The Definitive Event for Procurement and Sourcing Innovators



ProcureCon INDIRECT West

Transforming Procurement, Together.

September 19-21, 2016 · JW Marriott Camelback Inn Resort and Spa · Scottsdale, AZ

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THE ONLY PROCUREMENT EVENT YOU NEED TO ATTEND THIS YEAR

ProcureCon INDIRECT West

Dear friend of ProcureCon,

Welcome to the 6th Annual ProcureCon Indirect West. Continuing to evolve as the procurement role does, the 2016 agenda has been reimagined to better relate to the nuances of your day-to-day job, as well as how to plan for the challenges and opportunities you'll be facing as 2020 looms just a short 4 years away.

This year's content is centered around five key themes, to arm you with a comprehensive plan for implementing the latest strategic sourcing solutions through a variety of peer-led interactive sessions.

- **The Road to 2020:** A look at the innovations going on within procurement, and how you can adapt your procurement organization for the unpredictable next 4 years.
- **Talent Management & Development:** The entire third day of the conference is devoted to onboarding and managing millennials, while also making sure your mid-level and senior executives have the skills they need to be a part of a successful sourcing team
- **Building a Roadmap:** Stakeholder and supplier strategies for companies looking to establish or fine tune their sourcing program for success.
- **Breaking the Rules:** Strategies for more mature companies looking to extract more value from the procurement organization.
- **Procurement Operations:** Implementing the tools and tactical organizational processes that allow practitioners to focus on the strategic.

I hope you'll join us at our new venue in Scottsdale this September to experience how shared insight and innovation can truly transform your company's procurement organization.

Sincerely,

Frank Musero
Executive Director
ProcureCon Events







DID YOU KNOW?

97% of attendees would recommend ProcureCon to a colleague



YOUR 2016 EXPERT SPEAKER FACULTY

CPOs and Heads of Procurement:



Kevin Alexander
Chief Procurement Officer
Toyota Material Handling North America



Rudy Batts
Director of Procurement
ZenDesk



Tony Benedict
Vice President, Procurement & Supply Chain
HonorHealth



Fannie Boulanger
Sr. Director, Global Procurement
Yahoo Inc.



Alex Brown
Chief Procurement Officer
GLOBALFOUNDRIES



Joseph Burke
SVP Global Sourcing
21st Century Fox



Emma Chontos
Chief Procurement Officer
Paramount Pictures



Linda Chuan
Sr. Director - Global Corporate Services & Strategic Sourcing
Salesforce.com



Tejas Dumaswala
Senior Director, Head of Strategic Sourcing / Procurement
Incyte



Dave Gallaer
VP, Head of Procurement, Americas
Royal Bank of Scotland



Mark Grabski
Chief Procurement Officer
Humana



Suzanne Harris
Vice President, Strategic Sourcing and Procurement
First American



Erica Hill
Head of Procurement – USA
Primark



Joel Huntington
Senior Vice President, Procurement Services Group Manager
Zions Bancorporation



Hyrum Kirton
V.P. Of Alliance Services and Procurement
Avalon Health Care



Joseph Martinez
Chief Procurement & Financial Operations Officer
MUFG Americas



Steve Mehringer
Corporate Vice President and Chief Procurement Officer
AECOM



Peter Meuel
Director of Strategic Sourcing & Procurement
AAA Northern California Nevada, Utah



Rendi Miller
Director, Travel & Procurement
Splunk Inc.



Ben Moreno
Chief Procurement Officer
Stanford University



Thomas Nash
Chief Procurement Officer
American Red Cross



Jay Sklar
Chief Procurement Officer
HUB International



Steve O'Day
Vice President, Chief Procurement Officer
Apollo Education Group



Mel Ohl
Vice President Global Procurement
Pitney Bowes



Chris Petersen
Director of Strategic Sourcing
Teichert

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www.procureconindirectwest.com procurecon@wbresearch.com 1.888.482.6012



John O. Proverbs
Head of Procurement
KLA-Tencor Corporation



Sakari Sippola
VP Sourcing/ Chief Procurement Officer
Verifone



Greg Tennyson
Chief Procurement Officer
VSP



Remko van Hoek
former SVP Sourcing and Procurement
The Walt Disney Company



Kerry A. Welland
Senior Director, Head Strategic Sourcing & Procurement
ZipRecruiter



Matthew B. Ziskie
Head of Global Procurement & Travel
Airbnb

Heads of Indirect Procurement:



Patrick Baffaro
Director, Corporate Services, Global Indirect Procurement
Hewlett-Packard



Jennifer Clark
Senior Manager, Global Indirect Commodity Team
SunPower Corporation



Michael Cygan
Director, Indirect Procurement
True Value Company



Jeff Devon
VP - Indirect Procurement
Hewlett Packard Enterprise



Doug Gerard
Corporate Manager, Global Indirect Sourcing
SPX Corp.



Tracy Joshua
VP, Procurement Indirect
Kellogg Company



George Kattner
VP Global Indirect Procurement
Ecolab



Ryan Meonske
Senior Director, Global Procurement
Informatica



Andy Murray
Head of Technical Procurement
Nestlé North America



Pragya Nair
Director, Indirect Procurement
KIND Snacks



Richard Niven
Director, Indirect Sourcing & Procurement
St. Jude Medical



Teresa O'Brien
Director of Indirect Purchasing and Operations
Intuitive Surgical



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



Anup Pillay
VP - Indirect Procurement
The Coca-Cola Company



Tony Sabulski
Senior Director, Indirect Materials
Grupo Bimbo



Michael Sladen-York
Senior Director, Indirect Procurement
Stryker



Benia J. Smith
Director, Global Indirect Materials
Tate & Lyle



Aditya Talwar
Director, Indirect Procurement
Charming Charlie



Kathy Thrasher
Senior Procurement Manager
The Clorox Company



Christian T. Widmann
Director Global Indirect Purchasing
Manitowoc Cranes



Keith Woody
Vice President, Global Indirect Sourcing
Technicolor

Leading Practitioners:



Kevin Ahlborn
Senior Manager, Strategic Sourcing
LinkedIn



Melissa Burkland
Purchasing Director
Federal-Mogul Motorparts



Nicole Cefalu Tuttle
Director, Global Procurement
eBay



Brent W. Frimodig
Senior Procurement Engagement Manager
Microsoft Corp.



Kristin Gallagher
Director, Global Sourcing and Procurement
Russell Investments



Mariam Georgaroudakis
Strategic Commodity Management Team
Raytheon Company



Sunil Gupta
Director Group Procurement
Walgreens Boots Alliance



Natasha Gurevich
Senior Director, Enterprise Sourcing
McKesson



Taran Hay
Sr. Director, Sourcing & Co-Manufacturing
E. & J. Gallo Winery



Antonio Humphreys
Senior Manager, Global Procurement
Adobe Systems, Inc.



