainability Nancy Jorgensen, Director, Professional Services Procurement and Performance Management, Grainger Ian O'Brien, Vice President of Supply Chain, American Cancer Society
	WORKING GROUP 4: The Early Bird Gets The Worm: Getting Early Adoption And Buy-In For Indirect No matter what level your procurement function is at, getting stakeholder buy-in and adoption early and often can be a major challenge. The advantages of early buy-in are many - and it's now more critical than ever, as procurement's role continues to expand across the enterprise and the role of suppliers in delivering value and mitigating risk continues to increase. In this working group, we'll discuss: · How to get involved earlier in the supply negotiation and contract process · Presenting innovative ideas for both cost savings and revenue · Driving efficiencies through the procurement process and demonstrating value that gets attention and provokes a need for early engagement · Proactively demonstrating an understanding of stakeholders' supply markets Karen Webley, Senior Director, Global Procurement, Gartner Cindy Norman, Director of Indirect Procurement, Home Depot	WORKING GROUP 5: Totally Transformed: A Study In Strategic Change If A) the goals of your organization are not being met by your department B) you lack resources for negotiations C) POs 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 in this working group, we'll discuss the steps needed for transformation victory. Key topics include: · Establishing a vision for your department · Getting stakeholder buy-in for change · Moving from Tactical to Strategic activities · Governance · Conducting Spend Analysis · Revamping your team to achieve goals Kevin Giblin, Head of Sourcing, Chief Procurement Officer, Dun and Bradstreet Kimberly Blair, Senior Manager of Indirect Procurement, Carhartt	WORKING GROUP 6: 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. Taking an innovative approach beyond ideas and into supplier relationships is key. In this working group, discuss and identify 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 Amena Smith, Director of Procurement, Indirect at Keurig Green Mountain Michael Francolino, Chief Procurement Officer, SGS

DAY 1 CONTINUED

12:10 Lunch (Practitioners Only)

1:10 Working Group Report Backs

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

2:10 Interactive Roundtables

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.

1. Travel/Hospitality Ernie Hernandez, Director Strategic Sourcing, **Carnival Corporation** and Kristina Hawkins, Senior Director Indirect Supply Chain & PMO, **Norwegian Cruise Lines**

2. Public/Education/Non-Profit Devin Reed, Director of Procurement, **Jacksonville Aviation Authority**

3. Retail Ken Naughton, Senior Director, Procurement, **Party City**

4. Pharma Ron Gregorsok, Vice President, Purchasing, **AmerisourceBergen**

5. Financial Service John Healy, Senior Vice President, Head of Strategic Sourcing and Corporate Functions Operations, **SunTrust**

6. Media/Entertainment Kevin Betts, Director, Category Management, **The E. W. Scripps Company**

7. Software/Technology

8. Manufacturing/Industrial

2:40 PANEL: The Procurement Team And CPO Of The Future – Will You Be Ready?

Given the rapidly changing business environment facing all industries, the role of the procurement function and specifically the CPO will need to adapt and change. What will these teams look like and how will they serve their stakeholders? Has the CPO function really evolved as we expected? Leading procurement visionaries will share their thoughts on what's next so that you can embrace, rather than fear, future changes. Key questions that will be discussed include:

- Has the CPO function evolved the way we thought it would have?
- What will the future role of the CPO look like? How can a CPO be a truly functional part of the C suite?
- The CPO of the future – what skills and value will s/he bring to the table?
- What can you do now to prepare?

