



2017 Global Summit
Carlsbad, CA

Monday October 9		Tuesday October 10		Wednesday October 11	Thursday October 12
				Delegate Breakfast 7:30	Yoga 6:00 to 7:00 Delegate Breakfast 7:30
AM Events	SIG Working Council Meetings Open to All Delegates 9:00 to 10:00	Workshops 1 thru 3 10:30 to 11:45	CPO Program 10:30 to 3:30	Featured Session Creating that Aha Moment: Using Augmented Reality for Procurement Process Training Avasant, HCL, MUFG 8:00 to 9:00	Fireside Chat Raising Awareness of Supply Chain Risk through Convergence of Peer Data and AI Coupa 8:00 to 9:00
	Break 10:00 to 10:30			Break 9:00 to 9:30	Break 9:00 to 9:30
	SIG Working Council Meetings Open to All Delegates 10:30 to 11:30			Sessions 1 thru 4 9:30 to 10:20	Sessions 21 thru 24 9:30 to 10:20
				Break 10:20 to 10:35	Break 10:20 to 10:35
	Networking Lunch 11:45 am to 12:30 pm		Lunch / Featured Session Procurement: A New Platform for Change and Innovation Tradeshift 11:25 am to 1:00 pm	Lunch / Featured Session Economic Trends and Policy Making Dentons 11:25 am to 1:00 pm	
PM Events	Golf Tournament Lunch at 12:00 Golf Begins at 12:30 Pre-Registration Required	Sourcing Lab Statement of Work Principles and Practices 1:00 to 4:00 Open to All Delegates	Workshops 4 thru 6 12:45 to 2:00	Sessions 9 thru 12 1:15 to 2:05	Sessions 29 thru 31 1:15 to 2:05
			Break 2:00 to 2:15	Break 2:05 to 2:20	Break 2:05 to 2:20
			Workshops 7 thru 9 2:15 to 3:30	Sessions 13 thru 16 2:20 to 3:10	Sessions 32 thru 34 2:20 to 3:10
			Break 3:30 to 3:45	Break 3:10 to 3:40	Break 3:10 to 3:40
			Speed Networking and Taste of Provider Snacks and Prizes 3:45 to 5:15	Sessions 17 thru 20 3:40 to 4:30	From Theory to Practice: How GuideWell Implemented Sourcing Business Model Theory to Drive Better Sourcing Initiatives GuideWell & University of Tennessee 3:40 to 4:30
			Break	Break	Break
	Early Registration 6:00 to 8:00	Opening Night Celebration 7:30 to 9:30	Night of Cards: Sports Bar and Games 7:00 Drinks & Dinner	Dinner & Networking 7:00 Drinks & Dinner	

More Details and Registration at: sig.org/summits

List of Breakout Sessions

Subject to change (many more sessions coming in the next few weeks)

How Microsoft is Embracing Digital Transformation in Procurement

Microsoft

Starting with the user in mind, Microsoft is automating and improving the procurement experience - delighting internal customers and providing greater agility to the business. In this session, the presenters will discuss how they are leveraging new tools and technologies, including robotic process automation, machine learning and machine intelligence to predictively and proactively support procurement customers. The goal: to know what procurement customers need to do before they need to do it - and use that knowledge to engage early and achieve the best possible procurement outcome for the business.

You will learn:

- About Microsoft Procurement and our simplification journey
- How Microsoft thinks about digital transformation

Creating Value and Achieving Internal Alignment with Contract Compliance Audits

The Coca-Cola Company | SC&H Group

While contract compliance audits are an effective tool to mitigate financial losses, there are multiple benefits beyond recoveries of past overcharges, including increased transparency/accountability, enhanced processes, improved communication and stronger contract language. In order to fully maximize these benefits, it is critical to achieve organizational alignment among all the appropriate stakeholders, including those outside of procurement and the business. Attendees will gain insights on the true value of a contract compliance program, actions to take to promote organizational alignment and essential components of successful, sustainable projects.