Nicholas Kline
Strategic Sourcing Manager
Toyota Motor Sales



Teri D. Lee
Global Sourcing Manager
First Solar, Inc.



Kelly Mathis
Manager, Sourcing Center of Excellence
Intuit

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Monica McAndrew
Director, Strategic Procurement Services
Deloitte Services LP



Molly Nystuen
Senior Sourcing Manager, Global Indirect Operations
General Mills



Neil L. Schloss
Sourcing Manager
Perdue Farms



Nihat Sengul
Senior Strategic Sourcing Manager
Microsoft Corp.



Don Stancil
Global Sourcing Director, Professional Services
International Paper



Phil McDonald
Director, Strategic Sourcing
Carlson Rezidor Hotel Group

Industry Experts:



April Bridgeman
Managing Director
Advito



Tripp Cates
Director, Sales
CoreTrust



Eric J. Hofer
Director of Sales & Account Management for North America
HRS Global Hotel Solutions



Sundar Kamakshisundaram
Global Vice President – Products & Innovation
SAP Ariba



JP Kirkley
Associate General Counsel
VSP



Christian Lanng
CEO
TradeShift



Joanna Martinez
former CPO
Cushman & Wakefield



Kurt Meiers
Vice President, Strategic Sourcing
SDI



Andrew Patterson
Independent Supply Chain Executive



Gabe Perez
VP of Strategy & Market Development
Coupa Software



Barb Sexton
President
ISM Arizona



Gabe Smith
Vice President, Client Development - Americas Region
Schneider Electric



Pierre Thaler
Co-CEO
EcoVadis



Richard Waugh
VP Corporate Development
Zycus Inc.



Jake Wojcik
Senior Vice President
Insight Sourcing Group & SpendHQ







> 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, former CPO, Cushman & Wakefield**

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AN AGENDA CRAFTED BY PRACTIONERS, FOR PRACTITIONERS

The ProcureCon Indirect West agenda was created through in-depth market research with procurement practitioners. We are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business. You can be assured that ProcureCon Indirect West's content is independent, objective, and focused on the procurement practitioner.

The expert advisory board of top sourcing professionals ensures the ProcureCon Indirect West is a senior-level procurement and sourcing event. Topics are created with the assistance of the advisory board, then vetted and further researched with practitioners to ensure the agenda provides top-of-mind issues, told from the point of view of the sourcing experts.

Special thanks to the ProcureCon North America Advisory Board:

Molly Barrett
Strategic Procurement Partner
Xerox Corporation

Quave Burton
VP Global Expense Management
Abercrombie & Fitch

Randy Clark
Senior Purchasing Project Manager
Volvo Trucks

Jamie Crump
Director, Indirect Strategic Sourcing & Supplier Diversity
United Rentals

Carol Danoff
Global Chief Procurement Officer
Novartis

Craig Demarest
Senior Director
RJ Reynolds

Erica Hill
CPO North America
Primark

Tracy Joshua
VP Indirect Procurement
Kellogg

Steve Livernois
Vice President Procurement, BDX Corporate/ Shared Services
BD

Joanna Martinez
former CPO
Cushman & Wakefield

John Proverbs
Head of Procurement
KLA-Tencor

Joseph Richardson
Chief Executive Officer
Professional Purchasing Partners

Phil Sampona
Global Category Senior Manager/Lead - Professional Services
FMC Corporation

Frank Sanders
Vice President, Technology and Manufacturing Group
Intel Corporation

Barb Smith
Manager, Global Procurement Services Delivery
Xerox Corporation

Linda Winter
Director, Corporate Services Sourcing
PG&E





COLLABORATIVE, YET INTIMATE

While you may be sharing a venue with 375 of your peers, you'll never feel overwhelmed by the conference experience. From 42 roundtable discussions, 12 interactive workshops, and 39 plenary and track sessions, you'll hear a variety of viewpoints and be able to share ideas with your peers. Participate in a variety of structured and unstructured networking activities in both small and large groups, to ensure that you create quality connections and have plenty of takeaways to implement back in your office almost immediately.

Monday, September 19, 2016

Tuesday, September 20, 2016

Wednesday, September 21, 2016

3:05PM
BEAT THE HEAT: SOLUTIONS ZONE GRAND OPENING



Join us in the Solutions Zone as we beat the Arizona heat with our "Cactus Cooler" cocktail and open the floor for you to meet with world-class procurement solutions providers. Visit each booth to be entered to win an Apple Watch - the more booths you visit, the more chances you have to win!

10:30AM
SUNRISE SMOOTHIES AM BREAK



Rise & shine! Get a healthy start with fruit smoothies and KIND bars in the Solutions Zone, and a chance to win a FitBit!

3:20PM
TEE-TIME PM BREAK



Tee off in the Solutions Zone with Arnold Palmers & take a swing for a chance to win a brand new Callaway XR driver!

10:55AM
"DESERT SPICE" AM BREAK



Still recovering from our Wild West Reception? Don't fret and grab a Bloody Mary in the Solutions Zone as you start to unwind and slow down after action-packed days of networking, learning, and making connections.

LET'S HAVE SOME FUN!

6:15PM
PROCURECON POWWOW WELCOME RECEPTION



After a full day of interactive workshops, unwind in The Solutions Zone with your peers, enjoy our Tequila Tasting, cocktails, and tasty appetizers.

5:00PM
HAPPY HOUR ROUNDTABLES



During your busy day of active listening, keynotes and networking, this is your chance to take control of your event experience. A round of beer will help get the conversations flowing as you discuss niche topics in a small group setting facilitated by a subject matter expert.

6:00PM
WILD WEST CASINO RECEPTION
HOSTED BY COUPA



'Place all bets' as we close Day 2 with PIW's casino night at Mummy Mountain at the JW Marriott Camelback Inn Resort. From blackjack tables to roulette, which table will you place your chips? Whoever has the most chips at the end of the reception cashes out for **$200 cash!**

THE PIW PLAYOFFS RETURN!



Last year's inaugural PIW Playoffs went down to the wire as Team Orange pulled off an upset win in the final moments. We're excited to bring the competitive spirit, fun and games back for another year! Attendees will be broken up into teams and will have plenty of opportunities to earn points, and the winning team will receive a donation to their favorite charity! Check out the PIW web site for complete details.


PANELS
INTERACTIVE CASE STUDIES
WORKING GROUPS
CPO NETWORK
ROUNDTABLES
FUN
PRESENTATIONS
FIRESIDE CHAT
AGENDA KEY
AN INTERACTIVE LEARNING EXPERIENCE

Monday, September 19, 2016

DAY 1: THE ROAD TO 2020

PRACTITIONERS-ONLY DAY

For full session details, please visit www.procureconindirect.com/agenda.

