

Contingent STAFFING

CS

Total Talent Management.
By ProcureCon.

July 10 – 12, 2017

W Midtown Atlanta Hotel
ATLANTA, GA

Who Said Conferences Can't Be Fun?

Sponsors:



Letter from the Executive Director

Welcome to the 2nd Annual Contingent Staffing Conference. I know you're all looking forward to the annual gathering of Human Resources and Procurement professionals who manage contingent staffing programs. We're excited to have you, but if you haven't yet purchased your ticket, read on as there are some exciting new developments that are going to make 2017 the best one yet.

Brought to you by the producers of ProcureCon events, key features and benefits of this year's program include:

- Practitioner-led sessions focused on actual problems solved by contingent staffing professionals at varying levels of program maturity – not just broad overviews. You'll learn tangible takeaways from the conference that can be applied at your organization, regardless of budget/program size.
- Deep dive functional Board Room Discussions for both **software/high tech** and **light industrial** contingent staffing programs for practitioners only. You'll have open, in-depth dialogue with like-minded practitioners to better understand how to address the unique contingent staffing challenges impacting these industries.
- Interactive nature of presentations – all sessions, including panels, will include time for Q&A with participants and unique ways of involving the audience. You'll learn more from the event and feel engaged with your peers throughout the conference.

We look forward to meeting all of you in the “Capital of the South,” Atlanta, GA, to network with your fellow practitioners, engage in solutions, and have some fun. Looking forward to having you join us!

Sincerely,



Mike Dunlap
Program Director
2017 Contingent Staffing Conference



A man with dark hair and a light beard, wearing a blue blazer over a light pink shirt, is seated and smiling. He is looking towards the right. In the background, other people are seated at tables, blurred. A large red circle is in the bottom right corner.

procurement and HR

**The ONLY peer-to-peer ✓
event for contingent labor
professionals**

Period.



Welcome to the 2nd Annual Contingent Staffing Conference!

We are for you! The Contingent Staffing Conference was created by HR and Procurement practitioners who have responsibility for sourcing, designing, and administering contingent staffing programs.

Our advisory board of top contingent staffing professionals ensures we address top-of-mind issues, told from the point of view of the experts. Most importantly, we are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business. And--Contingent Staffing is brought to you by the same people who organize the successful ProcureCon and HR event series, so you can be assured a quality and fun event!



Featured Speakers



Dan Khublall

Director, Global Contingent
Labor and Fieldglass Process
Thomson Reuters

Wondering what you should do to start addressing the expected growth of contingent staffing? Dan will share the strategies he deployed to incorporate a direct source strategy within an existing program. This session will help you assess whether this approach is right for your organization.



Karen Thrasher

Manager, People Department
Southwest Airlines

Looking to integrate your contingent staffing program into the overall Talent Acquisition strategy of your organization? Karen will share her story at Southwest Airlines and explain techniques you can apply within your own organization.



Patrick Gaynor

Global Sourcing Manager, Procurement
Technical, Services Solutions
IBM

Looking to transform your Contingent Staffing Program? Patrick will share how to chart the course of action, experiment with data to understand market sentiments, assess rate competitiveness, and influence buying behaviors.

Meet Our Advisory Board



Jason Cammorata
Director, Strategic
Sourcing
MDC Partners



Patrick Gaynor
Global Sourcing Manager,
Procurement Technical
Services Solutions;
IBM



Dan Khublall
Director, Global
Contingent Labor &
Fieldglass Process
Thomson Reuters



Henry Murphy III
Sr. Manager, Global
Sourcing & Procurement,
Contingent Labor & HR
Shire Pharmaceuticals
(formerly)



Carry T. Swan
Leader, Global Non-
Employee Program
Wells Fargo

“You did a good job pulling in various industries and topics as well as the overall flow of the conference. Well done.”

- Janice Davis, SVP Supply Chain, Shaw Communications

2017 Speakers Include:

Contingent Staffing Practitioners

-  Natalie Beaver
Program Manager, Contingent Workforce Strategy & Operations
Visa
-  Jason Bonetti
Contingent Workforce Program Specialist
Broadridge Financial Solutions, Inc.
-  Alex Brown
Chief Procurement Officer
GlobalFoundries
-  Jay Brun
Principal Sourcing Analyst
MISO Supply Management
-  Jason Cammorata
Director, Strategic Sourcing
MDC Partners
-  Jean Castleberry
Director of Contingent Staffing
Lash Group
-  Kimberly Chastang-Lee
Director, Global Procurement
Mattel
-  Tandra Davis
SVP of Procurement and Administration
Ipsos
-  Brandee Faille
Director of Recruiting
Cerner Corporation
-  Patrick Gaynor
Global Sourcing Manager, Procurement Technical Services Solutions
IBM

-  Gijo George
Director, Strategic Sourcing
Americold
-  Kim Graziano
Contingent Workforce Manager
VMWare
-  Andrea Grex
Program Manager, HR Operations
Wolters Kluwer
-  Natasha Gurevich
Senior Director, Enterprise Sourcing
McKesson
-  Courtney Hendricks
Category Manager
IHG
-  James Hong
Global Program and Process Owner - Contingent Workforce Solutions
Walmart eCommerce
-  Morgan Hoogvelt
Director, Global Talent Acquisition
Acelity
-  Charles Hughes
Director, Field Services
Walgreens
-  Nancy Kallusch
Head of Contingent Staffing
Gilead Sciences
-  Joel Kammeyer
Program Manager, Contingent Workforce
Cerner Corporation
-  Dan Khublall
Director, Global Contingent Labor & Fieldglass Process
Thomson Reuters
-  Michael Koontz
Category Manager
Lowes Corporation, Inc.