You will learn:

- The value and benefits of an audit program beyond cost savings
- Why transparency, trust, and teamwork are essential components of a successful, sustainable compliance strategy
- Key takeaways on achieving organizational alignment and the stakeholders required to optimize a contract compliance audit program

Executing the Technical Procurement Roadmap to Drive Nova Chemicals' Acquisition Strategy

Nova Chemicals | The Hackett Group

Attendees will come away from the session energized by the passion, vision, and enthusiasm that comes from seeing how a global chemical company benchmarked its Technical Procurement organization against peers and world-class companies and used it to create a strategic advantage. In this session, we will share how Nova Chemicals used a fact-based approach to build its roadmap and, more importantly, execute a series of fast-paced initiatives focused on delivering five core

capabilities: category management, contract management, procurement management, procurement operations and procurement development. In doing so, Nova quickly established a global Technical Procurement organization that embodied five critical attributes: (integrated, flexible, scalable, stakeholder-centric, and technology-driven) which allowed them to effectively acquire additional capacity over the course of the year, ultimately adding 50% to their overall manufacturing capacity.

You will learn:

- How to use benchmarks to build a procurement roadmap
- How to use strategic initiatives to build procurement competencies
- How to institutionalize critical organization attributes to enable growth
- How to effectively integrate an acquired Sourcing and Procurement team

A Transformational Roadmap for Every Category Manager

Dow Corning | Denali - A WNS Company

Corning's Global Category Management team has gone through a significant shift within the past year. The team transformed from a fragmented group into a globally-centralized "Category Management" Shared Services Center of Excellence (CoE). This cohesive team of more than 20 category managers operates with a unified approach and framework to deliver lasting value to the organization.

You will learn:

- How to develop and implement a centralized approach, toolkit and governance structure for category management globally
- How to train and upskill existing team members to adapt to the escalating demands of the business within their categories
- How to transition and recruit for the new organization
- How to build a case for investment in the shared services model

Value Beyond Cost-Savings: Is it Real? How Do We find it?

Vantage Partners

We all know how to deliver cost savings; in most cases, getting it requires leveraging our spend or pushing for some process improvement, which often erodes our suppliers' margins. The more mature the relationship, the more such strategies result in diminishing marginal returns. As the business challenges us now to deliver "value beyond cost-savings," many are asking whether that's even a real thing, and if it is, where and how to find it? In this session, Vantage Partners will share a systematic approach to finding or creating that additional value, in a way that is repeatable and sustainable, and some skills and methods to assist in the effort.

You will learn:

- The principal sources and types of "value beyond cost savings"
- Useful techniques for exploring such opportunities

- Stakeholder challenges to realizing added value
- Useful techniques to help overcome those challenges

Analytics: The Key to Unlocking Sourcing Success

PwC

In this session, attendees will receive an overview of a variety of analytical tools that can be used by a sourcing organization to manage suppliers, sourcing initiatives, teams and categories. We will focus on the output, allowing organizations to adopt these tools easily using their own data sources. The session will provide tools that can be used by Procurement leadership, and tools that can be used by "sourcerers" (category managers) to manage categories and suppliers.

You will learn:

- How to graphically depict opportunities, categories, supplier performance and more
- About tools category managers can use to manage suppliers and categories
- About tools that can be used by leadership to manage a sourcing team effectively

King-Sized: Innovative Ways to Deliver a 50% Reduction in Indirect Spend

Serta Simmons Bedding | Ivalua

Indirect spend offers a king-sized untapped opportunity for manufacturing and non-manufacturing companies to dramatically cut costs, reduce maverick spend, rationalize suppliers and streamline procurement processes. Procurement leaders who adopt holistic and innovative approaches to managing indirect spend can deliver up to 50% reduction on indirect spend to their business all while creating a competitive advantage. Further, procurement leaders can deliver value beyond savings by improving control, lowering risk, conserving cash, enabling agility and facilitating innovation.