7:15 **Registration and Breakfast**

8:15 **Welcome**

Frank Musero
Executive Director
ProcureCon Events

8:20 **Chairman's Opening Remarks**

8:30 **CPOs Unfiltered: Driving Innovation into the Business**

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

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

Emma Chontos
Chief Procurement Officer
Paramount Pictures

Steve Mehringer
Corporate Vice President and Chief Procurement Officer
AECOM

Linda Chuan
Sr. Director - Global Corporate Services & Strategic Sourcing
Salesforce.com

Greg Tennyson
Chief Procurement Officer
VSP

9:10 **Transition to Working Groups**







Day 1 Continued

9:15 **Working Groups for Improving Business Functions**

Attendees will break into these working group sessions, facilitated by area and category specialists, who will guide the group toward crafting an action plan of five ideas that you can implement immediately to begin getting results back in the office. The action plans will be reported back to the entire group during the afternoon sessions. Each group is limited to 30 participants to ensure practical takeaways. You can select your workshops at the time of conference registration.

Working Group 1: Making the Most of Your Outsourcing Engagements
Neil L. Schloss, Sourcing Manager, **Perdue Farms**
John O. Proverbs, Head of Procurement, **KLA-Tencor Corporation**

Working Group 2: Sourcing Diverse and Small Business Suppliers
Richard Niven, Director, Indirect Sourcing & Procurement, **St. Jude Medical**
Kathy Thrasher, Senior Procurement Manager, **The Clorox Company**

Working Group 3: Implementing Best-in-Class Supplier Scorecarding and Benchmarking Techniques
Jennifer Clark, Senior Manager, Global Indirect Commodity Team, **SunPower Corporation**
Melissa Burkland, Purchasing Director, **Federal-Mogul Motorparts**

Working Group 4: Finding a Common Ground Between Hard and Soft Savings Requirements
Jay Sklar, Chief Procurement Officer, **HUB International**
Suzanne Harris, Vice President, Strategic Sourcing and Procurement, **First American**

Working Group 5: Mastering the Art of Influence and Negotiation
Jeff Devon, VP - Indirect Procurement, **Hewlett Packard Enterprise**
Aditya Talwar, Director, Indirect Procurement, **Charming Charlie**

Working Group 6: Using Effective Contract Management Processes To Deliver Value & Mitigate Risk
Andrew Patterson, Independent Supply Chain Executive

10:25 **Networking Break**







Day 1 Continued

10:45 **Working Groups for Mastering Complex Categories**

These working group sessions are designed to help you develop strategies for dealing with complex or non-traditional categories that many procurement practitioners are now responsible for. Each group will be facilitated by a category expert and two practitioners, and they will guide the group toward constructing five ideas for tackling these categories and report back the results to the entire group during the afternoon sessions. Each group is limited to 30 participants in order to maximize interactivity.

Working Group 1: Marketing
Nicholas Kline, Strategic Sourcing Manager, **Toyota Motor Sales**
Antonio Humphreys, Senior Manager, Global Procurement, **Adobe Systems, Inc.**

Working Group 2: HR & Benefits
Mariam Georgaroudakis, Strategic Commodity Management Team, **Raytheon Company**
Erica Hill, Head of Procurement – USA, **Primark**

Working Group 3: Professional Services
Chris Petersen, Director of Strategic Sourcing, **Teichert**
Don Stancil, Global Sourcing Director, Professional Services, **International Paper**

Working Group 4: Information Technology
Suzanne Harris, Vice President, Strategic Sourcing and Procurement, **First American**

Working Group 5: Travel & Meetings Management
Christian T. Widmann, Director Global Indirect Purchasing, **Manitowoc Cranes**
Rendi Miller, Director, Travel & Procurement, **Splunk Inc.**

Working Group 6: Contingent Labor and Workforce Management
Teri D. Lee, Global Sourcing Manager, **First Solar, Inc.**
Patrick Baffaro, Director, Corporate Services, Global Indirect Procurement, **Hewlett-Packard**

11:55 **Procurement Practitioners Networking Lunch**

12:55 **KEYNOTE PRESENTATION: State of the Industry**

Remko van Hoek, Former SVP Sourcing and Procurement, **The Walt Disney Company**







Day 1 Continued

1:15 **Working Group Report Backs**

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

2:25 **Industry Vertical Breakout Discussions**

Attendees of ProcureCon Indirect West will be broken into groups based on their industry vertical for a small-group discussion to find solutions to niche issues directly related to their specific industry.

- TABLE 1 **Industrial and Manufacturing**
- TABLE 2 **Financial Services**
- TABLE 3 **Public, Non-Profit, University**
- TABLE 4 **Consumer Businesses**
- TABLE 5 **Technology & Telecommunications**
- TABLE 6 **Media & Entertainment**
- TABLE 7 **Business and Professional Services**
- TABLE 8 **Energy & Resources**
- TABLE 9 **Healthcare & Life Sciences**

2:50 **Strategic Sourcing and Supplier Risk Management**

Sundar Kamakshisundaram, Global Vice President – Products & Innovation, **SAP Ariba**

3:10 **Networking Break and Opening of The Solutions Zone (Conference Opens to All Attendees)**







> I love ProcureCon's workshops! Every year I meet new industry leaders and hear their latest insights, and their thoughts on the future of procurement.
>
> **Phil Sampona, Global Category Senior Procurement Manager, FMC Corporation**

Day 1 Continued

	Concurrent Sessions Begin		
	Track A: Building a Roadmap	**Track B: Breaking the Rules**	**Track C: Procurement Operations**
3:50	**PRESENTATION: Using Sales Techniques to Sell Procurement to Internal Customers** Ryan Meonske, Senior Director, Global Procurement, **Informatica**	**PRESENTATION: Questioning the Value of Procurement** Matthew B. Ziskie, Head of Global Procurement & Travel, **Airbnb**	**PRESENTATION: Extracting Information from Multiple Sources and Using Procurement Analytics To Convert Data Into Intelligence** Ben Moreno, Chief Procurement Officer, **Stanford University**
4:10	**PANEL: Understanding How Business Metrics, Not Procurement, Drive Value** Hyrum Kirton, V.P. Of Alliance Services and Procurement, **Avalon Health Care** Steve Mehringer, Corporate Vice President and Chief Procurement Officer, **AECOM** Antonio Humphreys, Senior Manager, Global Procurement, **Adobe Systems, Inc.**	**PANEL: Third Party Vendor Risk Management** Joseph Martinez, Chief Procurement & Financial Operations Officer, **MUFG Americas**	**PANEL: Improving Procurement Operations** John O. Proverbs, Head of Procurement, **KLA-Tencor Corporation** Sunil Gupta, Director Group Procurement, **Walgreens Boots Alliance** Steve O'Day, Vice President, Chief Procurement Officer, **Apollo Education Group**
4:50	**Content-Centric Procurement: Why Content Is the Real Backbone of Your Procurement Organization** Ajay Anand, Senior Director, **Infosys**	**Next Generation Spend Analytics & Data Visualization — Strategies To Move the Needle From Tactical To Strategic** Jake Wojcik, Senior Vice President, **Insight Sourcing Group & SpendHQ**	**Upgrading to the Suite: The Journey to Source-to-Pay Transformation at Carlson Rezidor Hotel Group** Phil McDonald, Director, Strategic Sourcing, **Carlson Rezidor Hotel Group** Richard Waugh, VP Corporate Development, **Zycus Inc.**