Walt Charles, Chief Procurement Officer, **Biogen**

Perneet Malhotra, Vice President, Enterprise Strategic Sourcing, **Lowes**

John Fafian, Director - Head of Strategy and Sourcing, **PwC**

Cheryl Hayes, Head of Procurement, Strategy & Innovation, **Siemens Healthcare**

3:20 Presentation

Gabe Perez, Vice President, Strategy and Market Development, **Coupa**

3:40 PM **Grand Opening Of The Solutions Zone - Treat Yourself To Games & Networking
“Conference Opens To All Attendees”**

CONCURRENT SESSIONS BEGIN

	TRACK A: Mapping The Route For Success: Managing Stakeholder And Team Relationships This track is designed for Procurement executives looking for the ‘je ne sais quoi’ that drives their team to succeed.	TRACK B: When The Route Changes: Managing Organizational And Team Change This track is designed to help guide you through the unexpected merges, road closures, and route changes that occur in everyday business life. No U-Turns permitted!	TRACK C: Under The Hood: Procurement Operations And Data This track is designed for you to learn how to drive excellence in procurement operations and systems. You’ll leave knowing what it takes to run a well-oiled machine!	CPO Network (limited to 30 CPOs & Global Heads of Indirect with \$1B+ in spend)
4:20	PRESENTATION: Engaging With Stakeholders To Build Trust It’s a question as old as procurement itself - how do you truly engage stakeholders and sell your value proposition? The question can be vexing for some, and seemingly answered long ago for others. This workshop is designed to be an open dialogue for everyone - regardless of where you fall on the spectrum. Key topics include: · Becoming a trusted, “go-to” brand within an organization · Aligning priorities and resources · Providing quality - not just cost savings Vernon Fleming, Director, Indirect Sourcing, Performance Food Group	PRESENTATION: How to Survive and Thrive During A Merger Or Acquisition Mergers and acquisitions can sometimes seem like a tidal wave slowly moving towards your organization - and most business case integrations require a substantial portion of the overall value proposition be executed by procurement. Hear how Dentsply Sirona – the market leader in consumable dental products with over \$3B in revenue - led these efforts to thrive in a time of transition. · Determining roles and responsibilities · Identifying and responding to team synergies and differences · Determining optimal vendor strategy Linda Zercher, Director, Global Indirect Procurement, Dentsply Sirona	PRESENTATION: What’s Coming In Data And Analytics? Emerging Data And Analytics Trends Data is hot! What are the latest trends in data and analytics that will carry procurement forward? What can they do for your procurement function, and how can you use them to your advantage? This informative presentation will address: · How to examine, use and understand data in order to use it effectively for your upcoming strategies · How can you use data analytics trends as an enabler to broaden a traditional procurement function and endorse your business? · How can data be managed to benefit the wider business? · How can you differentiate which data is important for each line of business? William Cheung, Director, Procurement Analytics, CBS Corporation	EXECUTIVE BOARDROOM: Leveraging Your Executive Leadership When Managing Key Suppliers We’ve all been there before. You find out at 4:30 pm that one of your executives wants some talking points for a supplier meeting and you have to scramble. While some of these firedrills are unavoidable how do you stay ahead of the curve and help your executive team influence positive change in your supplier relationships? This executive boardroom provide a forum among procurement leaders to share methods, techniques (and a few pitfalls) to help embrace your relationship with the C-Suite to help accomplish your goals. Jocelyn Stahl, Director, Indirect Sourcing, Hershey’s

4:40

PRESENTATION: Machine Learning in Services Procurement – It's a Game Changer

Machine Learning, just one aspect of Artificial Intelligence, is changing Services Procurement as we know it. Allegis Global Solution's ACUMEN Workforce Intelligence domain and data expertise, together with Brightfield's Talent Data Exchange technology will enable its client's full visibility, faster placement process and greater ROI reporting. Machine learning technology can consider millions of factors to answer complicated contingent workforce and SOW questions with unparalleled speed. Historically, analyzing the many dimensions and unstructured data required an extensive manual process. Now, due to the technology developed by Allegis Global Solutions and Brightfield Strategies the process is entirely automated to give you visibility, insight and predictability.

Bruce Morton, Head of Innovation.
Allegis Global Solutions

PRESENTATION: Making Your Metrics Count: Finding Better Analytics To Drive High Performance

- How have you defined your key metrics and linked them to a broader set of corporate KPIs? Which metrics have been most useful?
- How have you aligned financial functions with procurement metrics to measure financial impact, financial performance, and the bottom line?
- How have you used metrics to help justify department growth, including more dedicated resources for your function?
- How does your Procurement organization benefit from external benchmarking?