-  Ryan Kretchmer
Program Manager of Global Labor & Consulting
MetLife
-  Clay Lewis
Vendor Executive, GHR - Talent Acquisition
Bank of America
-  Karen Lymn
Category Manager – Indirect Strategic Sourcing
Cox Automotive
-  Bill Patton
Regional Category Manager
DHL - Global Business Services
-  John Proverbs
Head of Procurement
KLA-Tencor
-  Marc Ruzicka, PhD
Sr. Manager, Indirect Procurement
Lam Research Corporation
-  Carry T. Swan
Leader, Global Non-Employee Program
Wells Fargo
-  Karen Thrasher
Manager, People Department
Southwest Airlines
-  Serene Vivadelli
Manager Vendor Procurement - Resource Capacity Management
Dignity Health
-  Wendy Wu
Associate Director of Global HR Services Procurement
Merck

Industry Experts

-  Sunil Bagai
Founder and CEO
Crowdstaffing
-  Kanita H. Brown
Managing Partner
K.H. Brown Solutions
-  Jim Golden
Vice President of Global Sales
Geometric Solutions
-  Jim Holcomb
Contingent Staffing Professional
-  Carmen Malatino
Sr. Director of Sales Operations and Corporate Marketing
PRO Unlimited
-  Henry Murphy III
Sr. Manager, Global Sourcing & Procurement Contingent Labor & HR
Shire Pharmaceuticals (formerly)
-  Matt Pierce
Global Director
Hired
-  Dr. Joseph Richardson
President & CEO
Professional Purchasing Partners
-  Dustin Talley
Director of Solutions Design
MBO Partners
-  Dan Rothberg
Sr. Vice President
Workspend Inc.
-  Michael Werblun
Chief Executive Officer
ZeroChaos

Loaded with Opportunities To Learn and Connect...

PRESENTATIONS



WORKSHOPS



PANELS



ROUNDTABLE DISCUSSIONS



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





Cocktail Reception
Monday, July 10



Southern Hospitality Reception
Tuesday, July 11

Why  ?

Solutions ZONE

**Save weeks of vetting and
find the vendors you need
- 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 contingent staffing operations.

Interested in showcasing your product or service? Become 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
Alicia Upchurch, Sponsorship Director, 646-200-7452 or Sponsor@wbresearch.com

Monday, July 10, 2017

A Partnership in Execution

- 7:30 Registration and Breakfast (Grand Opening of the Solutions Zone)
- 8:15 Welcome Remarks
- 8:30 Chairperson's Opening Address
- 8:45 **Keynote Presentation:** Fireside Chat – an Era of Exponential Growth
- 9:10 **Panel:** Total Talent Management – Are We There Yet? Moving Beyond the Buzzword
- 10:00 Morning Refreshment & Networking Break in The Solutions Zone
- 10:40 **Interactive Case Study:** Changing the Game - Using Big Data to Your Advantage
- 11:20 **Presentation:** MSP Strategies: Building A Bridge To Your Indirect Spend While Continuing To Get The Job Done!
- 11:40 **Panel:** Bringing It Together – Creating Internal Synergy
- 12:20 Crowdstaffing: Innovating the Future of Talent Acquisition
- 12:40 Lunch for All Attendees Private Luncheon Sponsored by ZeroChaos
- | | | |
|---|--|---|
| Mature Programs

2:00 Workshop: Reaching the Top of the Pyramid – Self Actualization of a Contingent Staffing Program | Contingent Staffing Fundamentals

2:00 Panel: Getting Your Feet Wet – Initiating a Managed Contingent Staffing Program | Boardroom/VIP Thinktank

2:00 VIP Think Tank: Presented by KellyOCG |
|---|--|---|
- 2:40 **Innovation Spotlight** **Innovation Spotlight**
- 2:50 **Panel:** Incorporating SOWs in Your Contingent Staffing Program – a Marathon Worth Running? **Presentation:** Pre-Globalization Due Diligence
Presentation: Contingent Staffing in Action – Workforce as a Service
- 3:30 Afternoon Refreshment & Networking Break in The Solutions Zone
- 4:10 **Presentation:** Is the Staffing Industry Going the Way of the Travel Agent?
- 4:30 Innovation Spotlight: A Modular Approach to Total Talent Management
- 4:40 Interactive Roundtables
- 5:40 Cocktail Reception (in Solutions Zone)

[CLICK TO VIEW FULL AGENDA DETAILS](#)



REGISTER TODAY AND
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Tuesday, July 11, 2017

Innovation and Ideas

- 7:45 Breakfast in The Solutions Zone
- 8:30 Welcome
- 8:35 Chairman's Remarks
- 8:45 **Panel Discussion:** 2017 to Date: Economic and Political Trends
- 9:25 **Presentation:** When Grey Hair Matters
- 9:45 Services Procurement and External Workforce Management with SAP Fieldglass
- 10:05 **Interactive Case Study:** Implement a Direct Source Strategy within Your Existing Mature Program
- 10:45 Morning Refreshment & Networking Break in The Solutions Zone (Sponsored by Software Specialists)
- 11:25 Case Study Presentation by Catalant
- 11:45 Interactive Roundtables
- 12:15 KEYNOTE SPEAKER: The Seven Powers of Success™
- 1:00 Lunch for All Attendees Private Luncheon Sponsored by Agile - 1
- | | Procurement Fundamentals | HR Fundamentals | Boardroom |
|------|--|--|---|
| 2:10 | Workshop: Creating Success with Extraordinary Customer Service | Panel: Engagement of Contingent Staff – a Co-Employment Balancing Act | The Boardroom: an Exclusive Think Tank for Silicon Valley/ High Tech Contingent Staffing |
| 2:50 | Innovation Spotlight | Innovation Spotlight | |
| 3:00 | Case Study: A Creative Workforce Revolution | Case Study: The VMS Business Case - Making It Matter In Your Organization | |
| 3:30 | Afternoon Refreshment Break and Final Visit to The Solutions Zone | | |
| 4:10 | Interactive Case Study: Changing Of The Guard: Switching Out Your MSP/VMS | | |
| 4:30 | Case Study Presented by Beeline | | |
| 5:10 | Interactive Roundtables | | |
| 5:45 | SOUTHERN HOSPITALITY RECEPTION | | |