You will learn:

- Innovative and holistic approaches to reduce indirect spend
- How to deliver value beyond savings for your organization
- How to sustain savings and value delivery over the long term

Identify and Manage Third Party Vendor Risks: Using Automation to Increase Visibility

Westfield Insurance | Opus

Despite rumors that the new U.S. Presidential Administration is relaxing the Dodd-Frank Regulations, some local and state regulators, like the Department of Financial Services (DFS) in the state of New York are lined up to pick up where the Feds leave off. The DFS of NY not only continues their commitment to regulate third party management in financial services, but also is focused on the information security risk of third parties. To manage all third party risk begins with an enterprise-wide third party risk management program. Join Westfield Insurance and Opus as they discuss Westfield's business need and regulatory obligation to consistently assess and manage the risk and performance of vendor relationships.

You will learn:

- Which relationships need to be included in your program
- How to redesign your program to satisfy the regulators
- About the changes Westfield implemented and how they have been received

Supplier Enablement: An Authentic Look At What It Takes

Capital One | Coupa

Catalog enablement, e-invoicing, supplier collaboration are common value levers you pursue in your S2P implementation, but is it really possible to significant supplier adoption? Come hear real-life success stories of companies that have enabled all required catalogs and achieved over 80% e-invoicing in less than 6 months. This session is meant to inspire you toward what is possible, and be an authentic conversation on the effort required to get there. We will hear from customers that have been successful for years, and customers that are newly successful.

Cut Your Contract Processing Time In Half

Hilton Worldwide | SpringCM

"The process of contract approval is my favorite part of the job"-said no one, ever. This session will trace a contract through the past, present and future of contract processing, focusing on current-state opportunities and pitfalls with an eye toward exciting technologies on the horizon that will continue to transform the industry. After this session, attendees should have a detailed understand of the opportunities to use technology to automate and improve business processes, making their people far more effective.

You will learn:

- Pitfalls and solutions for contract processing automation
- Recipes for optimization you can execute quickly
- Breakthroughs that allow non-technical users to automate workflow
- Perspective on emerging technologies including Artificial Intelligence, Blockchain, and Predictive Analytics

Cognitive Analytics: How AI Can Help Make Sense of Big Data

IBM

According to John Naisbitt, author of Megatrends: Ten New Directions Transforming Our Lives, "We have for the first time an economy based on a key resource (Information) that is not only renewable, but self-generating. Running out of it is not a problem, but drowning in it is." Every business is looking to gain insights from their data as a source of competitive advantage, but turning Big Data into actionable insights requires a new approach - one that condenses data from multiple sources while reducing uncertainty through context. Join this session to learn how a cognitive system can address these challenges.

You will learn:

- That the challenge of understanding Big Data resides in its inherent uncertainty
- That unlike programmable systems, cognitive systems mimic how human beings think

- How a cognitive system can provide unprecedented levels of insight into vast bodies of information
- How understanding Big Data requires a holistic approach which includes people and processes

Getting Procurement a Seat at the Digital Transformation Table

CI&T / J&J Design / Zemoga

Very few organizations have procurement professionals as part of the decision-making process during the implementation of Digital Transformation. While it is expected that initial experiments run directly under the supervision of senior business executives, as the transformation matures and scales it could certainly benefit from the experience of the procurement professionals. In this session, we will share ideas and strategies to help procurement professionals collaborate with their business counterparts. We will demonstrate, through real world examples, how they can bring value to this critically important transformation process.

You will learn:

- Which deciding factors are driving Digital Transformation sourcing
- What the main characteristics are of a mature digital process
- How Procurement can add value in the decision process
- Ideas to engage your business counterparts

Services Procurement is Going Mainstream: How to Add SOW Spend to Your Contingent Workforce Program

CareFirst / Farmers / Beeline

According to most estimates, Statement of Work-based services are the largest part of many companies extended workforce, yet these services often fall outside their Contingent Workforce (CWM) program. Now all that is changing. Companies that move Services Procurement (also referred to as SOW) spend into their CWM program are seeing a variety of benefits, including better control, regulatory compliance, workforce optimization and more. In this session, two leading companies will show how they successfully incorporated Services Procurement into their Contingent Workforce programs and the value they have received for doing so.

