



# ProcureCon EAST INDIRECT

## Where Sourcing Innovators Connect & Inspire

September 11 – 13, 2023 | JW Marriott Bonnet Creek | Orlando, FL

Sponsored By: **amadeus** **amazonbusiness** **GLOBAL BUSINESS TRAVEL** **Brex** **CCP** **CORETRUST** **Deem** **dun&bradstreet** **EGENCIA** **GEP** **GT** Global Technical Talent **graphite** **HEXWARE** **INSIGHT SOURCING GROUP**

**NPI** **OVERTURE** **PACTUM** **PA** **Prenax** **ProcessUnity** **ProcureAbility** **Scanmarket** **SDI** **SpendHQ** **PER ANGUSTA** **Stimulus** **SAP** **taulia** **TealBook** **vendr** **ZIP** **ZYLO**

Organized By

**WBR**  
Worldwide Business Research



# A NOTE FROM OUR DIRECTOR

*Dear ProcureCon Community,*

Guess what? It's time to get excited because **ProcureCon Indirect East 2023** is back! We're bringing the party to the heart of Orlando, FL from **September 11 - 13, 2023**.

For over 20 years, ProcureCon has been leading the charge in the procurement and sourcing industry, and we've grown alongside all of you. This year, we're bringing you even more world-class networking opportunities so you can build meaningful professional relationships within the procurement community, while engaging in optimal business opportunities in the right setting.

We've put together an agenda filled with 60+ leading industry experts and multiple tracks that'll allow you to tailor your experience based on your interests and needs. And get ready to benchmark and discover key best practices through numerous workshops, think-tanks, and interactive roundtable sessions.

Prepare for an unforgettable evening of glitz and glamor as we announce our first Epic Award Gala Dinner! This is your chance to witness our industry's most talented and innovative professionals receive the recognition they deserve. So don't miss out on this sensational event as we gather together to revel in the brightest and best of our field. Come join us for an absolutely dazzling celebration.

With more than 400 sourcing executives and industry experts expected to attend, this event is going to be an absolute blast!

So, mark your calendars and get ready to join us for an amazing experience at ProcureCon Indirect East 2023 in Orlando!

*John Ward*



John Ward  
Event Director  
**ProcureCon Indirect East**





# THE ONLY PROCUREMENT EVENT YOU NEED

A Conference  
Built For Your  
Needs.

Indirect  
Content, First  
and Foremost

The Most Interactive  
Procurement Event  
Around

**Our agenda is 100% focused on your biggest challenges and opportunities.** Whether you're a rising star or a CPO, a large or small spend company, ProcureCon has content and speakers to ensure your long term sourcing success. You'll get big picture inspiration and tons of actionable strategies to tackle digital disruption, while exceeding your savings goals.

**You'll hear from procurement innovators** - those in the trenches, doing the work. You'll receive detailed, strategic content focused on all aspects of advancing to the next phase of indirect procurement. We cut out the fluff you get at other conferences so you leave with tons of actionable strategies to keep your suppliers, stakeholders and the C-Suite happy.

**Benefit from more than 30 hours of interaction:** discussion groups, workshops, panels, roundtables, parties and much more, every day. This is your opportunity to develop relationships (both practitioners and solution providers!), make new friends and speak "off-the-record" with your peers. You'll make connections like no other event, and become a part of a true community

# BRINGING TOGETHER THE BEST IN PROCUREMENT



COLE HAAN



Crate&Barrel



MARS




REVLON



SEPHORA







# WHY ATTENDEES RAVE ABOUT PROCURECON!

## HIGH- VALUE

*I loved attending ProcureCon and catching up with all of my peers after being apart for over 2 years. It was helpful to hear how other industry peers and leaders are tackling challenges (old & new) to shepherd their companies into the future. I walked away with some great ideas and learnings that move our organization forward.*

**Ginny Chen**

Sourcing Manager, Professional Services – Hardware  
**Meta**

## FIRST TIME ATTENDEE

*This was my first time attending ProcureCon and it exceeded my expectations. I was blown away by the amount of real-life examples and detailed benchmarks. The speakers were inspirational and made me rethink the way that we run our procurement function.*

**Jeffrey Lin,**

Category Manager  
**First American Corp.**

## TEAM BONDING

*With all our new hires and remote workers, ProcureCon was a perfect place to bring our team together for some team development and some fun!*

**Katie Streu**

Director, Global Strategic Sourcing  
**Coinbase**



# WHY ATTENDEES RAVE ABOUT PROCURECON!

## NEW PERSPECTIVES

*I left the event with amazing insight from industry leaders that I couldn't wait to share with my co-workers. At ProcureCon, you'll get critical content and actionable takeaways which will help grow your organization!*

**Shana Criter**

Director - Indirect Procurement

**Agropur Cooperative**

## COLLABORATIVE

*It's about much more than just exchanging business cards. I've made real connections. I've been able to ask questions. I've been able to seek advice from attendees. Face-to-face networking is really critical for my business success, and ProcureCon has more than anyone.*

**Seth Dunn**

Procurement Operations and P2P Director

**Eisai US**

## INTERACTIVE

*We had a BLAST at ProcureCon and made some great new connections. As always, I left the event feeling energized and inspired to work in this space.*