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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DAY 3 - OVERVIEW

Wednesday, July 12, 2017

Bringing it Together

- 7:45 Breakfast
- 8:30 Welcome
- 8:35 Chairman's Remarks
- 8:45 **Panel:** Freelancers - the Staffing Market on Steroids
- 9:25 **Interactive Case Study:** Meaningful Integration into Talent Acquisition
- 10:05 Interactive Roundtables
- 10:35 Innovation Spotlight by ProcureCon Partner
- 10:45 Morning Networking Break
- 11:20 **Presentation:** Contingent Staffing Analytics
- 11:50 **Interactive Case Study:** Program Governance
- 12:30 Networking Lunch
- 1:30 Conference Concludes

[CLICK TO VIEW FULL AGENDA DETAILS](#)



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VENUE

W Atlanta-Midtown
188 14th St NE
Atlanta, GA 30361



Learn, Network, and Relax!

Our 14th Street address places you in the heart of Atlanta's hippest neighborhood, Midtown. Perfect for work and play, our Midtown Atlanta hotel offers everything you need. Take in a show at the nearby fabulous Fox Theatre, or promenade around picturesque Piedmont Park. And when the sun sets, free your inner night owl at some of Atlanta's chicest clubs, including Gerber Group's Whiskey Park, which is at home inside the W Atlanta - Midtown Hotel.

Whatever inspires you, find it here. Cozy up for a chat in our Living Room or delight in classic and modern twists on New South favorites at TRACE, our Midtown Atlanta restaurant. Work out in FIT, our state-of-the-art fitness center, or cool things off in WET®, our outdoor pool on the 5th floor.

Phone: (404) 892-6000

<http://www.watlantamidtown.com/>

Dates: July 10 - 12, 2017

Rates: \$239 per night + Tax

In order to make your reservation please call the W Atlanta Midtown at 404 892-6000 and identify yourself as a Contingent Staffing attendee. Rooms are limited and are on a first come, first served basis so make your reservations as soon as possible.

The special rate expires June 19, 2017. After this date, rooms may still have available, so inquire with the hotel if you have missed the cut-off date.

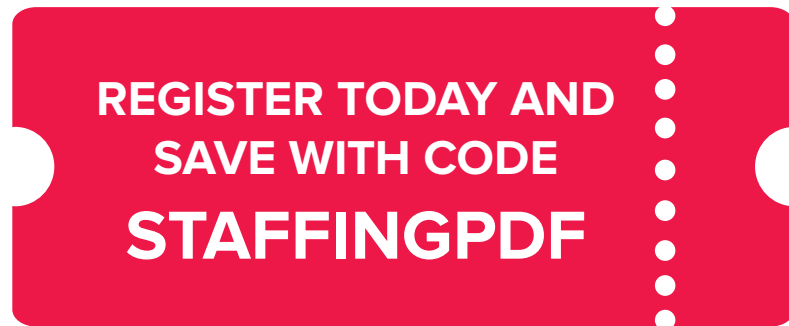


Sponsors:



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Click the ticket to get the best rate today!



Not convinced?

Keep reading for the full detailed agenda of our awesome event...

AGENDA DETAILS

Monday, July 10, 2017

DAY 1: A PARTNERSHIP IN EXECUTION

7:30	Registration and Breakfast (Grand Opening of the Solutions Zone)					
8:15	Welcome Remarks Michael Dunlap Event Director Contingent Staffing 2017					
8:20	Procuring Your Network: Icebreaker					
8:30	Chairperson’s Opening Address Carmen Malatino Sr. Director of Sales Operations and Corporate Marketing PRO Unlimited					
8:45	KEYNOTE PRESENTATION: Fireside Chat – An Era of Exponential Growth The use of contingent staffing is in a “state of good change” and is expected to grow exponentially given ongoing cost pressure and need for flexibility in today’s business environment. Learn from the C-suite to get their perspective on how contingent staffing programs can build the foundation for this growth. · Current and future expectations of contingent staffing programs · Frustrations related to contingent staffing · Contingent staffing impact on organizational strategy John Proverbs Head of Procurement KLA-Tencor					
9:10	PANEL: Total Talent Management – Are We There Yet? Moving Beyond the Buzzword The concept of Total Talent Management has been around for 10 years. While everyone’s bought into the concept execution can be a different story. This panel will provide: · Tangible examples of how Total Talent Management has been incorporated into the workforce · Real-life situations where you can apply these concepts · Ideas for Quick Wins that you can apply within your organization <table><tr><td>Moderator: Carmen Malatino Sr. Director of Sales Operations and Corporate Marketing PRO Unlimited</td><td>Gijo George Director, Strategic Sourcing Americold Jim Golden Vice President of Global Sales Geometric Results, Inc.</td><td>Nancy Kallusch Head, Contingent Workforce Program Gilead Sciences Natasha Gurevich Senior Director Enterprise Sourcing McKesson</td></tr></table>			Moderator: Carmen Malatino Sr. Director of Sales Operations and Corporate Marketing PRO Unlimited	Gijo George Director, Strategic Sourcing Americold Jim Golden Vice President of Global Sales Geometric Results, Inc.	Nancy Kallusch Head, Contingent Workforce Program Gilead Sciences Natasha Gurevich Senior Director Enterprise Sourcing McKesson
Moderator: Carmen Malatino Sr. Director of Sales Operations and Corporate Marketing PRO Unlimited	Gijo George Director, Strategic Sourcing Americold Jim Golden Vice President of Global Sales Geometric Results, Inc.	Nancy Kallusch Head, Contingent Workforce Program Gilead Sciences Natasha Gurevich Senior Director Enterprise Sourcing McKesson				
10:00	Morning Refreshment & Networking Break in The Solutions Zone					