Day 1 Continued

5:10 **Interactive Roundtable Discussions**

TABLE 1 **Strategic Sourcing and Supplier Risk Management**
Hosted by: **Sundar Kamakshisundaram,** Global Vice President – Products & Innovation, **SAP Ariba**

TABLE 2 **Spend Visibility 3.0 – What's Next Is Here**
Hosted by: **Jake Wojcik,** Senior Vice President, **Insight Sourcing Group & SpendHQ**

TABLE 3 **Contract Lifecycle Management**
Hosted by: **Barb Sexton,** President, **ISM Arizona**

TABLE 4 **The Impact of the ACA on Contingent and Contract Employees**
Hosted by: **Anup Pillay,** VP - Indirect Procurement, **The Coca-Cola Company**

TABLE 5 **Tail Spend Management**
Hosted by: **Andy Murray,** Head of Technical Procurement, **Nestlé North America**

TABLE 6 Hosted by: **Edgeverve**

TABLE 7 **Marketing: Creative Agency Management**
Hosted by: **Nicholas Kline,** Strategic Sourcing Manager, **Toyota Motor Sales**

TABLE 8 **Achieving Savings by Participating in Group Purchasing Organizations and Consortiums**
Hosted by: **Doug Gerard,** Corporate Manager, Global Indirect Sourcing, **SPX Corp.**

TABLE 9 **Supplier Segmentation and Rationalization**
Hosted by: **Alex Brown,** Chief Procurement Officer, **GLOBALFOUNDRIES**

TABLE 10 **Upgrading to the Suite: The Journey to Source-to-Pay Transformation at Carlson Rezidor Hotel Group**
Hosted by Phil McDonald, **Carlson Rezidor Hotel Group** and Richard Waugh, **Zycus**

TABLE 11 Hosted by: **Innovatix**

TABLE 12 **Dealing with Rogue Spend**
Hosted by: **Kevin Ahlborn,** Senior Manager, Strategic Sourcing, **LinkedIn**

Additional roundtable topics TBD. If you are interested in hosting a roundtable, contact Meg McNeel at meg.mcneel@wbresearch.com or 646-200-7470.

6:15 **ProcureCon Powwow Reception in the Solutions Zone**

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

ProcureCon WOMEN IN PROCUREMENT

Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. The ever-popular ProcureCon Women in Procurement session gets an upgrade for 2016, as a dinner. Without the time constraints the breakfast has in forcing your networking to end to attend conference sessions, you'll have at least two hours in an intimate setting to discuss the challenges women in procurement face and celebrate their successes. Participation provides you with access to a growing network of peers you can connect with throughout the year. Space is limited to just 30 attendees. Be sure to look out for your invitation in late August!

Dinner Host and Facilitator: **Joanna Martinez,** former CPO, **Cushman & Wakefield**









WOMEN IN PROCUREMENT

ProcureCon WOMEN IN PROCUREMENT

Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. There are now many ways to connect and share ideas and experiences both at the event, and long after you've left Scottsdale.

Women in Procurement Dinner

The ever-popular ProcureCon Women in Procurement session gets an upgrade for 2016, as a dinner. Without the time constraints the breakfast has in forcing your networking to end to attend conference sessions, you'll have at least two hours in an intimate setting to discuss the challenges women in procurement face and celebrate their successes. Participation provides you with access to a growing network of peers you can connect with throughout the year. Space is limited to just 30 attendees. Be sure to look for your invitation in late August!

Women in Procurement LinkedIn Group

The new ProcureCon Women in Procurement Group allows you to access a growing network of peers you can connect with throughout the year, discuss the challenges women in procurement face and celebrate their successes! To join the group, click **here**, or visit: www.linkedin.com/groups/8525034

Stay tuned for more exciting news regarding the expansion of the ProcureCon Women in Procurement Network!

Tuesday, September 20, 2016

DAY 2: MANAGING THE VALUE STREAM

For full session details, please visit www.procureconindirect.com/agenda.

7:30 **Registration and Breakfast**

8:30 **Welcome Remarks**
Frank Musero, Executive Director, **ProcureCon Events**

8:40 **Chairman's Opening Remarks**
Gabe Smith, Vice President, Client Development - Americas Region, **Schneider Electric**

8:50 **FIRESIDE CHAT: Managing Expectations During a Procurement Transformation**
Interviewer:
Gabe Smith, Vice President, Client Development - Americas Region, **Schneider Electric**
Perspectives:
Sakari Sippola, VP Sourcing/ Chief Procurement Officer, **Verifone**
Benia J. Smith, Director, Global Indirect Materials, **Tate & Lyle**

9:20 **INTERACTIVE CASE STUDY: Not Your Father's Procurement—Reinventing Sourcing for a 21st Century Corporation**
Linda Chuan, Sr. Director - Global Corporate Services & Strategic Sourcing, **Salesforce.com**

10:10 **Procurement's New Mission Beyond Savings: Agility**
Christian Lanng, CEO, **TradeShift**

10:30 **Networking Break**

11:10 **KEYNOTE PRESENTATION: Constructing a Business Intelligence Unit to Further Procurement's Transformation Into a Strategic, Company-Wide Resource**
Creating an independent, objective intelligence department within your organization can allow all divisions understand what's going on in the market and become a key process in business partner relations. By leveraging across stakeholders who all want the same data, you're able to create a simple, coordinated approach to doing business with third parties, and spread the costs among a multitude of departments. How can you further develop this type of centralized coordination, and measure the impact of its success?
Tracy Joshua, Vice President, Procurement Indirect, **Kellogg Company**



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

9:20-10:30
SESSION 1: Laying the Foundation for Success: Learnings Regarding Senior Executive Alignment

Thomas Nash, Chief Procurement Officer, **American Red Cross**

11:10-12:50
SESSION 2: Building Top-Top Relationships with Key Suppliers

Joseph Burke, SVP Global Sourcing, **21st Century Fox**

Day 2 Continued

11:30 **The Uber-ization of Supplier Enablement**

Gabe Perez, VP of Strategy & Market Development, **Coupa Software**

11:50 **Deepening Business Engagement: Microsoft's Innovative New Procurement Model**