**Tara King**

National Account Executive

**Keurig**



# PICTURE YOURSELF AT PROCURECON



Join the **#PROCURECON** Community! Follow us on LinkedIn 



# FUTURE FOCUSED & FEARLESS.

Your Esteemed Industry-Leading Speakers

## Chief Procurement Officers and Heads of Procurement



**Ashley Frantz**  
Chief Procurement Officer  
**Case Western Reserve University**



**Rodolfo Medina**  
Sr. Director, Global Head of Procurement  
**FourKites**



**Alan Rice**  
VP, Global Procurement  
**Primo Water Corporation**



**Mariano Legaz**  
Head of Sourcing, Global Consumer Bank  
**Citi**



**Will Porter**  
Chief Procurement Officer  
**MassMutual**



**William Bagley**  
VP, Enterprise Supply Chain  
**Freddie-Mac**



**Andrew Bent**  
Head Procurement  
**Amtrust**



**Tamra Pawloski**  
Global Head of Leverage Procurement and Corporate Real Estate  
**Corteva**



**Abhijit Gupta**  
Director, Global Procurement  
**Siemens Digital Industries Software**



**Subs Tripathy**  
Head of Global Procurement  
**Seagen**



**Qiana Levy**  
Vice President & Head of Procurement & Strategic Sourcing  
**Learfield**



**Nathan Ayres**  
Chief Procurement Officer  
**Prudential**



**Lawrence Kane**  
Senior Director Procurement  
**Transamerica**



# FUTURE FOCUSED & FEARLESS.

Your Esteemed Industry-Leading Speakers

## Heads of Indirect



**Courtney Monson**  
Director of  
Procurement  
**Bridgestone**



**Dan Sirhal**  
Senior Director,  
Global Procurement  
**Iron Mountain**



**Kevin Giblin**  
Senior Director,  
Sourcing  
**Fitch Group**



**Perneet Malhotra**  
Head of Category  
Management  
**Vanguard**



**David Braxton**  
Senior Vice  
President, Global  
Procurement  
**Bank of America**



**Wendy Rocco**  
Indirect  
Procurement /  
Commodity  
Manager  
**Industrial Scientific  
Corporation**



**Jason Mudd**  
Director, Transformation  
and Operations IBM  
Global Procurement,  
Source to Pay  
**IBM**



**Kate Hall**  
Director Strategic  
Procurement  
**Alex Lee**



**Amy Frakes**  
Director, Global  
Indirect  
Procurement  
**Corteva**



**Ama Erbynn**  
Vice President,  
Strategic Sourcing  
and Procurement  
**ASM Global**



**Rich Giuliani**  
Director of Procurement,  
Indirect and IT  
**Cedar Fair  
Entertainment**



**Fred Turco**  
VP, Enterprise Indirect  
and Sustainable  
Sourcing Lead,  
Sourcing and  
Enterprise Services  
**Pfizer Inc.**



**Jill Robbins**  
Senior Director, Global  
Procurement - Indirect  
Goods & Services  
**Elanco**



**Dave Vejcik**  
Indirect Procurement,  
Supply Chain  
**Ace Hardware**



**Eve Anderson**  
Director of  
Procurement –  
Indirect Sourcing  
**Tarkett**



**Rod Jahromi**  
Head of Corporate  
Procurement  
**ExxonMobil**



**Aleck Matambo**  
Senior Director: Global  
Procurement  
**Google**



**Sean-Michael  
Callahan**  
Head of Global Indirect  
Procurement  
**Tyson Foods**



# FUTURE FOCUSED & FEARLESS.

Your Esteemed Industry-Leading Speakers

## Leading Practitioners



**Katie Levesque**  
Vice President, Supplier  
Diversity Director  
**Truist**



**Eric Dulin**  
Procurement Director | Yum  
Digital and Technology  
**Yum Brands**



**Gaston Alvarado**  
Global Category Manager  
**Materion**



**Christian Widmann**  
Director, Global Category  
Management  
**Clario**



**Mike Kinzel**  
Manager of Procurement  
Excellence – Data, Integrations  
and Source to Pay  
**Medifast**



**Brenton Webb**  
Strategic Partnerships  
Manager, Global Procurement  
**Iron Mountain**



**Angela Cooper-Robinson**  
Head of Supplier  
Sustainability and Diversity  
**Iron Mountain**



**Steve Aldrich**  
Global Sourcing: Planning  
and Operations  
**Sophos**



**Susan Patrick Harris**  
Vice President Procurement  
& Accounts Payable (P2P)  
**Wellpath**



**Dr. Cindie Burkett**  
PMP, Director- Procurement  
**Wellpath**



**Egwu Nwankpah**  
Head of Supplier Diversity  
and Development  
**Cushman & Wakefield**



**Tiffanie Vo-Jones**  
Global Procurement  
Director—Indirect and PMO  
**Diversey**



**Matthew Smith**  
Associate Director, Enterprise  
Category Management  
**Humana**



**Lori J. Brierre**  
Procurement Strategic  
Operations, Procurement and  
Business Services  
**Clemson University**



**Jeff Turnage**  
Strategic Sourcing Manager  
**Veolia North America**



**Jeannie Pumphrey**  
Head of Third-Party and  
Change Management  
**MUFG**



# FUTURE FOCUSED & FEARLESS.

Your Esteemed Industry-Leading Speakers

## Leading Practitioners



**Geoff Warren**  
Principal IT Supplier  
Relationship Manager-  
Indirect Procurement Global  
Supply Management  
**Global Foundries**