DAY 1 CONTINUED

10:40 **INTERACTIVE CASE STUDY: The Contingent Staffing Programs & The Disruptive Play**

Millions of dollars. Thousands of transactions. Innumerable data points. Dynamic sources. Structured and unstructured data. Manual analytics. These are the inhibitors that drive cost and inefficiencies into our business and negatively impact our bottom line. IBM is integrating big data and cognitive technologies to take a smarter approach to solving these problems.

IBM's global IT Staffing Program Manager will demonstrate how, regardless of size or budget, you can transform your operations, by sharing how to:

- Chart the course of action to gain stakeholder buy-in
- Experiment with data to understand market sentiments, assess rate competitiveness, and influence buying behaviors
- Facilitate informed, cost-effective decision making
- Measure success

Patrick Gaynor

Global Sourcing Manager, Procurement Technical Services Solutions

IBM

11:20 **MSP Strategies: Building A Bridge To Your Indirect Spend While Continuing To Get The Job Done!**

Connecting the worker to the work is a more complicated process than ever before. Learn strategies to enhance your talent supply chain optimization for all labor types in your organizations.

Michael Werblun

Chief Executive Officer

ZeroChaos

11:40 **PANEL: Bringing It Together – Creating Internal Synergy**

If your VMS/MSP vendor could give you a client scorecard what color would it be? Procurement, HR, IT, and hiring managers all have different goals however without synergy amongst your stakeholders your Contingent Workforce Program won't succeed. Learn from a cross section of HR and Procurement professionals to discuss how to achieve a perfect 10!

Moderator: Carmen Malatino

Sr. Director of Sales Operations and Corporate Marketing

PRO Unlimited

Henry Murphy III

Sr. Manager, Global Sourcing & Procurement,
Contingent Labor & HR

Shire Pharmaceuticals (formerly)

Morgan Hoogvelt

Director, Global Talent Acquisition

Acelity

Kanita H. Brown

Managing Partner

K.H. Brown Solutions

12:20 **Crowdstaffing: Innovating the Future of Talent Acquisition**

Sunil Bagai

Founder and CEO

Crowdstaffing

12:40 **Lunch for All Attendees**

Private Luncheon Hosted by ZeroChaos

DAY 1 CONTINUED

	TRACK A: MATURE PROGRAMS	TRACK B: CONTINGENT STAFFING FUNDAMENTALS	TRACK C: BOARDROOM (*Limited to 20 attendees)
2:00	WORKSHOP: Reaching the Top of the Pyramid – Self Actualization of a Contingent Staffing Program Join a facilitated workshop of individuals who've been running mature programs and looking for ways to achieve best-in-class results. Jason Cammorata Director, Strategic Sourcing MDC Partners	PANEL: Getting Your Feet Wet – Initiating a Managed Contingent Staffing Program Learn from experts who have been through the initial startup of a contingent staffing program and discuss practices you can implement today within your organization. · Making a Case for Change · Scope Determination · Vendor/MSP Management · Managing initial implementation · Common challenges and roadblocks Marc Ruzicka, PhD Sr. Manager, Indirect Procurement Lam Research Corporation Andrea Grex Program Manager, HR Operations Wolters Kluwer Brandee Faille Director of Recruiting Cerner Corporation Kim Graziano Contingent Workforce Manager VMWare	VIP Think Tank: Presented by Kelly OCG
2:40	Innovation Spotlight	Innovation Spotlight	
2:50	PANEL: Incorporating SOWs in Your Contingent Staffing Program – A Marathon Worth Running? Incorporating SOW spend into a Contingent Staffing program has a host of challenges and continues to be a contentious issue in most organizations. This presentation will take you through steps that you and your organization can take to start taking that journey. · Obtaining organizational buy in · VMS SOW Functionality – Is it ready for prime time? · Short term vs. Long Term Strategy Serene Vivadelli Manager Vendor Procurement - Resource Dignity Health Clay Lewis Vendor Executive, GHR - Talent Acquisition Bank of America Jay Brun Sr. Procurement Analyst MISO Supply Management	PRESENTATION: Pre-Globalization Due Diligence Expecting program globalization to show up on your plate for 2018? Not sure whether or not you're ready yet? Learn a perspective from someone who's 'been there done that' to see what gaps you have that need to be addressed prior to a successful Contingent Workforce globalization initiative · Critical Success Factors · Risk Management · Organizational Preparation Wendy Wu (Tentative) Associate Director of Global HR, Services Procurement Merck	THE BOARDROOM: An Exclusive Think Tank for Light Industrial Contingent Staffing Light industrial often experiences a unique set of procurement challenges specifically in staffing for light industrial positions. Think Tank is an open discussion of issues and solutions led by a forward-thinking leader in contingent staffing. At the end, you'll break off into small brainstorming groups according to your greatest challenge, conceptualize solutions together and share them with the larger group so everyone can benefit from this rare opportunity. Gijo George Director, Strategic Sourcing Americold