Hear the story of how Microsoft made a transformational change to deliver more Procurement value and impact to business stakeholders. Brent and Nihat will detail the advantages of the new model where Category Managers were completely eliminated and replaced by a centralized sourcing team and Procurement Engagement Managers. They will contrast the old and new organizational structures, pointing out significant changes for the better and lessons learned. You will learn:

- About Microsoft's operating model for indirect procurement
- How Microsoft's procurement strategy aligns with Microsoft's corporate strategy
- The tools utilized to support the new operating model
- Techniques you can leverage for improved business stakeholder engagement

Brent W. Frimodig, Senior Procurement Engagement Manager, **Microsoft Corp.**

Nihat Sengul, Senior Strategic Sourcing Manager, **Microsoft Corp.**

12:30 **Harnessing the Purchasing Power of Aggregation**

Tripp Cates, Director, Sales, **CoreTrust**

12:50 **Lunch for All Attendees**

CPO NETWORK CONTINUES











Day 2 Continued

Concurrent Sessions Begin

	Track A: Building a Roadmap	Track B: Breaking the Rules	Track C: Procurement Operations	CPO Network
2:00	**PRESENTATION: Risk Management and Due Diligence in aaS Licensing & Negotiatin** JP Kirkley, Associate General Counsel, VSP	**PRESENTATION: Winning the Contract Game After a Divestiture** Patrick Baffaro, Director, Corporate Services, Global Indirect Procurement, Hewlett-Packard	**PRESENTATION: Building a Sustainable Indirect Supply Chain** Michael Sladen-York, Senior Director, Indirect Procurement, Stryker	**SESSION 3: What's Next? Building a Career Path Beyond CPO** Alex Brown, Chief Procurement Officer, GLOBALFOUNDRIES
2:20	**PANEL: Optimizing Budgets, Timelines and Resources to Establish Proactive Procurement-Stakeholder Relationships** Peter Meuel, Director of Strategic Sourcing & Procurement, AAA Northern California, Nevada, Utah Mark Grabski, Chief Procurement Officer, Humana Tejas Dumaswala, Senior Director: Head of Strategic Sourcing / Procurement, Incyte Pragya Nair, Director, Indirect Procurement, KIND Snacks	**PANEL: Taking Supplier Relationship Management to the Next Level** Christian T. Widmann, Director Global Indirect Purchasing, Manitowoc Cranes Keith Woody, Vice President, Global Indirect Sourcing, Technicolor Andy Murray, Head of Technical Procurement, Nestlé North America	**PANEL: Creating a Procurement Center of Excellence** Monica McAndrew, Director, Strategic Procurement Services, Deloitte Services LP Kelly Mathis, Manager, Sourcing Center of Excellence, Intuit Molly Nystuen, Senior Sourcing Manager, Global Indirect Operations, General Mills	
3:00	**How CSR/Sustainability Will Impact Procurement's Role in the Coming 5 Years** Pierre Thaler, Co-CEO, EcoVadis	**Three Ways To Increase Savings and Operational Efficiencies Within Your Indirect Spend** Eric J. Hofer, Director of Sales & Account Management for North America, HRS Global Hotel Solutions	**Innovation Spotlight (x2)** Rapid-fire presentations from our cutting-edge solution providers. If you have a solution to spotlight, please contact Meg McNeel at meg.mcneel@wbresearch.com or 646-200-7470.	
3:20	**Networking Break**			

Day 2 Continued

4:00

INTERACTIVE CASE STUDY: How to Create a Simple and Effective Category Strategy

Nicole Cefalu Tuttle, Director, Global Procurement, **eBay**

PANEL: Hitting Targets Without Asking Suppliers for Price Reductions

Jeff Devon, VP - Indirect Procurement, **Hewlett Packard Enterprise**

Kerry A. Welland, Senior Director, Head Strategic Sourcing & Procurement, **ZipRecruiter**

Anup Pillay, VP - Indirect Procurement, **The Coca-Cola Company**

PANEL: Sharpening the Effectiveness of Your Spend Analysis and Infrastructure Support Tools

Teresa O'Brien, Director of Indirect Purchasing and Operations, **Intuitive Surgical**

Fannie Boulanger, Sr. Director, Global Procurement, **Yahoo Inc.**

Dave Gallaer, VP, Head of Procurement, Americas, **Royal Bank of Scotland**

SESSION 4: Free Flow

CPO Network Wine Tasting
Hosted by **Xeeva**



4:40

CASE STUDY: Performance-Based Transformation Through Stakeholder Collaboration

Tony Sabulski, Senior Director, Indirect Materials, **Grupo Bimbo**

CASE STUDY: New Perspectives on BPO Management

Natasha Gurevich, Senior Director, Enterprise Sourcing, **McKesson**

CASE STUDY: Applying Lean Principles in Indirect Procurement To Create New Efficiencies and Realize Savings

Taran Hay, Sr. Director, Sourcing & Co-Manufacturing, **E. & J. Gallo Winery**

5:00

Interactive Roundtable Discussions

TABLE 1 **Harnessing the Purchasing Power of Aggregation**
Hosted by: **Tripp Cates,** Director, Sales, **CoreTrust**

TABLE 2 **The Uber-ization of Supplier Enablement**
Hosted by: **Gabe Perez,** VP of Strategy & Market Development, **Coupa Software**

TABLE 3 **Sourcing Startup and Disruptive Suppliers**
Hosted by: **George Kattner,** Vice President, Global Indirect Procurement, **Ecolab**

TABLE 4 Hosted by: **Agile-1**

TABLE 5 **Procurement's New Mission Beyond Savings: Agility.**
Hosted by: **Christian Lanng,** CEO, **TradeShift**

TABLE 6 **MRO**
Hosted by: **Doug Gerard,** Corporate Manager, Global Indirect Sourcing, **SPX Corp.**

TABLE 7 **Mastering the Art of Managing Sole Sources**
Hosted by: **Kristin Gallagher,** Director, Global Sourcing and Procurement, **Russell Investments**

Additional roundtable topics TBD

If you are interested in hosting a roundtable, contact Meg McNeel at meg.mcneel@wbresearch.com or 646-200-7470.

6:00

Wild West Casino Night Reception at Mummy Mountain

Hosted by **Coupa**

CPO NETWORK

ProcureCon CPO NETWORK

Tuesday, September 20, 2016

Limited to 30 CPOs & Global Heads of Indirect with $1B+ in spend.

The CPO Network's mission is to develop a strategic agenda for the evolving role of the chief procurement officer. In today's world of rapid change, the success of a CPO is measured not just by cost savings, but by creating value and becoming a strategic member of the management team. Chief procurement officers and the most senior procurement executives of the world's largest corporations are invited to spend one day during ProcureCon Indirect West to deliberate vital issues that impact procurement leaders and their companies – learnings regarding senior executive alignment, building top-top relationships with key suppliers, and preparing for your next role beyond the CPO.