You will learn:

- Why SOW-based projects belong in a CWM program
- Which aspects of Services Procurement management are most vital
- How a VMS can simplify Services Procurement management
- How to get started with project management now, and add SOW negotiation and competitive bidding later
- How to build the best business case for Services Procurement management

Talent Advisory Services: Helping Organizations Help Themselves

Citrix | KellyOCG

The traditional paradigm of a Contingent Labor Managed Service Provider program is that it is a fully outsourced solution. But what if an organization wants to retain management control? How could they engineer and then self-manage a solution that delivers an equivalent level of visibility, control and good process practice? In this session attendees will hear a case study of how Citrix and KellyOCG successfully stood up an internally managed talent acquisition program and fully incorporated all external good practices, from need definition, to supplier engagement, to delivery to optimization.

You will learn:

- The planning considerations that underpin success
- The practical timetable for action
- The best way to ensure internal engagement
- The KPIs that matter most

Leveraging Market Intelligence to Maximize your Sourcing Results

Discover Financial Services | IBISWorld

Sourcing and procurement organizations are no longer tactical and reactive - and proper application of market intelligence can help transform a tactical team to a strategic team, or strengthen the results of your category-managed team. In this session, learn strategies for using market intelligence beyond price benchmarks and cost reductions to optimize supply chains, interpret regional and national nuances to products and services and anticipate changes in the industry. "Market intelligence" is commonly referred to in sourcing, procurement and category management, but is your team leveraging it?

You will learn:

- About cost benchmarks - what else is there?
- How to become a go-to consultant to your business partners
- A real-world example of applications in a sourcing initiative
- How to enhance requirements with market intelligence

Two for One: Partnering with Marketing and Advancing Your S2P Agenda

Canon Business Process Services

Today the CMO rivals IT and Operations in terms of technology and operational spend. In some industries, the marketing spend can be 25% of revenue or more. Even with such a high cost profile, marketing has largely escaped the Source-to-Pay (S2P) efforts. That is changing. Partnering with marketing to help control marketing spend can lead to significant cost avoidance or reduction. However, engaging with marketing, analyzing the marketing spend, and getting your arms around it requires understanding the marketing function. This session will be presented by a marketer who has embraced and rejected sourcing assistance. This workshop will discuss what marketing does, how it

works, the spend categories where sourcing help is welcomed or not and the assistance marketing needs from sourcing.

You will learn:

- The marketing process and its cost categories
- The CMO agenda, challenges and trends
- How the rise of digital marketing is changing the marketing cost structure and categories
- Strategies for partnering with marketing to align sourcing with marketing efforts

Next Generation Risk Mitigation through Business Intelligence (BI) for Services Procurement Spend Brightfield Strategies | Allegis Global Solutions

Artificial Intelligence is becoming a ubiquitous term in the business world. Almost everywhere you turn, you read about new developments and how they impact the sourcing world. In this session, our thought leaders will present the latest thinking on how to empower your teams with previously untapped data by leveraging innovative natural language processing and machine learning capabilities.

You will learn:

- A modern approach to mitigate risk through Business Intelligence (BI) for Services Procurement spend
- Insights into how to deliver transformational data intelligence for Services Procurement across the globe for your business
- Best practices in how to use data and analytics to optimize your external workforce across all talent sources to get work done

Digitization's Impact on Supply Chain Contracting

TBA | Baker & McKenzie

Digitization is impacting the supply chain in extraordinary ways. Are you ready? Baker McKenzie will present the results of its' survey on the global impact that Digitization has had on the supply chain contracting process, from requirements gathering through vendor qualification, selection, negotiation and enforcement. Based on your answers to questions regarding the impact that emerging technologies such as cloud, machine learning, internet of things and data analytics have had on supply chain contracting, we will explore how enterprises are using these technologies for innovation and will consider the legal issues they raise. How does your organization measure up against the competition? What are companies like yours actually doing with these technologies and what is still on the horizon? Join this session to find out.