**Natalie Mayfield**  
Continuous Improvement  
Manager University  
Procurement Services,  
**Rutgers, The State University  
of New Jersey.**



**Adi Shrivastava**  
Senior Director, Global  
Procurement Excellence,  
**Novelis**



**Katherineine Freely**  
Global Head Media & Digital,  
Procurement  
**Novartis**



**Cynthia Gore-Bright**  
Director, Ally Supply Chain  
**ally**



**Greg Cone**  
Category Manager,  
Procurement/Professional and  
Corporate Services  
**Crowley**



**Teddy Oberts**  
Global Procurement &  
Sourcing- Corporate Travel  
**Salesforce**



**Melissa Saw**  
Director Marketing  
Procurement  
**Bayer**



**Prem Shanker**  
Vice President, Corporate  
Procurement  
**Raymond James**



**Gabe Noto**  
Regional Business Partner,  
Sales and Business  
Operations  
**Bayer**



**Bill Silvio**  
Director of Business  
Development Global  
Industries Group  
**Iron Mountain**



**Eric Cole**  
Global Strategic Professional  
Services Sourcing-  
Procurement Leader  
**Kimberly-Clark**



**Terah McIntosh**  
Global Category Manager,  
REFM & Security  
**Kimberly-Clark**



# FUTURE FOCUSED & FEARLESS.

Your Esteemed Industry-Leading Speakers

## Industry Experts



**Graham Crawshaw**  
Procurement Content  
Director  
**CASME**



**Susan Walsh**  
Founder & Managing Director  
**The Classification Guru**



**Amy Sweezey**  
Meteorologist  
**Author**



**Mary Ann Brennan**  
Industry Expert



**Heidi Banks**  
Sr Director Global  
Procurement/Engagement  
Partner  
**Jabil**



**Kristen Rellihan**  
Director of Operations  
**ProcureAbility**



**Alex Tassini-Negri**  
Head of Global Sourcing,  
Procurement & Vendor  
Management  
**Dun & Bradstreet**



**JP Moulin**  
CCO  
**Prenax**



**Tiffanie Stanard**  
Founder and CEO  
**Stimulus, Inc**





# KEYNOTE

## Amy Sweezey

Meteorologist

**Author**

### The Role of Weather Patterns & A Changing Climate in Future Business

Procurement leaders must prioritize climate change as it directly impacts their businesses now and in the future. Changing weather patterns and a shifting climate introduce supply chain disruptions, sourcing challenges, and increased consumer demand for sustainability. Adapting to these changes not only mitigates risks but also unlocks growth opportunities in an evolving business landscape.





# SESSIONS YOU CAN'T AFFORD TO MISS

Monday, September 11 | 8:50 AM

## PANEL: We Got This!: How Can Procurement Deliver Value and Continuity During These Challenge Times?

As the world faces unprecedented challenges, the role of procurement has never been more critical. Join us for a powerful panel discussion on how Procurement can deliver value and continuity in these challenging times. Our expert panelists will share their insights on navigating supply chain disruptions, leveraging technology to drive efficiencies, and building resilient partnerships. Don't miss this opportunity to learn from the best and gain the tools you need to ensure your organization thrives in the face of uncertainty. We got this!

Key Takeaways:

- Strategies and tools for managing supply chain disruptions and changing customer demands.
- Best practices for building resilient and agile procurement organizations.
- Case studies and real-world examples of successful procurement strategies during challenging times.

**Aleck Matambo**

Senior Director, Global Procurement  
**Google**

**Will Porter**

Chief Procurement Officer  
**MassMutual**

**Tamra Pawloski**

Global Head of Leverage Procurement and Corporate Real Estate  
**Corteva**

**William Bagley**

VP, Enterprise Supply Chain  
**Freddie-Mac**

**Fred Turco**

VP, Enterprise Indirect and Sustainable Sourcing Global Lead  
**Pfizer Inc.**

Monday, September 11 | 10:00 AM

## KEYNOTE PANEL: What's Holding Procurement Back?

We've been talking about procurement transformation and getting a seat at the table for 20+ years? Why? Why aren't transformations sticking? What's not working? Why do CEOs still see procurement as a nice to have and not a need to have? If it feels like procurement is stuck on a hamster wheel, that's because it is. Hear from a panel of esteemed Procurement Leaders on what's keeping procurement from realizing its full potential...and what do we do to fix it?