9:20-10:30

Session 1: Laying the Foundation for Success: Learnings Regarding Senior Executive Alignment

Thomas Nash, Chief Procurement Officer, **American Red Cross**

11:10-12:30

Session 2: Building Top-Top Relationships with Key Suppliers

Joseph Burke, SVP Global Sourcing, **21st Century Fox**

2:00-3:20

Session 3: What's Next? Building a Career Path Beyond CPO

Alex Brown, Chief Procurement Officer, **GLOBALFOUNDRIES**

4:00-5:00

Session 4: Free Flow CPO Wine Tasting

Wine Tasting Hosted by **Xeeva**



Wednesday, September 21, 2016

DAY 3: TALENT: LEADERSHIP, MANAGEMENT & DEVELOPMENT

For full session details, please visit www.procureconindirect.com/agenda.

7:45 **Registration and Breakfast**

8:30 **Welcome**

Frank Musero, Executive Director, **ProcureCon Events**

8:35 **Opening Remarks**

An executive from **Carlson Wagonlit Travel**

8:45 **PRESENTATION: Talent Development**

Joel Huntington, Senior Vice President, Procurement Services Group Manager, **Zions Bancorporation**

9:05 **KEYNOTE PRESENTATION: Preparing the Next Generation of Negotiators**

There is a wealth of Millennial talent waiting to be hired by your organization. So, when they come on board, are you ready to train them to negotiate effectively on behalf of your organization? Past generations learned "on the job in a trial by fire approach" to negotiate deals. That approach is no longer good enough for one very important reason: most B2B deals are much more complex than ever before. Therefore, your organization simply cannot afford to allow a generation of workers to sink or swim. It's time for organizations to re-think negotiation skills training, from design to delivery to content that will leverage Millennials' natural collaborative work styles. Negotiation expert Jeanette Nyden will outline key considerations for preparing the next generation of negotiators at your organization, including:

- Why context is so important to their learning
- How to use assessments to ensure success
- What to consider when developing a continuous learning environment
- The importance of graduated learning objectives
- How to leverage Millennial's innate collaborative negotiation style

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

9:45 **PRESENTATION: Developing Skillsets Needed for Your Next Job**

Joanna Martinez, former CPO, **Cushman & Wakefield**

10:05 **Bringing Flex to Your Outsourcing Model**

Kurt Meiers, Vice President, Strategic Sourcing, **SDI**







Day 3 Continued

10:25 **PRESENTATION: What Does the CPO of Tomorrow Look Like?**
Mel Ohl, Vice President Global Procurement, **Pitney Bowes**

10:55 **Networking Break and Final Visit to the Solutions Zone**

11:25 **PANEL: Building a Successful Multigenerational Procurement Team**
Moderator:
An executive from **Carlson Wagonlit Travel**
Panelists:
Michael Cygan, Director, Indirect Procurement, **True Value Company**
Rudy Batts, Director of Procurement, **ZenDesk**
Michael Perry, Manager, Indirect Procurement, **The Scotts Miracle-Gro Company**
Teresa O'Brien, Director of Indirect Purchasing and Operations, **Intuitive Surgical**

12:05 **Total Collaboration Management**
April Bridgeman, Managing Director, **Advito**

12:25 **Talent Management Small Group Discussions (Choose 1)**
TOPIC 1: Effective Retention and Reward Structures
TOPIC 2: Building a Well-Aligned and High-Functioning Team
Hosted by: **Keith Woody,** Vice President, Global Indirect Sourcing, **Technicolor**
TOPIC 3: Overcoming Talent Shortages—Best Practices for Doing More with Less
Hosted by: **Kristin Gallagher,** Director, Global Sourcing and Procurement, **Russell Investments**
TOPIC 4: Mentoring Program Best Practices
Hosted by: **Tony Benedict,** Vice President, Procurement & Supply Chain, **HonorHealth**
TOPIC 5: Working with Universities to Develop Curriculum Aligned with Real World Expectations

12:55 **PRESENTATION: Managing a Global Workforce**
Lawrence Fox, Chief Procurement Officer, **Thales USA & Avionics In-Flight Entertainment**

1:25 **Networking Lunch**

2:30 **Conference Concludes**







AN ACTIVE LINKEDIN COMMUNITY:

Take part in discussions in the ProcureCon LinkedIn Group with your fellow attendees, procurement practitioners and leading service providers. The group is actively monitored, and we promise no SPAM.



ORIGINAL CONTENT:

Gain insight into cutting-edge trends, and learn how you stack up against your peers through downloadable whitepapers and quarterly benchmarking studies, compiled by the ProcureCon Digital Team.





WOMEN IN PROCUREMENT NETWORK:

The ever-popular ProcureCon Women in Procurement Breakfast has expanded to all ProcureCon events, and even now has its own dedicated LinkedIn Group to stay connected between events. Stay tuned for more exciting things planned for the Women in Procurement Network.



PROCURECON WEBINARS:

Find new solutions for your daily challenges and uncover new opportunities for extracting value from your sourcing programs outside the events by taking part in the periodic webinars that are scheduled between events.

BE A PART OF SOMETHING BIGGER

Here are all the ways ProcureCon makes it easy to stay connected to the pulse of procurement all year round.

ProcureCon Events: The ProcureCon event series consists of 8 senior-level conferences scheduled throughout the year to enable you, your team, and your colleagues to learn and network.

ProcureCon INDIRECT West

ProcureCon INDIRECT East

ProcureCon CANADA

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VENUE

For 2016 PIW moves to a new venue, The JW Marriott Camelback Inn Resort & Spa, and it's simply incredible. Imagine equal parts spa retreat and outdoor enthusiast's playground. It's the perfect setting for the games, giveaways, and great receptions you'll remember all year.

Venue

JW Marriott Camelback Inn Resort & Spa
5402 East Lincoln Drive
Scottsdale, AZ 85253
www.marriott.com/hotels/travel/phxcb-jw-marriott-scottsdale-camelback-inn-resort-and-spa/
480-948-1700

> I have been attending ProcureCon since 2007, the amount of information and idea sharing that goes on at these events is amazing. Another important part of ProcureCon is the opportunity to network with other procurement professionals facing the same challenges we all encounter. Being able to contact and discuss these challenges with procurement professional long after the event ends is priceless.
>
> **Randall C. Clark, Senior Purchasing Project Manager, Volvo Trucks**

Rate

$199 (plus tax)
Group Rate Expires: **Monday, August 29, 2016**

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THE SOLUTIONS ZONE

This is your opportunity to 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.

Interested in showcasing your product or service? Benefits of sponsorship include:

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

For more details on how you can showcase your solution, contact Meg McNeel at meg.mcneel@wbresearch.com or 646-200-7470.