You will learn:

- How digitization is impacting contracting processes
- How comparable enterprises are using emerging technologies
- The key legal issues to consider with respect to such technologies
- The differences to consider from a global perspective

Want to be Ready for Big Data? Make Sure to Control Small Data First!

TBA | SynerTrade

In a 2016 Oliver Wyman/SIG benchmarking study about data quality, 60% of the organizations surveyed self-reported that they were bad at managing small data. Contributing factors to this issue included mergers and acquisitions or decentralized structures, which inhibit data transparency and prevent companies from using levers like data bundling to improve purchasing output. Using case studies, we will demonstrate a reliable way to produce clear, accurate and dependable data as a basis for making strategic decisions, and will specifically explain the algorithms and rules-based approach (with no fuzzy logic) to clean more than 99% of data.

You will learn:

- Why most organizations struggle in small data quality
- About potential solutions for producing reliable and clean data
- Why it is more important to clean "Small Data" before tackling the issue of "Big Data"

Extending your Contingent Workforce with Direct Sourcing, Talent Communities, and Online Talent Marketplaces

Panel TBA | TalentWave

In today's competitive talent market many organizations are looking for a solution to safely and cost-effectively engage their extended contingent workforce beyond the traditional staffing agency supply chain. This case study and panel discussion will be focused on how to deploy an enterprise-wide direct sourcing strategy centered around a talent community that includes both public and private talent clouds. The resulting talent community includes known contractors, alumni, retirees and "silver medalists." It also includes an extended network of talent suppliers such as public/private/subscribed talent clouds and small service providers wrapped in a compliant management and engagement layer, and operating within the existing contingent workforce managed program.

You will learn:

- Why the independent workforce is a vital component of the overall workforce, and an important component of your contingent workforce supply chain
- How direct sourcing is a fundamental enabling strategy for companies that want to win the war for talent
- How building your own talent community, which includes small service providers and talent cloud suppliers, is vital to success
- How to mitigate extended workforce supply chain risk and complexity by wrapping your program with a consistent compliance and engagement solution

Enabling Digital Innovation through Zero Cost Transformation

TBA | Avasant

Traditional sourcing and transformation approaches are being re-invented through innovation-driven strategic partnerships. With a Zero Cost Transformation approach, the upfront capital cost of executing on Digital and IT Transformation strategies can be eliminated or significantly reduced. Embedding a model like this in traditional sourcing transactions can radically shift the nature of the relationship and outcomes. Through a unique commercial and operational model, vendors can become strategic partners and make initial investments while being compensated through gain sharing on business benefits and successful outcomes. This session will address digital transformation trends, strategies and examples of what is being done by leading organizations.

You will learn:

- The latest trends in digital transformation
- An overview of the Zero Cost Transformation approach which can enable organizations to self-fund strategic transformation initiatives
- How to significantly reduce capital investment and enhance the ROI of transformation and innovation initiatives
- Success stories from organizations who have implemented these strategies

Transforming Outsourcing Agreements for AI, RPA and Big Data

TBA | Mayer Brown

Traditional outsourcing approaches replace employee labor with supplier labor, often offshore. Increasingly, however, suppliers are able to automate work using robotic process automation (RPA) and artificial intelligence (AI). These technologies result in dramatic changes to the cost model, and require all suppliers to produce and control new and highly valuable streams of big data. Traditional outsourcing contracts lack the protections that customers need with these new technologies, creating new risks even in existing contracts. However, customers have tremendous opportunities to use supplier tools to reduce cost, optimize performance and provide a wealth of new and valuable big data insights. This presentation will describe how to reduce those risks and capture those benefits.