Jake Wojcik, Senior Vice President,
Insight Sourcing Group

PRESENTATION: Cost Optimization Strategies to Exceed Savings Targets and Accelerate Growth

IT procurement has never played a more critical role in its ability to influence corporate profitability and growth. With nearly 90% of IT budgets spent on maintaining systems and only 10% available for strategic initiatives, how can you be a catalyst and lead this transformation? Learn four specific strategies to uncover dramatic savings including breaking the ERP operational spend stranglehold and enabling investment in game changing innovation that will accelerate growth and reduce risk.

Dan Ashton, Senior Director, Product Strategy, **Rimini Street**

Executive Boardroom Continued

DAY 1 CONTINUED

5:00 INTERACTIVE WORKSHOP: The Cream Of The Crop: Attracting Top Talent For Your Procurement Organization Frustrated when you finally have your team in place and then a key person jumps ship for another opportunity? Dreading the lengthy hiring process dictated by leadership? Impacted by a hiring freeze and not sure what to do? This workshop will address these questions by sharing practices and techniques that will help you attract and retain the cream of the crop regardless of your budget, headcount or industry. · Ways to approach the hiring process (hiring internal vs. external) · Defining and reassessing individual roles and responsibilities · Keeping both junior and senior employees engaged Peter Manni, Director of Category Management – Indirect, National Grid	DEBATE: Centralized Vs. Decentralized Procurement This lively debate will highlight the benefits and drawbacks centralized and decentralized sourcing efforts. This engaging and fun session will provide you with the knowledge insight, and anecdotes needed to assess your current organizational structure. · Stakeholder management · Risk management · Is there room for a hybrid model? Nilton Garcia, Procurement, Head of Procurement Americas, LafargeHolcim Brian Bancroft, Vice President and Chief Procurement Officer, Church and Dwight Eric Smith, Procurement Manager, Straumann USA	PANEL: Creating An Amazon-Like Experience For End Users Of eSourcing Tools More than ever before, our stakeholders are demanding easy to use, one-touch solutions when using the myriad of eSourcing tools that are available to them. These demands come in an environment where budgets for such solutions are not always available. This panel of experts will share their journey in creating a 'customer first' mentality in their sourcing organization and related eSourcing tools. This session will inspire you to do the same within your own organization! · Balancing ease of use vs. spending controls · Managing within existing technology infrastructure · Developing a procurement technology strategy Stan Brown, Vice President Global Supply Chain and Chief Procurement Officer, CA Technologies Robert Saini, Director, Procurement, Astellas Pharmaceuticals Jill Robbins, Director, Global Procurement – Indirect Goods and Services, Elanco Gloria Esparza, Global eProcurement Lead, Monsanto Sean Hobday, Senior Vice President, Global Sales, Zones	EXECUTIVE BOARDROOM: CPO Leadership: The Key To Powerful Procurement We all know the role of CPO comes with power - and in today's complex business environment, a CPO must think like a CEO, focusing on key business drivers from an enterprise-wide perspective. However, many CPOs don't take full advantage and channel that power into this true leadership role. So how can CPO's break out of the often felt "victim-mentality" and become the leader their team needs and business wants, when they often feel undervalued? Find out in this enlightening presentation and open discussion! Austin McKeehan, VP, Head of Sourcing & Finance Operations, TIAA
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5:40 **Sunshine State Soiree In The Solutions Zone**

7:00



Women in Procurement Dinner

Last year's Women In Procurement Dinner was huge success and a welcomed addition to the ProcureCon agenda - so let's keep it going and make the community even stronger! 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, so be sure to RSVP as soon as you can!