**Rod Jahromi**

Head of Corporate Procurement  
**ExxonMobil**

**Amy Frakes**

Director, Global Indirect Procurement  
**Corteva**

**Rich Giuliani**

Director of Procurement, Indirect and IT  
**Cedar Fair Entertainment**

**Sean-Michael Callahan**

Head of Global Indirect Procurement  
**Tyson Foods**

Monday, September 11 | 8:50 AM

## PANEL: Charting a Better Roadmap: A Strategic Approach to Digitalization

The fast pace of technology advancements has greatly influenced the procurement and purchasing process, streamlining data collection and minimizing errors through electronic storage. Despite these benefits, widespread adoption is limited by slow integration and stakeholder hesitation. This panel discussion will cover how top procurement teams:

- Successfully integrate emerging technology into their processes
- Evaluate the effectiveness of new procurement technologies
- Develop a technology plan that convinces leadership to embrace innovation.

**Jason Mudd**

Director, Transformation and Operations IBM Global Procurement, Source to Pay  
**IBM**

**Subs Tripathy**

Head of Global Procurement  
**Seagen**

**Adi Shrivastava**

Senior Director, Global Procurement Excellence  
**Novelis**

Moderated by:

**Susan Walsh**

Founder & Managing Director  
**The Classification Guru**



# THE PROCURECON DIFFERENCE



## Focus On Growing Your Procurement Function.

Increase value and cost savings.

You'll get strategic and disruptive content from procurement practitioners, as we purposely source those in the trenches, doing the work. Get the why, how, and changes they would make next time. We cut out the fluff to give you hundreds of strategic takeaways. Guaranteed.

No Talking Heads.  
No Big Egos.  
No Commercials.



## An Awesome Experience.

Kick back with cocktails.

Attend private chef-driven tastings, enjoy themed networking breaks with delicious drinks and snacks, and be wowed at our famous evening receptions.

Not Hype Without Substance.



## Interactivity. A True Community.

Curated networking sessions ensure that you meet different people every day.

Group discussions, workshops, procurement practitioner sessions, roundtables and a lot more give you the interaction you crave at other shows. Don't get that "lost in cyber space" feeling. Here you'll come as an attendee, and leave as part of a community.

Not a Massive Tradeshow.

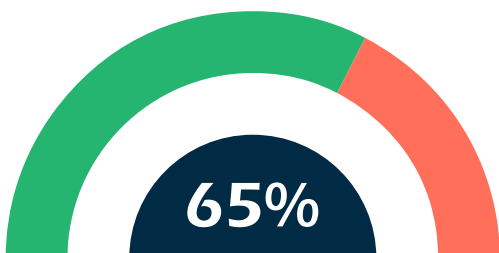


## At A Beautiful Resort In Orlando.

To us, you're a VIP, and should be treated like it.

ProcureCon is held at a luxury resort, not a convention center. You'll be surrounded by palm trees and 80-degree weather; a sunny playground where excitement and adventure blend seamlessly.

Not at a Convention Center.

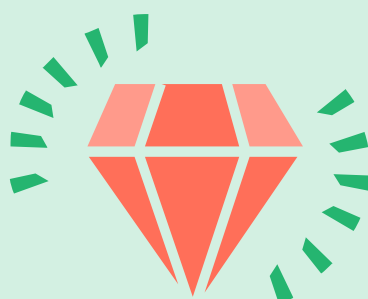


## 65% Practitioner Attendance.

Being pitched all day? Presentations full of commercials? That's not us.

We protect our buyer to seller numbers to make sure you are meeting and interacting with the right people; 80+ leading procurement speakers, 250+ procurement attendees from 150+ companies.

Not Packed With Solution Providers.



## Unparalleled Customer Service.

We've been in this business since 2001 and have changed as the industry has.

We're not here to make a quick buck, but are invested in your long term success. Our staff offer you a concierge service. Call or email any of us; we're more than happy to help you, anytime.

Not Hired Help.



# THE LATEST AND GREATEST, PLUS THE CLASSICS YOU LOVE!

Take advantage of our many networking formats to develop relationships, make new friends and speak “off-the-record” with your peers.

## What's New

### ProcureCon UNIVERSITY

School is in session! Join these interactive classes, led by a leading procurement “professor,” who will guide you through strategies for tackling today’s challenges, whether you’re new to your role, or a seasoned veteran. You’ll then complete a “group assignment” with your classmates and finally, you’ll present your outcomes to the rest of the class.

### Oh SH\*T Now What?!

The Goal - Navigate through the choppy waters of procurement and emerge victorious with a set of best practices and effective solutions that will keep your operations running smoothly.

In our interactive discussions and brainstorming sessions, you’ll have the chance to share your experiences, ideas, and insights. Together, we’ll chart a course towards success and conquer the obstacles that have been causing headaches and stress.

So, what are you waiting for? Come aboard, choose a scenario that best fits your biggest challenges, and let’s navigate through the stormy seas of procurement, and emerge stronger on the other side! It’s going to be an adventure you won’t want to miss!

### Cabana Chat

It’s a networking session unlike any other, where ideas flow as freely as the tropical clouds above. You’re making connections, forging partnerships, and having a blast while doing it.

This isn’t your average meet and greet; This is Cabana Chat, the ultimate networking experience for indirect procurement leaders. So, grab a seat and join the conversation - the water’s fine!

### INTERACTIVE = ROUNDTABLES

Step into a world of interactive roundtable sessions where learning becomes an exciting adventure.