You will learn:

- Why AI, RPA and big data are game changers for outsourcing
- What to ask for from outsourcing suppliers now
- How to identify and negotiate the new legal and contracting issues
- How to restructure, retrofit, re-price and renegotiate existing outsourcing arrangements for RPA, AI and big data

Sustainable Procurement: Best Practices and Tools to Drive Value

TBA | EcoVadis

Sustainable procurement is no longer a nice-to-have, it is a vital business function for protecting the company's reputation, mitigating risks and selecting the supply base that will endure for the future of

the business. But monitoring environmental, ethical and social/labor practices (the practice commonly known as "Corporate Social Responsibility" or CSR) of suppliers spread across the globe poses a big challenge. Unfortunately, auditing processes usually are not very scalable. This session will showcase a best practice example of how procurement executives can get a supply program off the ground to ensure that their company's supply network is secure, sustainable and competitive.

You will learn:

- Key drivers and challenges of sustainable procurement
- How to drive adoption and implement change - for buyers and suppliers
- How to select tools for CSR monitoring
- How to engage suppliers to drive lasting changes

Supplier Management 2.0: Best Practices for Generating Business Value

TBA | BravoSolution

Supplier Relationship Management (SRM) has been a hot topic for some years now, but technology is changing supplier management just as it is other areas of the procurement lifecycle. Even world class Supply Management organizations have to do something more to maintain their year-over-year contributions to the bottom line with the perfect Procurement storm of high demand, low supply and high market volatility brewing off of the coast. In this session, we will look at the latest thinking in the area of supplier management - not just the SRM around the most critical suppliers, but the wider picture. When we think about how we can achieve competitive advantage in our organizations, it is clear that suppliers must be at the heart of the matter.

You will learn:

- How an average Supply Management organization begins
- Why procurement organizations need real-time visibility into every interaction across their entire company
- How to confidently mitigate risk and improve compliance throughout the complete strategic procurement process
- What a "360 degree view" looks like for proactively monitoring every supplier relationship

Procurement in the GIG Economy

TBA | ProcureAbility

In this session, we will take a look at trends, forecasts and practices that leading procurement organizations are using to thrive in this new era of talent. ProcureAbility will share insights from their latest benchmarking study.

You will learn:

- About organizational models and building a culture with virtual employees
- How to apply crowdsourcing to the Procurement function
- About hybrid staffing approaches
- About automation and AI and their role in the organization of the future

The Future of Work: Understanding and Planning for Greater Ambitions

TBA | JLL

With geopolitical uncertainty, market and economic volatility, and an increasing focus on environmental and security risks (physical and cyber), a traditional approach to strategy, decision-making and operations is not sufficient. Executives in all leadership areas, especially procurement, must also focus on flexibility, diversification, resilience and finding real-time metrics so they can act and adapt quickly. In this session, JLL will share their recent Future of Work model, an agile and adaptable strategy platform for achieving ambitions in an ever-evolving business environment. The presenter will decode the interconnected dimensions of the model and related research and how they apply to fundamental strategic long term business planning.

You will learn:

- Five "Future of Work" Dimensions: Digital Drive, Continuous Innovation, Operational Excellence, Financial Performance and Human Experience
- Case study examples of change management on a reactive, active or proactive scale
- Blueprints for connecting these activities into overall corporate strategic planning

Artificial Intelligence: Changing the Landscape of Due Diligence and Monitoring

TBA | LexisNexis

Are you making the most of Artificial Intelligence (AI) and machine learning? AI techniques have become an essential part of technology and efficiency, but many companies are still behind the curve. Recent advancements in AI and machine learning have contributed to the growth of automation and both are changing the landscape of due diligence and the monitoring of third parties. In this session, you will be able to take a peek behind the curtain of automation and leave with some insights to help your organization embrace these technological advancements.

You will learn:

- How AI and machine learning are changing the landscape of due diligence and the monitoring of third parties
- How to maximize the efforts of existing resources
- How to use fuzzy algorithms to uncover blind spots
- How to incorporate machine learning to get to relevant results

Understanding and Building a Total Talent Ecosystem

TBA | PeopleFluent

Finding and replacing talent are two of the largest expenses for employers. Traditional approaches to talent acquisition can overlook available talent pools. Today's talent acquisition and management requires a combination of different sourcing, visualization, management and analytics tools. The question is: What tools do you need to meet the sourcing and workforce management requirements of your organization? This discussion will focus on the various software tools that comprise the talent

acquisition and management ecosystem along with the information you need to determine which tool is right for you.