Joanna Martinez, Founder, **Supply Chain Advisors**

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

Wednesday, February 21

Day 2: Business Enablement Through Sourcing Leadership

7:15 **Registration and Breakfast In The Solution Zone**

8:15 **Welcome**

8:20 **Chairperson's Remarks**

8:30 **KEYNOTE PRESENTATION: Next Productivity Meter: Using Big Data To Unlock Savings**

Frustrated that existing sourcing processes, methodologies, and tried and true practices are achieving diminishing results? This visionary presentation will demonstrate how the power of Big Data can shatter traditional sourcing inertia and push the productivity meter forward. Procurement futurist Walt Charles of Biogen will empower you with cutting edge techniques that can dramatically achieve greater value from your supply base though helping you

- Envision an ideal procurement process unencumbered by data collection and analytics.
- Identify a Big Data methodology, approach, and technology that works for your organization
- Obtain true granularity around cost drivers of purchased goods
- Imagine what the future holds for Big Data and how it will impact the procurement function.

Walt Charles, Chief Procurement Officer, **Biogen**

9:00 **KEYNOTE PANEL: Automated Outsourcing Processing With Use Of Macros On Steroids (aka Robotics Process Automation)**

There are forces at work behind the scenes that will completely transform outsourcing processes as we know them. In the ever-pressing need to have things better, faster, cheaper and measurable, how does the procurement organization of the future accommodate such changes from the business, how can you prepare for these advancements, and how will they affect your relationships? The future is closer than you think! This panel will give you the insights necessary to help influence RPA vendor relationships in your own organization.

- The impact of Robotics Process Automation on key business processes and headcount
- Lessons learned regarding how best to negotiate with RPA suppliers and work with stakeholders to address their needs
- Can Alexa replace your secretary, or Watson replace your lower-level analysts? What is the future of RPA and where is it headed?

Mike Schiappa, Vice President - Sourcing, **MetLife**

Austin McKeehan, Vice President, Head of Sourcing & Finance Operations, **TIAA**

Steve Hrubala, Global Head of Procurement and Strategic Sourcing at **The Carlyle Group**

Fernando Hernandez, Director - Supplier Management, **The Boeing Company**

9:40 **Presentation By GEP And Client**

10:00 **Smoothie Sailing, Games & Networking In The Solutions Zone**

DAY 2 CONTINUED

10:40	INTERACTIVE PRESENTATION: Transforming The Next Generation Of Procurement Leaders For Success When caught up in the day to day running of your team it can be challenging to find time to step back and ensure that your team is positioned for future success and career growth. Stephen will walk you through his method of accomplishing this and help you further this endeavor within your own organization. You'll leave this session energized and motivated to implement a similar transformation within your own organization. · Incorporating development goals within annual review process · Encouraging knowledge sharing within your procurement team · Transitioning individual contributors to team leaders Stephen Hughes, Executive Director, Procurement, The College Board	
11:00	PRESENTATION: Creating Extraordinary Communities By Activating Innovative Solutions Amee Foss, National Director of Procurement and Plant Operations, Watermark Retirement Communities Alicia Navarro, Procurement Manager, Watermark Retirement Communities	
11:20	KEYNOTE MOTIVATIONAL PRESENTATION: What's Your Plan Be? Looking for a mid-morning energy boost? You'll get this and more in this entertaining and enthralling presentation. Having already 'wowed' the crowd at 2017 ProcureCon Travel conference, Libby Spears will address the conundrum of, "How the heck can I stand out in a crowded, competitive, and noisy marketplace? You'll leave this session boosted with the necessary energy, confidence, and charisma for success! Libby will surprise and delight you with: · How Plan A thinking (this is how we have always done things people!) doesn't work anymore · How to help yourself, your Procurement team, and company step up, step out, and find the courage to Be! Libby Spears, Bravo CC	SMALL PRACTITIONER BOARDROOM: Group Therapy For Leaders Of Small Procurement Teams Feeling overwhelmed in your current role overseeing a small indirect procurement team (e.g. less than 5 FTEs)? This session will provide you with emotional guidance and self-care you need when encountering a crisis. You'll discuss: · Stakeholder management when approaching a new category · Approaches to prioritize your efforts and measure success · Tools and techniques for embracing organizational cultures not accustomed to sharing information John Becvar, Chief Procurement Officer, Groupon Ernie Hernandez, Director Strategic Sourcing, Carnival Corporation
11:50	PRESENTATION: GPOs And Procurement: Innovation In The Era Of Disruption Have you heard many differing opinions about working with GPOs? If so, join this session to learn what is fact and what is fiction and some best practices in working with GPOs Tripp Cates, Director of National Accounts, Manufacturing, CoreTrust James Hallock, VP of Sales, CoreTrust	