Session Continued	PRESENTATION: Contingent Staffing in Action – Workforce as a Service Learn how an end user of contingent staff implemented and currently maintains a program for a leading retail organization. Currently in its 2nd year, the 'Workforce As a Service' program at Walgreens is used to augment field service staff and support maintenance and implementation requests at over 8,000 locations. In this session you'll learn: · Design a program from scratch and obtain senior leadership buy-in · Selling the acceptance of 1099 contractors to senior leadership, risk-adverse legal departments and your current team members · Optimizing the value Procurement professionals provide to their end users within the organization Charles Hughes Director, Field Service Walgreens	Session Continued
3:30	Afternoon Refreshment & Networking Break	
4:10	PRESENTATION: Is the Staffing Industry Going the Way of the Travel Agent? With technology innovation on the rise, its remains to be seen how recruiters roles will change in the coming years. Learn from an industry expert on his take regarding whether recruiters (as we know them today) will still have a role in the staffing process in 2020 and beyond. Jim Holcomb Contingent Staffing Expert	
4:30	Innovation Spotlight: A Modular Approach to Total Talent Management Dan Rothberg Sr. Vice President Workspend Inc.	
4:40	Interactive Roundtables 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 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. 1 – Services Procurement and External Workforce Management; Hosted by SAP Fieldglass 2 – Catalant 3 – Leveraging Existing Ecosystems to Empower Direct Talent Sourcing Hosted by Dustin Talley, Director of Solution Design; MBO Partners 4 – MSP Strategies: Building A Bridge To Your Indirect Spend While Continuing To Get The Job Done! Hosted by: Michael Werblun, Chief Executive Officer; ZeroChaos 5 – Sunil Bagai, Founder and CEO; Crowdstaffing 6 – Work Market 7 – A Modular Approach to Total Talent Management Hosted by: Dan Rothberg, Sr. Vice President, Workspend Inc. 8 - Staying Ahead of Disruption: Next Generation Contingent Workforce Strategies Hosted by: Matt Pierce, Global Director; Hired	
5:40	Cocktail Reception in The Solutions Zone	

Tuesday, July 11, 2017

DAY 2: INNOVATION AND IDEAS

7:45 **Breakfast in The Solutions Zone**

8:30 **Welcome**

8:35 **Chairman's Remarks**

8:45 **Panel Discussion: 2017 to Date: Economic and Political Trends**

With about 6 months into the new administration, several leaders discuss impact of the current political and economic environment and actions you should take to address it.

- Work visas/immigration
- Affordable Care Act and/or replacement
- Regulatory impact

Ryan Kretchmer
Program Manager of Global Labor & Consulting
MetLife

Carry T. Swan
Leader, Global Non-Employee Program
Wells Fargo

Dr. Joseph Richardson
President & CEO
Professional Purchasing Partners

9:25 **Presentation: When Grey Hair Matters**

With thousands of baby boomers retiring on a daily basis, a huge pool of qualified talent is growing for one-off projects or part-time assignment work. Learn from a former CPO doing just that and how your company can prove that grey hair matters in your organization.

- Managing expectations of retirees
- Incorporating retiree workforce into your contingent staffing program
- Unique attributes and challenges of utilizing your retiree talent pool

Alex Brown
Chief Procurement Officer
GlobalFoundries

9:45 **Services Procurement and External Workforce Management with SAP Fieldglass**

10:05 **INTERACTIVE CASE STUDY: Preparing For Growth: A Direct Source Strategy Approach**

You're seeing the stats around 50% of the workforce will be made up by temporary workforce" and may be wondering what you should do to start addressing that phenomenon. Learn how one leading organization took the plunge and incorporated a new channel of labor sourcing to address contingent staffing needs.

How to evaluate if direct source was right for them

- What steps did they do to get this initiative teed up within the organization
- How did they incorporate this strategy with their VMS and MSP partners
- What resources are required to effectively implement this strategy
- How they fit "Talent Acquisition" as a priority into a procurement managed program that historically focused on cost savings and compliance as primary
- Where are they going next?

Dan Khublall
Director, Global Contingent Labor & Fieldglass Process
Thomson Reuters

DAY 2 CONTINUED

10:45	Morning Refreshment & Networking Break in The Solutions Zone (Sponsored by Software Specialists)		
11:25	Case Study Presentation by Catalant		
11:45	Interactive Roundtables (Industry): 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. Light Industrial - Bill Patton, Regional Category Manager, DHL 2. Retail - Michael Koontz; Category Manager, Lowes Corporation, Inc. 3. Financial Services - Courtney Hendricks; Category Manager, IHG 4. Services Procurement and External Workforce Management; Hosted by SAP Fieldglass 5. ProcureCon Partner Follow Up - Catalant 6. Software/Technology - TBD 7. Healthcare/Pharmaceutical - TBD		
12:15	KEYNOTE SPEAKER: The Seven Powers of Success™ Tired of waiting for your ship to come in? Maybe it's time to grab a hammer and build a boat! In this hilarious and fun-packed presentation, Charles shows how implementation of The Seven Powers™ can create success in the life of any individual or organization. Through the use of humor and real-life examples, Charles relates inspirational stories of everyday underdogs who have used The Seven Powers™ to overcome obstacles and achieve success. Charles Marshall Humorous Motivational Speaker		
1:00	Lunch for All Attendees	Private Luncheon Sponsored by Agile - 1	
	PROCUREMENT FUNDAMENTALS	HR FUNDAMENTALS	BOARDROOM
2:10	WORKSHOP: Creating Success with Extraordinary Customer Service Who needs to learn more about improving their customer service skills? Everyone! With the practiced eye of a professional humorous speaker, Charles Marshall examines common business blunders and questionable customer-service practices that prevent companies from growing. In an often hilarious but always insightful examination of businesses of all sizes. Charles Marshall Humorous Motivational Speaker	PANEL: Engagement of Contingent Staff – A Co-Employment Balancing Act With 30-40% of workforce being contingent more on more mid-level decisions are made by contingent workers. Learn some tricks, tips, and pitfalls in meeting business objectives while mitigating co-employment risk. Kim Graziano, Contingent Workforce Manager, VMWare Jason Bonetti, Contingent Workforce Program Specialist, Broadridge Clay Lewis, Vendor Executive, GHR - Talent Acquisition; Bank of America Tandra Davis, SVP of Procurement and Administration; Ipsos	THE BOARDROOM: An Exclusive Think Tank for Silicon Valley/High Tech Contingent Staffing Silicon Valley often experiences a unique set of procurement challenges specifically in staffing high demand technical skills. This Think tank, an open discussion of issues and solutions is led by 2 forward-thinking leaders in Contingent Staffing. At the end, you'll break off into small brainstorming groups according to your greatest challenge, conceptualize solutions together and share them with the larger group so all can benefit from this rare opportunity. Alex Brown Chief Procurement Officer GlobalFoundries James Hong Global Program and Process Owner - Contingent Workforce Solutions Walmart eCommerce