You will learn:

- The definition of Total Talent
- The state of staffing
- Different sourcing avenues
- How to build your sourcing ecosystem

Leveraging Transparent Business Relationships to Build Resilient Supply Chains

Rapid Ratings

In challenging markets, cutting costs and managing budgets mean supply chain risk managers and procurement organizations must be efficient. They need to ensure that they are working with suppliers that can deliver high quality goods and services without exposing their company to reputational, revenue, business disruption and other risks. Additionally, weather events and telecommunication outages are almost impossible to predict, and cyber risk is always a threat. The common denominator relevant to all these risks, and the one that can be measured and predicted as a key performance indicator (KPI) is financial health. Financial health is a leading indicator of success or failure in many control areas, and financial risk evaluations should not be siloed or disconnected from other risk areas. Moreover, if done properly, financial health evaluations can become a vehicle for building transparent business relationships and resiliency within the supply chain.

A Practical Approach to Solving the GDPR Vendor Compliance Puzzle

AsheWorks

The European General Data Protection Regulation (GDPR) goes into effect on May 25, 2018 and covers U.S. companies in many instances. There is no ramp-up period and compliance is required on day one. A critical component of GDPR is establishing a meaningful vendor contracting and compliance process. GDPR is a game-changer for vendor compliance and penalties are substantial—up to 4% of a violating company's total global annual turnover or €20 million, whichever is higher. Sourcing, compliance and legal professionals accountable for vendor management must understand and take action on GDPR. Although it is complex, GDPR compliance is possible with a focus on practical, risk-based, action-driven solutions. This session will outline GDPR requirements and the tools needed to comply.

You will learn:

- How to determine whether GDPR applies to you and your vendors
- What GDPR requires for covered vendors, including vendor contracting, diligence and information security requirements
- How to risk-rate your vendors and use these ratings to prepare a practical approach to compliance
- The key elements of an Internal Action Plan for GDPR vendor compliance

A Contract Carol: Ghosts of Solicitations Past, Present, and Future

Los Angeles Dept. of Water & Power / Simplar Institute – Arizona State University

Have you ever wondered what grade you might receive on a solicitation document, or how good they really are? If you have ever struggled in creating more effective RFP solicitations you will want to attend this session. The Los Angeles Department of Water and Power (DWP) has undergone efforts to streamline, simplify and maximize their solicitation documents. Live the journey, from past, present and future, and learn how they used a solicitation 'report card' to measure the effectiveness of their documents. Understand the critical elements that they have incorporated to improve the effectiveness and efficiency of the procurement process. If you are involved with issuing solicitations or seeking innovative ideas to continuously improve your solicitation structure, this session is for you!

You will learn:

- The art of developing a great RFP
- How to assess your solicitation with an "RFP Report Card"
- How to identify low hanging fruit for any solicitation
- The importance and role of current conditions in the RFP

Drive Cost Savings by Utilizing a Mobile App for Product Comparison

The University of Vermont Health Network, Inc.

The University of Vermont Health Network engaged with a technology and negotiation company to develop a mobile device application for physicians to view comparable cardiac rhythm management (CRM) device costs and features. Physicians also reviewed weekly scorecards tracking their device utilization, and selected their products to be used in advance of the case, minimizing pressure from the vendor to bias selection at the time of implant. The tool drove utilization savings because physicians further informed their device selection by seeing and better understanding the pricing deltas among suppliers, product features and technology.

You will learn:

- How to implement a successful cost reduction and strategic supplier management strategy by using a mobile device application tool to drive utilization savings
- How to associate business unit end users with supply chain administrators so that users make value-based product selections

Coming soon! More Sessions!

Please visit www.sig.org/summits
for the most current schedule information and breakout session listings.