12:10 –
1:40



Lunch And EPIC Awards Ceremony

It's time once again 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 2018 EPIC Awards Categories:

Individual Awards

- The Innovator of the Year Award gives recognition to individual efforts in achieving outstanding and innovative results in indirect sourcing.
- The Lifetime Achievement Award gives recognition to an individual with 20+ years of procurement experience who has contributed to the field and achieved outstanding results in indirect sourcing.
- The Rising Star Award gives recognition to a younger, talented individual on your team, striving for outstanding results in indirect sourcing. Please note: Individuals must be nominated by their manager or another team member to be considered for the award.

Team-based Awards

- The Innovative Procurement Team Award was created to give recognition to your team's efforts in achieving outstanding results in indirect sourcing.
- The Supplier Partnership of the Year Award gives you the opportunity to recognize the role and importance of suppliers in achieving outstanding sourcing results. Please note: Suppliers can only be nominated by a procurement practitioner.

TRACK A: Building An Addition: Incorporating More Power Within Your Procurement Organization

Looking to incorporate a new service or program within your procurement team? Or involved with heavy lifting on a major initiative? You'll have expert builders on site who will show you how to manage the most challenging of initiatives.

TRACK B: Finding New Tools For Success: Everything Old Is New Again

This track takes a unique look at some tried and true procurement topics. We're assuming you know the basics already – release your inner MacGyver and find unexpected ways to achieve success.

TRACK C: Sharpening The Saw: Professional Development

This track is designed for you to take time to hone in on the leadership skills of you and your team. You'll hear different perspectives that will help you get that next promotion!

CPO NETWORK (limited to 30 CPOs & Global Heads of Indirect with \$1B+ in spend)

1:40

INTERACTIVE CASE STUDY: Blueprint For Success: A One Card Solution For T&E And Procurement

Whether you're building a new system, process, or even a house you need to develop an effective blueprint to ensure success.. This lively case study will showcase a particular journey made by the DuPont sourcing team.

INTERACTIVE CASE STUDY: Measuring The Soft Stuff: How To Measure Procurement Value?

While we're all familiar with how procurement needs to deliver more than savings, measuring the additional value has always been a challenge....until now!

INTERACTIVE KEYNOTE PRESENTATION: Earning Your Keep – Selling Your Knowledge To The C-Suite

Every second counts when making a pitch to your C-Level audience. This informative session will help you make the most of your interactions and set you up for success when seeking the elusive 'executive buy-in' you hear so much about at ProcureCon Indirect East.

EXECUTIVE BOARDROOM: Deep Dive Into The New Way: Standardizing Indirect Procurement

Indirect Procurement can be a major spend – often \$1 billion + - yet the issues surrounding how to build a process that can actually be portable across industries and companies has proven to be elusive – until now. A group of senior indirect procurement executives (including Microsoft; Intuit; General Motors; Rolls Royce; Cisco, and others) partnered with academics from Western Michigan University and with COPC Inc. to develop and maintain the Indirect Procurement Standard to guide indirect procurement organizations.