Immerse yourself in intimate discussions led by influential speakers who have revolutionized their industries. Take charge of your event experience, fearlessly ask questions, and connect with fellow attendees facing similar challenges. This is your chance to engage in meaningful conversations, expand your network, and be part of the discussions you’re passionate about. Don’t miss out on this exhilarating opportunity to learn, grow, and create memories that will last a lifetime.

## Returning Favorites

### DIVERSITY & INCLUSION BREAKFAST

The ProcureCon Diversity and Inclusion Breakfast is a special event that celebrates diversity and promotes inclusivity in the procurement industry. This breakfast brings together professionals from various backgrounds to discuss the challenges and opportunities surrounding diversity and inclusion in the workplace.

Whether you’re a seasoned professional or just starting your career, this breakfast promises to be a valuable opportunity to connect, learn, and grow in a supportive and inclusive environment.

### EPIC AWARDS

Excellence in Purchasing Indirect Categories

Presented by: ProcureCon

ProcureCon Presents The Premier Celebration of Professional Achievement for Indirect Procurement. Recognized as the premier awards program for indirect procurement professionals, the EPIC Awards celebrates the most innovative, dynamic, and accomplished procurement leaders.

For 2023, we will be hosting a Gala Dinner and Charity Auction at ProcureCon Indirect East to announce the EPIC Awards winners. In what’s sure to be a memorable event, a few of our more spirited speakers will auction themselves for a “date” with a sponsor, and all the proceeds will go to charity. The evening’s entertainment will be announced shortly.





JOIN US IN

# Orlando, FL

**\$249** + \$25 resort fee + tax

**Monday, September 11 - Wednesday, September 13, 2023**

Procurecon Indirect East has secured a special conference rate of \$249 + \$25 resort fee a night plus tax for attendees. In order to make your reservation, please call JW Marriott Orlando Bonnet Creek Resort & Spa at (407) 919 6300 and identify yourself as a ProcureCon Indirect East attendee. Rooms are limited and are on a first come, first served basis, so make your reservations as soon as possible. Discounted rate is available until Monday, August 21, 2023 or until the room block is full, whichever comes first. After this date, rooms may still be available, so inquire with the hotel if you have missed the cut off date.

**JW Marriott Orlando Bonnet Creek Resort Spa**

14900 Chelonia Parkway, Orlando, FL 32821 | (407) 919-6300

**BOOK YOUR  
STAY NOW!**



SUN  
SEPT 10

## Pre-Conference

# Speaker Dinner

(Practitioner Only)

Hosted by





# NETWORKING BREAKS

**MON**  
SEPT 11  
AM Break



**REFRESHMENT  
BREAK**

**MON**  
SEPT 11  
PM Break

**It's  
POPPIN'**



Networking Break  
& Grand Opening  
of the Solutions Zone

Sponsored By  
**ZYLA**

**TUES**  
SEPT 12  
AM Break

**Doughnut  
Miss This**



**Morning  
Break**

**TUES**  
SEPT 12  
PM Break

**Here's the  
SCOOP**



**Afternoon  
Break**

**WED**  
SEPT 13  
AM Break

**ENERGY  
RISING**



**Morning  
Break**



MON  
SEPT 11

# Process Makes Perfect: Helping Organizations Achieve Their Goals by Ensuring the Implementation of a Well-Defined Procurement Process

**Breakfast & Registration**  
*(Practitioners only until Lunchtime)*

## Opening Remarks

John Ward, Event Director, [ProcureCon Indirect East](#)

## KEYNOTE

Lawrence Kane, Senior Director of Procurement, [Transamerica](#)

## KEYNOTE PANEL: What's Holding Procurement Back?

Rod Jahromi, Head of Corporate Procurement, [ExxonMobil](#)

Amy Frakes, Director, Global Indirect Procurement, [Corteva](#)

Rich Giuliani, Director of Procurement, Indirect and IT,  
[Cedar Fair Entertainment](#)

Sean-Michael Callahan, Head of Global Indirect Procurement,  
[Tyson Foods](#)

Moderated by Lawrence Kane, Senior Director of Procurement,  
[Transamerica](#)

## Transit time

### OH SH\*T, NOW WHAT?! Best Practices for Managing Today's Biggest Procurement Headaches

**SCENARIO 1:** Your Indirect Procurement Budget Is Cut by 25% and You Must Find Ways to Reduce Spend without Sacrificing Quality or Service Levels.

**SCENARIO 2:** Sustainable Alternatives Scavenger Hunt: Finding the Holy Grail of Green Procurement.

Teddy Oberts, Global Procurement & Sourcing- Corporate Travel,  
[Salesforce](#)

**SCENARIO 3:** The Implementation Of A New Technology Leads To Unexpected Challenges And Headaches, Causing Friction Within The Procurement Team.

Christian Widmann, Director, Global Category Management, [Clario](#)

**SCENARIO 4:** Procurement Spends Time Developing SRM With Its Key Suppliers When The CFO Demands All Suppliers Are Asked To Participate In A Program To Cut Their Prices Due To Recessionary Pressures.