SPONSORS

Agile1

Agile1 consultative approach reduces costs for our customers by delivering direct and indirect program savings, risk mitigation, vendor management and industry best practices. By combining innovative talent procurement technologies with experienced professionals, we maximize the value of our customerís workforce, while decreasing the liability and overhead associated with human capital management. Our award-winning suite of solutions can manage all, or part, of your contingent or direct hire workforce by providing technology and service modules that can be added as your needs and requirements change.

Adtivo

Advito is the travel industry's most progressive consultancy, enabling procurement leaders to modernize their approach to managing the travel and meetings spend category. Led by a unique team of multi-disciplinary experts and thought leaders, we work with both clients and suppliers to push the boundaries of traditional air and hotel sourcing and strategic meetings management for higher program returns. We provide advisory, procurement and outsourcing services in the area of corporate travel sourcing, expense and meetings management, along with RFP development and management; benchmarking and vendor management services. We minimize our clients' travel spend and maximize their travel program value in a data-rich, consumer empowered world. Headquartered in Chicago, Advito operates in key business markets around the world. For more information, visit www.advito.com

BidEnergy

BidEnergy is an innovative cloud based technology that simplifies how organisations source and manage their energy spend. Our technology platform automates the source to pay process, including: online bidding, automated bill validation and payment processing. Published benefits of moving from a traditional manual approach to our cloud based technology platform include:

- reducing the go to market time from months to days
- reducing the bill processing and accounts payable time from days to minutes
- reducing energy costs across the portfolio by over 12% compared to a traditional tendering approach
- over 50% reduction in the internal and external cost to manage the energy category

Charterhouse

Charterhouse is a leading Marketing Services Production company. We think globally but understand and deliver strategic solutions locally. We connect through our professional likeminded marketing professionals usually on-site within our host clients marketing organization. Our dedicated teams are empowered by proprietary technology to offer solutions across our global locations and through many media channels on behalf of the worldsí leading brands.

Charterhouse works closely with clients to truly understand their goals to deliver cost-effective, sustainable and innovative production solutions. Our key services are Print Management, Data Management, Online Digital execution, Merchandise, Creative Services and Point of Sale Insight.

For more information on Charterhouse please visit our website www.charterhouseproduction.com

CoreTrust

CoreTrust (www.coretrustpg.com) serves an exclusive membership of select private equity firms and Fortune 1000 companies. A division of HealthTrustóthe healthcare industry's leading group purchasing organization CoreTrust leverages its purchasing volume along with that of HealthTrust members to achieve market-leading pricing for a portfolio of contracts in more than 50 indirect spend categories. This unique and highly-compliant business model affords most members double-digit savings across all categories.

Coupa Software

Coupa Software is the leading provider of cloud-based financial applications. More than 500 customers in over 40 countries, including Sanofi, Salesforce.com, BNP Paribas North America, NEC, Royal Bank of Canada, Swiss Re, and Highmark Health use the Coupa suite of financial applications to support business agility and reduce costs. Coupa provides a suite of true cloud applications for finance, including accounts payable, sourcing, procurement and expense management, that allows customers to realize a return on their investment within a few months and savings that continually impact the bottom line. Learn more at www.coupa.com. Read more on the Coupa Blog or follow @Coupa on Twitter.

CWT

CWT is a global leader specialized in managing business travel and meetings and events. CWT serves companies, government institutions and non-governmental organizations of all sizes in more than 150 countries and territories. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service, security and sustainability. The company is also committed to providing best-in-class service and assistance to travelers. In 2013, sales volume for wholly owned operations and joint ventures totaled US$26.9 billion. As part of its commitment to responsible business, CWT is a signatory of the United Nations Global Compact Ten Principles. For more information about CWT, please visit our global website at www.carlsonwagonlit.com. Follow us on Twitter @CarlsonWagonlit and @CWTAmericas.

EcoVadis

EcoVadis is the first collaborative platform providing sustainability ratings and performance improvement tools for global supply chains. EcoVadis' easy-to-use CSR/ESG scorecards help companies to monitor suppliers' environmental, ethical, and social practices across 150 purchasing categories and 110 countries.

Over 130 industry leaders such as Verizon, Merck, Coca Cola Enterprises, Heineken, Johnson & Johnson, Renault-Nissan, ING Bank, and Nokia use EcoVadis to reduce risk, drive innovation and foster transparency and trust among over 25,000 trading partners.

EdgeVerve Systems

EdgeVerve Systems, a wholly owned subsidiary of Infosys, develops innovative software products and offers them on-premise or as cloud-hosted business platforms. Our products help businesses develop deeper connections with stakeholders, power continuous innovation and accelerate growth in the digital world. We power our clientsí growth in rapidly evolving areas like banking, digital marketing, interactive commerce, distributive trade, credit servicing, customer service and enterprise buying.

ProcureEdge is a next-generation procurement platform that helps organizations realize rapid, measurable and sustainable procurement savings. Its Procurement Cloud module enables requisition of simple and complex goods and services through multiple buying channels; and its Procurement Insights module transforms data from all sources into actionable intelligence.

HRS Global Hotel Solutions

Balance your goals of reducing costs and keeping your employees happy.

At HRS we understand the act of balancing enacting policies and procedures to reduce costs, yet managing a travel program that keeps your employees happy. Partner with HRS and we support you along the entire value chain for hotel procurement – from sourcing to analysis of travel patterns. You reduce your hotel costs while ensuring increased satisfaction for travelers.

IBISWorld

IBISWorld's Procurement Research Reports cover hundreds of indirect purchasing lines. IBISWorld's data and analysis help you engage and negotiate with suppliers and give you the credibility to work with internal stakeholders and executives so you can better control the sourcing process.

Innovatix

Innovatix is a supply chain solutions company committed to delivering more efficient operations and long-term cost savings to members. We are the leading group purchasing organization (GPO) serving the U.S. non-acute healthcare, education, and business communities. Our 30,000 members comprise pharmacies, senior living facilities, independent medical oncologists, and K–12 schools. The newest division, Innovatix Business & Industry, offers strategic supply chain solutions to financial, legal, and professional services firms; retailers; and independent businesses nationwide.

Innovatix is co-owned by GNYHA Ventures (the for-profit subsidiary of the Greater New York Hospital Association) and Premier, Inc. For more information, visit www.innovatix.com.

Insight Sourcing Group

Insight Sourcing Group is the premier management consulting firm focused exclusively on strategic sourcing and procurement-related services in North America.

Founded in 2002, the firm works with senior executives and procurement leaders to accelerate strategic sourcing savings, increase spend visibility, provide category intelligence, and implement procurement best practices. With hundreds of corporate and more than 50 private equity clients, Insight Sourcing Group has developed a reputation for delivering big impact. Typical client results include up to a 30% EBITDA improvement, 842% first-year return on investment, and project payback in less than 90 days.