DAY 2 CONTINUED

1:40	Session Continued You'll hear insights that can help you in any related initiative/project implementation. · The business case for a one card solution · What services are payment cards providing · Best practices regarding corporate cards and payment alternatives · Incorporating company culture Jeff Smith, Sourcing Director, DuPont Andrea Krzyzanowski, Program Manager - Fleet, Travel, Corporate Cards and Meetings & Events, DuPont	Session Continued This engaging session will all you to breeze through any executive review by illustrating how procurement adds value to the overall organization. Leading experts on the HP Global Indirect Procurement team will show you the ropes and give you the measuring tape in order to: · Sell the idea/concept to senior leadership · Collect the factors and information needed to develop a procurement ROI Index · Report, communicate and refine a procurement ROI Index Pat Baffaro, Director, Global Indirect Procurement, HP Sarah Wasson, Manager, Strategic Category and Operations Analytics, HP	Session Continued As a professional speaker and communicator, Libby will take you on a journey that will highlight the following · What metrics have the greatest mileage? · Developing rapport with your executive team · How to make your presentation stand out Libby Spears, Motivational Speaker	Session Continued The Indirect Procurement Standard consists of five key areas: · Planning and Leadership; · Key Procurement Business Processes · Key Support Processes; · People Management and Performance. The standard deals specifically with the complexities and issues facing indirect procurement today and balances the usual focus on cost savings with the more recent focus on becoming a "trusted advisor" within the enterprise. Mike Simms, Chief Procurement Officer, Microsoft Cliff Moore, Chairman, COPC
2:20	Presentation By Woseley Industrial Group Tim Gregg, General Manager of New Business Development, Wolseley Industrial Group	Presentation By Amazon Business	Innovation Spotlight x2	
2:40	CHOOSE YOUR OWN ADVENTURE: ProcureCon Partner Roundtables 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 thought leaders of procurement and services solution providers. Ask questions and engage with them to mutually understand some of the challenges you are facing and how you can mutually assist each other in accomplishing your respective goals.			
	1. Machine Learning in Services Procurement – It's a Game Changer Bruce Morton, Head of Innovation, Allegis Global Solutions 2. Cost Optimization Strategies to Exceed Savings Targets and Accelerate Growth Dan Ashton, Sr. Director, Product Strategy, Rimini Street 3. GPOs and Procurement: Innovation in the Era of Disruption Tripp Cates, Director of National Accounts, Manufacturing, CoreTrust 4. Making Your Metrics Count: Finding Better Analytics To Drive High Performance Jake Wojcik, SVP, Insight Sourcing Group			Additional Topics To Be Announced Soon