DAY 2 CONTINUED

2:50	Innovation Spotlight	Innovation Spotlight
3:00	CASE STUDY: A Creative Workforce Revolution Learn how to revolutionize how you manage your creative workforce spend. In this session you will: · Learn the nuances of creative staffing and ways it is unique (and not so unique) from other categories · Understand how well the MSP/VMS model adapts to the creative workforce · Learn how to provide greater value to your marketing teams in placing contingent staff. Jason Cammorata Director, Strategic Sourcing MDC Partners	CASE STUDY: The VMS Business Case - Making It Matter In Your Organization Joel Kammeyer Program Manager, Contingent Workforce Cerner Corporation Brandee Faille Director of Recruiting Cerner Corporation
3:30	Afternoon Refreshment Break and Final Visit to The Solutions Zone	
4:10	INTERACTIVE CASE STUDY: Changing of the Guard – Switching out Your MSP/VMS Regardless of your program's maturity level there is always a need to reassess your suppliers to ensure they are still meeting your ever evolving business needs. Learn from a leading practitioner in how to identify the case for change and make a smooth transition. · Developing a Case for Change · Overcoming Internal Obstacles · Identifying ongoing metrics for success Morgan Hoogvelt Director, Global Talent Acquisition Acelity	
4:50	Case Study Presentation by Beeline	
5:10	Interactive Roundtables (HOT TOPICS ROUND 1): These interactive roundtable sessions take a deep dive into the specific areas you came to learn about. Sit and learn in an intimate format from the speakers who have had an impact on their company and industry. Take control of your own event experience and don't be shy! Ask questions (or answer them!) alongside other conference attendees who are dealing with the same challenges as you network with industry peers with very similar challenges, interests and responsibilities. Don't miss out on the discussions you want to participate in. 1 – Globalization of your Program: Kimberly Chastang-Lee, Director, Global Procurement, Mattel 2 – VMS Evaluation and Implementation: Jean Castleberry, Director of Contingent Staffing, Lash Group 3 – Analytics 4 – Total Talent Management 5 – SOW 6 – Freelance Staff Management	
5:45	SOUTHERN HOSPITALITY RECEPTION	

Wednesday, July 12, 2017

DAY 3: BRINGING IT TOGETHER

7:45 **Breakfast**

8:30 **Welcome**

8:35 **Chairman's Remarks**

8:45 **PANEL: Freelancers - The Staffing Market on Steroids**

Whether you call it the gig economy, freelancers, etc. there is no doubt that they are an essential part of any contingent staffing program and aren't going away. Learn how leading practitioners are leveraging them for success.

- Benefits of Freelancers
- Sourcing contractors through cloud based solutions to pull 'just in time'
- Balancing freelancers with traditional candidates
- Risk Management/Compliance

Henry Murphy III

Sr. Manager, Global Sourcing & Procurement, Contingent Labor & HR

Shire Pharmaceuticals (formerly)

Dr. Joseph Richardson

President & CEO

Professional Purchasing Partners

Jason Cammorata

Director, Strategic Sourcing

MDC Partners

9:25 **INTERACTIVE CASE STUDY: Meaningful Integration into Talent Acquisition**

To meet critical staffing needs of your company, collaboration between HR and Procurement is necessary to fully integrate your contingent staffing program into the overall Talent Acquisition strategy of your organization. Learn from a leading expert who will provide tried and true methods to incorporate the following within your program

- Recruiting Process Outsourcing
- Referring full time applicants for contingent position
- Leveraging your Silver Medal Candidates
- Talent Pooling

Karen Thrasher

Manager, People Department

Southwest Airlines

DAY 3 CONTINUED

10:05 **Interactive Roundtables (HOT TOPICS ROUND 2):**

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

1 – Globalization of your Program: Kimberly Chastang-Lee, Director, Global Procurement, **Mattel**

2 – VMS Evaluation and Implementation: Jean Castleberry, Director of Contingent Staffing, **Lash Group**

3 – Analytics

4 – Total Talent Management

5 – SOW

6 – Freelance Staff Management

10:35 **Innovation Spotlight**

10:45 **Morning Networking Break**

11:20 **PRESENTATION: Contingent Staffing Analytics**

Feeling overwhelmed with data your MSP is providing you? Feel like you don't know what questions to ask? Learn from a leading expert who can sort through the noise and find success.

- Designing Contingent Staffing Metrics
- Determining what data is (and is not) required
- Program reassessment/benchmarking

Karen Lymn

Category Manager – Indirect Strategic Sourcing

Cox Automotive

11:50 **INTERACTIVE CASE STUDY: Program Governance**

About to go through the internal audit process at your company? Dreading it? Learn how Wells Fargo made the best of it by leveraging the results to drive improved governance within their non-employee program.