Courtney Monson, Director of Procurement, [Bridgestone](#)

**SCENARIO 5:** Your Supplier Data Is A Mess And You Need To Clean It Up. What Do You Do?

Susan Walsh, Founder & Managing Director, [The Classification Guru](#)

**SCENARIO 6:** You Were Just Mandated With Doubling The Percent Of Diverse Suppliers. How Do You Approach This?

Katie Levesque, Vice President, Supplier Diversity Director, [Truist](#)

Speaker TBA, [Supplier.io](#)

**SCENARIO 7:** A Key Procurement Team Member Leaves Unexpectedly, Leaving the Remaining Team Members to Pick Up the Slack and Continue Procurement Operations.

## Morning Mingle Refreshment & Networking Break





# Process Makes Perfect: Helping Organizations Achieve Their Goals by Ensuring the Implementation of a Well-Defined Procurement Process



## ProcureCon University A

### Procurement GPS: How To Design A Digital Procurement Road Map?

**Jason Mudd**, Director, Transformation and Operations IBM Global Procurement, Source to Pay, **IBM**

### The KPI's of ESG- How to Measure Your Sustainability Performance and Value During Economic Uncertainty?

**Lori J. Brierre**, Procurement Strategic Operations, Procurement and Business Services, **Clemson University**

### Private Lunch

Hosted By **Certa**

### Lunch



## ProcureCon University B

### Revolutionizing Business Operations: Integrating Start-Ups Into Your Legacy Systems For Optimal Results

**Katherine Freely**, Global Head Media & Digital, Procurement, **Novartis**

### Collaborating with the Rest of the Organization to Achieve Sustainability Objectives

**David Braxton**, Senior Vice President, Global Procurement, **Bank of America**



## ProcureCon University C

### Procurement Transformation On A Budget

**Ama Erbynn**, Vice President, Strategic Sourcing and Procurement, **ASM Global**

### Best Practice for Negotiating in Today's Economic Environment

**Steve Aldrich**, Global Sourcing: Planning and Operations, **Sophos**



MON  
SEPT 11

# Process Makes Perfect: Helping Organizations Achieve Their Goals by Ensuring the Implementation of a Well-Defined Procurement Process

## Weathering the Storm – How To Stay Agile And Adapt Quickly To External Forces

### John's Quick Welcome

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### Chairman's Remarks

Hosted By **Certa**

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### **PANEL: We Got This! How Procurement Can Deliver Value and Continuity During These Challenge Times**

**Aleck Matambo**, Senior Director, Global Procurement, **Google**

**Will Porter**, Chief Procurement Officer, **MassMutual**

**Tamra Pawloski**, Global Head of Leverage Procurement and Corporate Real Estate, **Corteva**

**William Bagley**, VP, Enterprise Supply Chain, **Freddie-Mac**

**Fred Turco**, VP, Enterprise Indirect and Sustainable Sourcing Lead, Sourcing and Enterprise Services, **Pfizer Inc.**

### **PARTNER KEYNOTE**

Hosted by **Insight Sourcing Group**

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### **PANEL: A Well Balanced Strategy: The Do's And The Don'ts Of An Effective Supplier Diversity Program**

**Ama Erbynn**, Vice President, Strategic Sourcing and Procurement, **ASM Global**

**Egwu Nwankpah**, Head of Supplier Diversity and Development, **Cushman & Wakefield**

Hosted by **Supplier.io**

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### **PARTNER KEYNOTE**

Hosted by **GEP**

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### **It's Poppin' Networking Break & Grand Opening of the Solutions Zone**

Hosted by **Zylo**



MON  
SEPT 11

# Process Makes Perfect: Helping Organizations Achieve Their Goals by Ensuring the Implementation of a Well-Defined Procurement Process

TRACK  
A

Optimizing Efficiency: Best Practices Supply Chain Management

TRACK  
B

Beyond the Contract: Innovative Approaches to Supplier Relationship Management

TRACK  
C

It's In Demand: Dynamic Supplier and Vendor Management Strategies

## Track Chair Remarks

### **PANEL:** Reactive To Proactive: Identifying And Reducing Risk In Your Supply Chain

**Jeannie Pumphrey**, Head of Third-Party and Change Management, **MUFG**

**Cynthia Gore-Bright**, Director, Ally Supply Chain, **ally**

**Greg Cone**, Category Manager, Procurement/Professional and Corporate Services, **Crowley**

Speaker TBD, **ProcessUnity**

### **PRESENTATION**

Presented by **Brex**

## Track Chair Remarks

### **PANEL:** Unlocking The Full Potential Of Your Supplier Relationships: Winning Strategies And Tactics In Turbulent Times

**Mike Kinzel**, Manager of Procurement Excellence – Data, Integrations and Source to Pay, **Medifast**

**Tiffany Vo-Jones**, Global Procurement Director—Indirect and PMO, **Diversey**

**Dave Vejcik**, Indirect Procurement, Supply Chain, **Ace Hardware**

### **PRESENTATION**

Presented by **Pactum**

## Track Chair Remarks

**Zylo**

### **PANEL:** Streamlining The Process: Making Life Easier For Stakeholders, Suppliers, And Procurement

**Andrew Bent**, Head Procurement, **Amtrust**

**Qiana Levy**, Vice President & Head of Procurement & Strategic Sourcing, **Learfield**

**Adi Shrivastava**, Senior Director, Global Procurement Excellence, **Novelis**

**Jill Robbins Senior Director**, Global Procurement - Indirect Goods & Services, **Elanco**

### **PRESENTATION**

Presented by **Zylo**



MON  
SEPT 11

# Process Makes Perfect: Helping Organizations Achieve Their Goals by Ensuring the Implementation of a Well-Defined Procurement Process