3:40 **The Cookie Jar, Games & Final Networking Break In The Solutions Zone**

4:20 PANEL: Enterprise Contract Lifecycle Management – The Good, The Bad, And The Ugly The concept of Enterprise Contract Lifecycle Management (CLM) has been around for awhile but who is really doing it and what software really makes it work? Our panelists will share their exclusive insights so you can execute this initiative with confidence and success (and hopefully avoid the Bad and the Ugly!). · Get stakeholders on board for the process and system changes · Address past challenges/difficulties with Enterprise CLM · Share terms across a relationship (both sell-side and buy-side) with a common entity · Extract metadata from contracts for further insight and analytics · Streamline upstream opportunities surrounding vetting, approving, signing and tracking/monitoring contractual obligations Holly Gieseke, Manager, Corporate Procurement & Travel, VSP Global Melissa Burkland, Director of Indirect Sourcing and Procurement, Rodan + Fields Christian Widmann, Senior Manager of Global Indirect Commodities, Welbilt Robert Saini, Director, Procurement, Astellas Pharmaceuticals	PANEL: 3-2-1....Liftoff! Preparing For The Future Of Travel Procurement It's high time to dust off your existing travel program and benchmark where you stand against your peers. This lively panel discussion will discuss the latest trends in managing travel procurement, what key suppliers are offering, and how you can provide value in this unique and highly visible category. · Benchmarking your travel and meetings programs · Policy rigidness vs. flexibility · Leveraging your TMC – what will the TMC of the future look like? · Managing duty of concerns · Travel and meeting innovation · Providing flexibility within a framework Charlotte New, Director of Corporate Procurement, Southern Glazer's Wine and Spirits	INTERACTIVE WORKSHOP: Expecting The Unexpected: Benchmarking Your Consulting Spend At a loss at how to oversee and manage your consulting spend? Getting charged multiple billing rates for what appears to be the same service from the same supplier across different business units/geographies? You're definitely not alone! This workshop will engage you with other practitioners to understand what has (and hasn't worked) to address this ever evolving and ever so complicated category. We encourage you to bring your data with you to compare with others. You'll leave this workshop armed with some crucial skills to: · Identify and define consulting spend in your organization · Manage organizational resistance to change · Determine if you're getting the best deal from your consulting firms · Manage negotiations with your consulting vendors Michael Heeger, Director, Head of Sourcing Americas, Deutsche Bank	EXECUTIVE BOARDROOM: Procurement Data Analytics: The Next Frontier Ed McAndrews, Head of Procurement - North America, AstraZeneca
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5:00 INTERACTIVE CASE STUDY: Preparing For The Challenge: Embracing Services/SOWs Within Your Procurement Program Incorporating SOW and services within your procurement program has a host of challenges and continues to be a contentious issue in most organizations. This engaging case study will show you how MetLife accomplished this and will challenge you to do the same. Will you be up for the challenge? Key areas of discussion include: · Obtaining organizational buy in · VMS SOW Functionality – Is it ready for prime time? · Short term vs. Long Term Strategy Mike Schiappa, Vice President - Sourcing, MetLife	PANEL: Future Of Supplier Diversity? Smooth Sailing Or Rough Waters Ahead? Concerned how supplier diversity initiatives may be impacted given recent US political activity and demographic shifts? How do you adjust to this 'new normal' environment and ensure your supplier diversity program is set up for success? You'll get answers to these questions and many others so that you're program can succeed in the future. · Managing geopolitical pushback on 'favoritism' · Impact of proposed elimination of Minority Business Development Council · Finding supplier diversity in 'hard to find' areas Jamie Crump, President & CEO, The Richwell Group Myles Harris, Head of Procurement, Barry's Bootcamp Bill Miller, Senior Vice President, Supply Chain Management and Procurement, Jones Lang LaSalle Ron Gregorsok, Vice President, Purchasing, AmerisourceBergen	INTERACTIVE WORKSHOP: Impact Sourcing: An Introduction Impact sourcing is the practice of intentionally hiring and providing career development opportunities to people who otherwise would have limited prospects for formal employment. Erin Lambert, a global sourcing leader at Bloomberg and board member of the Global Impact Sourcing Coalition, will discuss ways that you can incorporate impact sourcing into the supply chain of any organization, regardless of size or spend. · How to get started with impact sourcing · Methods to ensure impact sourcing vendors are held accountable to the same level of quality as other vendors · Future of impact sourcing Erin Lambert, Global Head of Sourcing, Bloomberg	
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DAY 2 CONTINUED

5:40	PRESENTATION: Starting From Scratch: Procurement Transformation Asked to transform an existing procurement team from a tactical buying organization to a strategic, value-added team? Not given any resources to do so? Learn how Carlos accomplished this seemingly (but not) impossible task at Acosta. Key takeaways include: · Developing a plan of attack and determining what is truly feasible · How to leverage existing resources when additional headcount and/or systems may not be available · Approaches to manage stakeholder resistance to change · Lessons learned from past experience – what you can do differently Carlos Nicot, Vice President & Chief Procurement Officer, Acosta	PRESENTATION: Unlocking Procurement Value Through A Shared Service Model Shared services is a model that many organizations put in place to drive lower costs, improve operational scale, and centralize tactical functions within a single team. Listen to Dell's experience in standing up and evolving their procurement shared services model to enable greater procurement value through availability of the centralization of the following services: · P2P operations (PR approval, supplier onboarding, helpdesk) · RFX support · Contracting · Business analytics · Local sourcing and tail spend management Mike Owens, Vice President, Global Shared Services, Dell	PRESENTATION: Find Your Operating Zone: How To Thrive And Make A Positive Impact In The Churn Of Today's Corporate World This presentation, with content from Joanna's upcoming book, is about creating a personal action plan to cope with the constant churn in the working world. With that in place, you can turn your attention to honing your professional skills, causing some positive disruption and having some fun in the process. Joanna Martinez, Founder, Supply Chain Advisors	
6:00	Bonfire Bash Reception Hosted by Coupa End the day on a sweet note with our s'mores bar! Join us in the Magnolia Garden for our Bonfire Bash, hosted by Coupa. Relax next to the fire as the sun sets and the stars come out. Drinks, music & games are just some of treats you'll enjoy!			