Carry T. Swan

Leader, Global Non-Employee Program

Wells Fargo

12:30 **Networking Lunch**

1:30 **Conference Concludes**

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Agile1 - Agile1's consultative approach solves workforce challenges for our customers by delivering cost savings, risk mitigation, vendor management, employment alternatives, industry best practices, and access to the best talent. Combining innovative talent procurement technologies with experienced professionals and a robust suite of total workforce solutions, we maximize the value of our customer's workforce, decreasing liability and overhead associated with human capital management. Agile1 manages the complexities of today's global workforce by streamlining all components of contingent and direct labor. Workforce challenges. Solved.



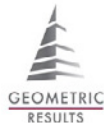
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Catalant is the leading technology platform connecting businesses and experts. Our platform enables professionals to proactively pursue interesting, sophisticated work with new clients around the world, while allowing businesses to access the right expertise in real time. Our core mission has always been to connect great talent to opportunity. When we were founded in 2013, we initially focused on connecting current students and recent graduates of top 40 business schools with small and medium sized businesses. Our target market, however, has grown materially since then and today our primary focus is enterprise-size clients and more senior, full-time independent experts.



Crowdstaffing - As a premier talent acquisition leader, Crowdstaffing is passionate about putting the very best talent to work for its clients. The company has staffed some of the largest enterprises in the United States through its innovative recruiter partner model, which delivers unrivaled results: exceptional local candidates, fast submission times, niche skills, and infinite scalability for high volume hiring needs. Crowdstaffing specializes in staffing professional positions in Information Technology, Engineering, Marketing, Sales, Finance, HR and Operations. A minority-owned business, Crowdstaffing is headquartered in San Jose, CA. For more information, visit www.crowdstaffing.com.



Geometric Results - Geometric Results, Inc. (GRI) is a wholly-owned subsidiary of MSX International (MSXI). With nearly \$4 billion in managed contingent workforce spend, GRI is the world's largest independent managed service provider (MSP). GRI maximizes the benefits of a contingent workforce on organizational performance on behalf of customers by maintaining a conflict free position relative to staffing suppliers and technology platforms. GRI's proprietary data analytics service, the STARS Methodology for Continuous Improvement™, delivers efficiency gains and enhances transparency to a diverse customer base in more than 30 countries.



At **Hired**, we believe that fast-growing businesses need a better way to cut through the noise and find the talent who will help them fulfill their missions. We believe that top tech talent should have opportunities brought to their doorstep so that they can find the one that aligns with their lifestyle and will enable them do their best work. We've built a career matching platform that intelligently connects outstanding technology workers with the world's most innovative companies. By taking the pain out of the job search, we want to empower everyone to find and do their best work, from one opportunity to the next. Hired is headquartered in San Francisco, with offices in cities across North America, Europe, Asia and Australia.



InfoMart - An expert in employee background checks, InfoMart provides pre-employment background screening services that include: criminal history checks, employment verifications and education verifications, national social security searches, motor vehicle reports, credit reports, drug testing, social media background checks, vendor screening, and more. InfoMart recently unveiled ASAP ID, a mobile-based suite of identity services. This innovation is the first technology of its kind in the industry, utilizing artificial intelligence (AI) to securely authenticate an applicant's identification documents before comparing the photo ID to the individual's real-time selfie. Accredited by the NAPBS, InfoMart has 27 years of applicant screening experience and is known for top-level customer service. Their proprietary technology integrates ATS / HRIS systems and assists in compliance with the FCRA and EEOC guidelines.



Kelly OCG - Kelly OCG®, the outsourcing and consulting group of workforce solutions provider, Kelly Services, is a global leader in integrated workforce solution delivery. Kelly OCG consults with clients worldwide providing customized, holistic talent supply chain management solutions in the areas of strategic workforce planning, workforce analytics, candidate experience, employer branding, enhanced services, and talent sourcing. In addition to providing integrated workforce solutions, Kelly OCG specializes in recruitment process outsourcing (RPO), business process outsourcing (BPO), contingent workforce outsourcing (CWO), career transition, executive search, and executive coaching and development. This is the fifth consecutive year Kelly OCG was named to the International Association of Outsourcing Professionals® Global Outsourcing 100® list. Further information about Kelly OCG may be found at KellyOCG.com.

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MBO Partners has the industry's only complete business operating system for independent workers, offering technology solutions that make it easy for self-employed professionals and their clients to do business. By re-envisioning and streamlining the entire contract talent acquisition and engagement lifecycle, MBO improves how independents operate and succeed while helping enterprises reduce risk and get the best return on their contractor investments.



Metaprocore - MetaProcure partners with companies that are seeking transformational value. Along with industry leading technology and service partners, MetaProcure utilizes its experience and data-driven insights to implement strategic, innovative and holistic solutions for its clients. MetaProcure propels organizations to realize the benefits of Next Generation Procurement. With its cloud-based solutions and domain expertise, MetaProcure helps companies who don't have the time or resources to revolutionize their procurement organization to accelerate the pace of value creation. This service model enables organizations to jumpstart their procurement transformation with minimal risk and resources while generating significant and sustainable ROI.



ProUnlimited: Since 1991, PRO Unlimited, through its purely vendor-neutral Managed Services Program (MSP) and Vendor Management Software (VMS) solutions, has helped F 1000 organizations address the costs, risks, and quality issues associated with managing a global contingent workforce. Since PRO is not a staffing firm, there is a clear understanding by all parties that PRO's programs are purely vendor-neutral. PRO's unique model has consistently helped clients realize high adoption, improved quality, cost savings, and guaranteed satisfaction. Hiring managers, staffing firms, freelancers, independent contractors, and SOW/Project based vendors participating in programs managed by PRO consistently cite the value of an integrated and purely vendor-neutral MSP/VMS.