**PRESENTATION:** Getting From A - Z 2.0 - Transforming Your Supply Chain

Eve Anderson, Director of Procurement – Indirect Sourcing, **Tarkett**

**PRESENTATION:** Using ChatGPT For Contracting and Negotiating: What You Need To Know?

**PRESENTATION:** Building a Procurement Center Excellence

Subs Tripathy, Head of Global Procurement, **Seagen**

Day 1 Content Concludes

Epic Awards Cocktails

Epic Awards Gala Dinner and Charity Auction



**MON**  
SEPT 11

YOUR INVITATION



# EPIC AWARDS

*Dinner and Charity Auction*

## THE MAIN EVENT

This year, the EPIC Awards moves to Prime Time, featuring a Gala Dinner and Charity Auction, hosted by the inspirational Quinn Conyers.

Bring your team for an evening to remember as the most innovative procurement teams, individuals and suppliers come together as we celebrate their successes.

Further, a few leading speakers will auction themselves for a "date" with a sponsor, and all proceeds will be donated to that speaker's charity of choice.



**HOSTED BY MC**

*Quinn Conyers*





# Partnerships Redefined: How To Evolve Your Partnership To Ensure Value and Continuity

Diversity And Inclusion In Procurement Breakfast

Breakfast | Private Breakfast

Opening Remarks

Chairman’s Remarks

Alex Tassini-Negri, Head of Global Sourcing, Procurement & Vendor Management at Dun & Bradstreet Hosted by Dun & Bradstreet

KEYNOTE: When It All Came Together: An Iron Mountain Internal Partnership Success Story

Brenton Webb, Strategic Partnerships Manager, Global Procurement, Iron Mountain  
Angela Cooper-Robinson, Head of Supplier Sustainability and Diversity, Iron Mountain  
Dan Sirhal, Head of P2P Center of Excellence, Iron Mountain  
Bill Silvio, Director of Business Development Global Industries Group, Iron Mountain

PANEL: A Path To Success - Building Stronger Supplier Relationships

Christian Widmann, Director, Global Category Management, Clario  
Geoff Warren, Principal IT Supplier Relationship Manager- Indirect Procurement Global Supply Management, Global Foundries  
Gabe Noto, Regional Business Partner, Sales and Business Operations, Bayer

KEYNOTE

Hosted by Tealbook

KEYNOTE: The Role of Weather Patterns & A Changing Climate in Future Business

Presented by Amy Sweezey, Meteorologist, Author

CPO NETWORK SESSION 1:  
How To Communicate  
Procurement’s Vision To The CPO  
And Board Of Directors?

CABANA CHAT 1

Hosted by Insight Sourcing Group

CABANA CHAT 2

Hosted by Supplier.io

CABANA CHAT 3

Hosted by CCP Global





# Partnerships Redefined: How To Evolve Your Partnership To Ensure Value and Continuity

KEYNOTE

Hosted by ZIP

Doughnut Miss This Morning Break

EPIC Awards Winners Presentations

KEYNOTE

Hosted by CoreTrust

EPIC Awards Presentations

Lunch | Private Lunch

CPO NETWORK SESSION 2:  
Rethinking Risk In Today's  
Environment

CABANA CHAT 4  
Hosted by Tealbook

CABANA CHAT 5



TUES  
SEPT 12

# Partnerships Redefined: How To Evolve Your Partnership To Ensure Value and Continuity

## Sponsored Roundtables

1. **Insight Sourcing Group**
2. **Tealbook**
3. **State of Supplier Diversity**  
Hosted by **Supplier.io**

Some suggested topics:

- Unlocking Hidden Savings: The Power of GPOs in Managing Your Under-the-Radar Spend Categories
- Mastering Your Data: The Key to Unlocking Business Insights and Competitive Advantage
- Strengthening Your Supply Chain: A Sustainable and Resilient Approach with Early Payment Programs
- Preventing Supply Chain Disasters: Moving from Reactive to Proactive Risk Management
- Beyond the Bottom Line: The Benefits and Importance of Supplier Diversity in Today's Business Landscape
- Transform or Get Left Behind: The Urgency of Digital Transformation for Business Success
- The Future is Now: Exploring the Exciting Possibilities of A.I. and Machine Learning in Business

## CPO NETWORK SESSION 3: Building Cross-Functional Partnerships And Collaboration With Other Departments To Drive Value And Impact

**Alan Rice**, VP, Global Procurement,  
**Primo Water Corporation**

TRACK  
A

Charting A Course  
For Resiliency -  
Revolutionizing Your  
Supply Chain

Track Chair Remarks

TRACK  
B

The Path To Innovation:  
Transforming Indirect  
Procurement Spend  
And Finding Value In  
Challenging Times