Insight Sourcing Group has also developed a market-leading spend visibility technology called SpendHQô which provides on-demand spend visibility to drive strategic sourcing results & on-going analytics to measure performance and compliance.

Inc. Magazine has ranked Insight Sourcing Group among the fastest growing private companies in America every year since 2008, making Insight Sourcing Group one of the few firms to be listed seven years in a row. In 2014, Insight Sourcing Group was also recently named the #1 Boutique Consulting Firm in the US and the #2 Most Innovative Consulting Firm by Vault.com.

Rimini Street

Rimini Street is the leading independent provider of enterprise software support services. Our innovative, award-winning program enables Oracle and SAP licensees to save 50 percent on their annual support fees and up to 90 percent on overall support costs over a decade. Clients can remain on their current software release without any required upgrades for fifteen years or more while receiving ultra-response premium service including support for customizations at no extra cost. To learn more, please visit www.riministreet.com.

SAP Ariba

SAP Ariba is the world's business commerce network. SAP Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Learn more at: www.ariba.com

SAP Fieldglass

SAP Fieldglass provides the industryís leading cloud technology for services procurement and external workforce management. More than 400 global businesses leverage SAP Fieldglassí intuitive Vendor Management System (VMS) to gain visibility into its external labor, project-based services including Statements of Work (SOWs), independent contractors and additional flexible talent pools.

Seal Software

Seal Software is the leading provider of contract discovery, extraction and analytics solutions. Our technology enables companies, through a unique blend of standard and proprietary technologies, to effectively manage their entire contract portfolio by understanding exactly where their contracts are, and the terms, provisions, and data buried within them in order to maximize revenue opportunities, mitigate risk and reduce expenses.

Schneider Electric's Energy & Sustainability Services

Schneider Electric's Energy & Sustainability Services division addresses clients' diverse energy and sustainability management needs with tailored services and solutions. The energy experts within the division provide integrated solutions around the Energy Management Life Cycle, Schneider Electric's guided, strategic approach to comprehensive energy management. With an expanding global footprint, Energy & Sustainability Services includes a team of more than 2,000 energy professionals in offices around the globe.

SDI

By helping organizations understand how each link in their MRO supply chain impacts the entire enterprise, SDI helps them achieve year-over-year savings, enterprise-wide efficiencies and newfound control.

Using a custom suite of products, services and tools, SDIís platform coordinates, aligns and optimizes every step of the MRO indirect process.

Lower costs, smarter inventories and increased performance are all natural results from a more connected MRO supply chain.

To learn more visit sdi.com today.

Tradeshift

Tradeshift is a global supplier collaboration platform that connects buyers, suppliers, and all their processes. Tradeshift helps businesses of every size to run more efficiently, using cloud technology to improve processes like AP automation, procurement, supplier management and working capital optimization.

Businesses rely on Tradeshift to transform and digitize their supply chain relationships and processes. Tradeshift's open platform enables third parties to build business applications, which lets businesses respond to their growing business needs, now and in the future.

Learn more: www.tradeshift.com

Xeeva

Xeeva is driving the development and delivery of intelligent cloud procurement and financial solutions for indirect spend. With over 15 years' experience in procurement solutions, Xeeva's technology and value-add services improve productivity, reduce costs and increase operational efficiency.

The company's software suite includes Sourcing, Procure to Pay, Supplier Collaboration, Financial Collaboration and Extended Enterprise solutions and is used in over 40 countries and available in 18 languages.

Tangible value experienced by Xeeva's clients include competitive pricing on indirect products and services, increased employee productivity through automation and analytics or operational improvement through streamlined processes, compliance and better use of capital.

Learn more about Xeeva's focus on driving immediate and sustainable results for customers by visiting www.xeeva.com.

Zycus

Zycus, with more than 250 solution deployments among Global 1,000 clients, has been committed to aiding procurement's contribution to business performance for over 17 years. In the spirit of consistent and continued innovation, we have now evolved our portfolio to a full Source-to-Pay Suite comprising of Spend Analysis, e-Sourcing, Contract Management, Supplier Management, Project Management, Request Management, Procure-to-Pay and Financial Savings Management — to help procurement leaders drive increased profits and create even greater business advantages. To learn more, visit www.zycus.com.





MEDIA PARTNERS

The BayPay Forum

The BayPay Forum, a Silicon Valley-based international network composed of over 10,000 payment and commerce executives, entrepreneurs and investors from thousands of different companies, serves as a forum to connect members in identifying and understanding the emerging trends and innovations in the industry.

Buyers Meeting Point

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 ñ 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.

ISM-Arizona

ISM-Arizona is the Arizona affiliate of the Institute for Supply Managementô (ISM). ISMís mission is to lead the supply management profession through its standards of excellence, research, promotional activities, and education. ISMís membership base includes more than 45,000 supply management professionals with a network of domestic and international affiliated associations. ISM is a not-for-profit association that provides opportunities for the promotion of the profession and the expansion of professional skills and knowledge.

ISM-Arizona is a professional organization that represents over 200 members from companies all over central Arizona and students from Arizona State University. For more information, please visit www.ismaz.info.

My Purchasing Center

My Purchasing Center provides the essential information required by procurement professionals to keep their companies competitive in a dynamic global marketplace. My Purchasing Centerô reports news, pinpoints trends, interprets events and presents pricing and supply data through unique content developed by its editorial staff and strategic partnerships.

Supply & Demand Chain Executive

Supply & Demand Chain Executive is the executive's user manual for successful supply chain transformation, utilizing hardhitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at www.SDCExec.com.

SupplyChainBrain

SupplyChainBrain, the worldís 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 efficiencies. Supply Chain World is a convenient, authoritative benchmarking tool, helping forward-thinking supply chain leaders and their global teams to 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 compete in the 21st centuryís linked economy.

In every issue, Supply Chain Worldís 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.

The Logistics Institute

The Logistics Institute is Canadaís leading source of logistics training and certification. Its mission is to teach, develop and promote the science of logistics to the business community, and to encourage practitioners along logistics career paths. The Institute delivers skills and leadership training in classroom, online and THE HUB, a dynamic private social network dedicated to developing and sharing industry knowledge.

The Paypers

The Paypers (www.thepaypers.com) is the Netherlands-based leading independent source of news and intelligence for professionals in the global payment community. Our products are aimed at merchants, payment services providers, processors, financial institutions, start-ups, technology vendors and payment professionals and have a special focus on all major trends and developments in payments-related industries including online and mobile payments, online/mobile banking, cards, cross-border e-commerce, e-invoicing and SEPA. We are also keen on keeping our readership informed with regard to online fraud prevention innovations and the most significant trends in the digital identity space.





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Access to executives looking to buy your solutions!

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