SAP Fieldglass provides the industry's leading technology for services procurement and external workforce management. More than 400 global businesses, including GlaxoSmithKline, Johnson & Johnson, Monsanto and Rio Tinto, leverage SAP Fieldglass' cloud-based services solution to gain visibility into external labor, project-based services including Statements of Work (SOWs), independent contractors and additional flexible talent pools. With the visibility provided by the SAP Fieldglass Vendor Management System (VMS), organizations are able to maximize cost savings, worker quality, compliance and program efficiencies. Procurement and HR professionals partner with SAP Fieldglass to develop talent and spend management strategies necessary to create best-in-class workforce programs.



Software Specialist - Incorporated in 1998, *SSI is Talent Defined*. We focus on innovative recruiting techniques and relationship building to support our customers throughout the U.S. and Canada by providing contract, contract-to-hire, and direct hire services for IT, Engineering, and Professional roles. The letters "SSI" are representative of our values. We are a professional, progressive, passionate, and expressive company and our goal is to assist both our clients and consultants as a trusted advisor.



TalentWave is the most experienced provider of Independent Workforce Engagement solutions. Our clients include many Fortune 1000 companies from diverse industries across the globe. They depend on our innovative technology, expertise, and unmatched customer experience to safely and effectively engage their independent workers. The award-winning iConnect(r) SaaS technology platform enables TalentWave to deliver a broad array of proven independent workforce engagement solutions including: Independent Contractor compliance, agent-of-record, employer-of-record professional payroll, vendor qualification, subcontracting, talent re-engagement, global services, and advisory services. For more information, visit: www.talentwave.com



Workspend is a global leader in Total Talent Management solutions and technology - delivering services to mid and large market clients. The world of work is changing and with 26% of the average organization's total workforce considered contingent, Workspend sources and manages the best talent from around the globe with flexible, scalable and customized talent supply chain solutions. Workspend's solutions are unique in the contingent talent management industry as we work with our clients to consider all talent sourcing paths in delivering an overall integrated solution designed to improve sourcing speed, increase quality/ productivity, while reducing risk and cost.



Work Market revolutionizes how businesses leverage on-demand talent to sell, compete, innovate and service customers in a modern world. Our Freelance Management System (FMS) helps businesses find, manage and pay their contingent workforce from a single dashboard. The flexible workforce is already here, so what are you waiting for? Embrace change and create opportunities by visiting: www.workmarket.com



ZeroChaos delivers global business process outsourcing solutions to elevate customer productivity through strategic and innovative workforce concepts, market-leading supply chain management, and leading-edge technology options. ZeroChaos offers true vendor-neutral managed services and procurement outsourcing programs that streamline and automate the non-employee procurement to settlement lifecycle. Through ZeroChaos' award winning solutions and consultative partnerships, customers achieve transparency, risk mitigation, cost savings, and reduced overhead.

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Buyers Meeting Point was founded in 2008 with the goal of helping procurement and purchasing professionals find the information necessary to fulfill their responsibilities. We centralized blogs, white papers, and solution provider listings. As our collection of information grew, we realized that we would need to provide advice about which information was best fit and our role as a filter of procurement thought leadership began to take shape.

Over time we added coverage of events and publications. We share our unique perspective through articles and guest posts on our own site and as a guest contributor on many others. We have built up a large, active social media network on LinkedIn and Twitter and our direct site traffic continues to grow steadily month over month. We apply the same approach to multimedia content channels that we have taken with written content collecting, consuming and filtering: continuing to help spend management professionals make the most of their scarce professional development time.



Contingent Workforce Solutions

Contingent Workforce Solutions (CWS) is North America's leading Contract Worker Classification and Payrolling Specialist. Our proprietary independent contractor (IC) and 1099 compliance technology and innovative process management platform enables employers to hire, administer, and pay their contract workforce in an efficient and risk free manner. As pioneers within the industry Contingent Workforce Solutions has helped clients across all industry sectors and functional departments to understand the importance of creating efficient contract engagement models that provide visibility into contractor headcount and spend.



iChannnel

iChannnel is a personalized supply chain news and information service. It offers the latest news and information for your interests from thousands of newspapers, magazines, and websites. You can follow your supply chain channels as you go.



SupplyChainBrain

SupplyChainBrain, the world's most comprehensive supply chain management information resource, is accessed year round through a wide range of ever evolving multi-media formats by hundreds of thousands of senior level industry executives. In addition to addressing the fundamental principles of supply-chain management, SupplyChainBrain identifies emerging trends, technologies and best practices, forward thinking ideas and cutting-edge solutions-and continues to write and report about these as they evolve and mature.



Supply Chain World

Supply Chain World is the authority on best practices in supply chain management, featuring interviews with experts who know the process first-hand and are finding ever-better ways to improve efficiency. Supply Chain World is a convenient, authoritative benchmarking tool, helping forward-thinking supply chain leaders and their global teams stay current through cutting-edge content on our website and in our quarterly magazine. Each print and digital issue highlights best-practice strategies and tactics to help our readers move products and information more efficiently and to compete in the 21st century's linked economy.

In every issue, Supply Chain World's editors profile the leading companies in supply chain management across multiple industries, including retail, manufacturing and healthcare. Whether the goal is to tap into the benefits of third-party logistics or to learn how to partner more efficiently with suppliers, Supply Chain World keeps its readers up to date on the latest developments, trends, and strategies. www.scw-mag.com.

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