Thursday, February 22

Day 3: Partnering With Your Suppliers

7:30	Breakfast
8:30	Welcome
8:35	Chairperson's Remarks
8:45	INTERACTIVE CASE STUDY: Managing Innovation Overload Despite the advances of technology solutions available to our stakeholders, organizational inertia can set in when deciding whether to use it. Whether it's aversion to risk, entrenched legacy process/systems, regulatory concerns, or other priorities, all sorts of barriers come up when trying to introduce technology changes and related innovation. Leading innovator Cheryl Hayes of Siemens will give you must-have pointers on how you can embrace these concerns and challenges regardless of your organization's size, budget, or industry! · Gaining stakeholder trust to propose technology changes · Managing organizational barriers and getting to "Yes" · Influencing stakeholder decision-making · Measuring success and results Cheryl Hayes, Head of Procurement, MDX, Strategy & Innovation, SIEMENS Healthineers
9:25	KEYNOTE PANEL: Providing The White Glove Treatment To Your Suppliers As procurement people, we often talk about how we can get the most from our suppliers, but flipping this equation a bit, we'd gain quite a bit of leverage if "we" became the client of choice. This panel of experts will explain their secrets to becoming someone suppliers want to work with, not solely because of the brand, but because of behaviors, structure, and partnership. Imagine applying the following within your own organization and achieving incredible results! · Creating a 'White Glove' culture within your sourcing organization · Overcoming organizational/historical resistance to change · Techniques to achieve success Sanjay Setty, Vice President of Sourcing, KIND Sean Smith, Director, Supply Chain, Agropur Mindy Holden, Senior Vice President Procurement and Real Estate, Adecco Group Michael Perry, Manager, Indirect Procurement, The Scotts Miracle-Gro Company
10:05	Innovation Spotlight
10:15	Sweet & Savory Networking Break

DAY 3 CONTINUED

11:05 **PANEL: Breaking Through The Noise: Supplier Management Tools That Work**

There's no shortage of software and tools out there to help you better engage and monitor your supplier activity. While every organization and supplier is different, learn from the pros regarding what they currently use and assess how they can work for your organization

- Use of VMS systems for managing temporary labor
- Vendor scorecarding and monitoring
- Future of Supplier Management Software and Tools – What's on the Horizon?

Melissa Burkland, Director of Indirect Sourcing and Procurement, **Rodan + Fields**

Joseph Richardson, President & CEO, **Professional Purchasing Partners**

Kent Brothers, Global Procurement Operations & Trade Automation Lead, **Monsanto**

Gloria Esparza, Global eProcurement Lead, **Monsanto**

11:45 **Interactive Roundtables**

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.

1. Facilities Sourcing Shari Pansuti, Corporate Procurement and Strategic Commodities, **WPP Group**

2. Managing a Supplier Exit Nancy Tiran, Senior Director, Procurement, Strategic Sourcing, Lifecycle Management & Governance, **Best Buy**

3. Sourcing Tools and Technology Glenn Marcus, Director - Global Sourcing, **Ingevity**

4. Using GPOs Jason Frisbie, Vice President – Procurement Services, **Forest City Realty Trust**

5. Spend Analytics

6. How Small- and Medium-Spend Companies Can Get Attention from Suppliers

7. Supplier Scorecarding

8. Ongoing Supplier Risk Management

12:45 **Networking Lunch**

1:45 **Conference Concludes**

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