Track Chair Remarks

TRACK  
C

Process Makes Perfect

Track Chair Remarks





# Partnerships Redefined: How To Evolve Your Partnership To Ensure Value and Continuity

<p><b>PANEL: Near Shore vs Re-shore: Best Practices for Continuity of Procurement Programs in the Face of Uncertain Supply Chain</b></p> <p><b>Prem Shanker</b>, Vice President, Corporate Procurement, <b>Raymond James</b></p> <p><b>Dr. Cindie Burkett</b>, PMP, Director-Procurement, <b>Wellpath</b></p>	<p><b>PANEL: Cleaning Up The Mess – Tail Spend Management 2.0</b></p> <p><b>Christian Widmann</b>, Director, Global Category Management, <b>Clario</b></p> <p><b>Mariano Legaz</b>, Head of Sourcing, Global Consumer Bank, <b>Citi</b></p> <p><b>Eric Cole</b>, Global Strategic Professional Services Sourcing- Procurement Leader, <b>Kimberly-Clark</b></p>	<p><b>PANEL: Zero to Hero: How Sprinting with Speed and Flexibility Can Transform Your Procurement Process for the Better</b></p> <p><b>Kevin Giblin</b>, Senior Director, Sourcing , <b>Fitch Group</b></p> <p><b>Abhijit Gupta</b>, Director, Global Procurement, <b>Siemens Digital Industries Software</b></p> <p><b>Natalie Mayfield</b>, Continuous Improvement Manager University Procurement Services, <b>Rutgers, The State University of New Jersey</b></p>	<p><b>CPO NETWORK SESSION 4: Developing Business Critical Problem Solvers: Building A Procurement Team For Tomorrow’s Challenges</b></p>	<p><b>CABANA CHAT 6</b></p>
<p><b>PRESENTATION: Charting a Course For Resiliency - Revolutionizing Your Supply Chain</b></p> <p>Presented by <b>Amazon Business</b></p>	<p><b>PRESENTATION:</b></p> <p>Presented by <b>Procure Analytics</b></p>	<p><b>PRESENTATION: Indirect Spend: Learn How SAP &amp; Barclays Centralized Subscriptions &amp; Memberships Globally</b></p> <p><b>JP Moulin</b>, CCO, <b>Prenax</b></p>		<p><b>CABANA CHAT 7</b></p>
<p><b>Here’s The Scoop Afternoon Break</b></p>				
<p><b>KEYNOTE: Fire And Adjust To Achieve Your Goal</b></p> <p><b>Eric Dulin</b>, Procurement Director   Yum Digital and Technology, <b>Yum Brands</b></p>			<p><b>CPO Wine Tasting</b></p>	<p><b>CABANA CHAT 8</b></p>
<p><b>KEYNOTE</b></p> <p>Hosted by <b>Vendr</b></p>				<p><b>CABANA CHAT 9</b></p>



**TUES**  
SEPT 12

# Partnerships Redefined: How To Evolve Your Partnership To Ensure Value and Continuity

**KEYNOTE:** The Road Best Traveled: How To Take the Next Step In Your Procurement Leadership Journey

**Susan Patrick Harris**, Vice President Procurement & Accounts Payable (P2P), **Wellpath**

**Fire & Ice Reception Outdoors**

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**WOMEN IN PROCUREMENT DINNER:** A Celebration Of Success

**Heidi Banks**, Sr Director Global Procurement/Engagement Partner, **Jabil**

**Kristen Rellihan**, Director of Operations, **ProcureAbility**

Hosted By **ProcureAbility**





**TUES**  
SEPT 12



# FIRE & ICE

RECEPTION

Join us for an evening of fiery  
fun and chilled cocktails.

Whether hot or cold, you'll leave with warm  
memories of our themed reception!

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WED  
SEPT 13

# Transform Your Transformation: Leverage the Power of Procurement's Digital Revolution

## Opening Remarks

### CHAIRMAN'S REMARKS AND OPENING KEYNOTE

Susan Walsh, Founder & Managing Director, **The Classification Guru**

### KEYNOTE: Next Level Procurement at Bayer

Presented by **Melissa Saw**, Director Marketing Procurement, **Bayer**

### PANEL: Charting a Better Roadmap: A Strategic Approach to Digitalization

**Jason Mudd**, Director, Transformation and Operations IBM Global Procurement, Source to Pay, **IBM**

**Subs Tripathy**, Head of Global Procurement, **Seagen**

**Adi Shrivastava**, Senior Director, Global Procurement Excellence, **Novelis**

Moderated by: **Susan Walsh**, Founder & Managing Director, **The Classification Guru**

### KEYNOTE: Not Another Portal: The Pitfalls of Generic Supplier Portals

**Tiffanie Stanard**, Founder and CEO, **Stimulus Inc**

### Partner Workshop

### Partner Workshop

### KEYNOTE: Navigating Market Intelligence With Technology

**Gaston Alvarado**, Global Category Manager, **Materion**

### Energy Rising Morning Break - Final Visit to Solutions Zone

### PANEL: Uncovering the Future of Procurement Teams: Essential Skills and Tools for Success for the Next Generation of Procurement Pro-fessionals

**Matthew Smith**, Associate Director, Enterprise Category Management, **Humana**

**Tiffanie Vo-Jones**, Global Procurement Director—Indirect and PMO, **Diversey**

### Lunch Roundtables

### Conference Concludes



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