<table>
<thead>
<tr>
<th>Time</th>
<th>Monday October 15</th>
<th>Tuesday October 16</th>
<th>Wednesday October 17</th>
<th>Thursday October 18</th>
</tr>
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<tbody>
<tr>
<td>6:00 to 7:00</td>
<td>Yoga</td>
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<td>Yoga</td>
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<td>7:30</td>
<td>Delegate Breakfast</td>
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<tr>
<td>7:30</td>
<td>Featured Session</td>
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<tr>
<td>8:00 to 9:00</td>
<td>Fireside Chat</td>
<td>How Relevant Will Procurement Be in 2020?</td>
<td>Collaboration or Collusion: Defining the Boundaries for Buyer-Supplier Relationships</td>
<td></td>
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<tr>
<td>9:00 to 9:30</td>
<td>Break 9:00 to 9:30</td>
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<tr>
<td>9:30 to 10:20</td>
<td>Breakout Sessions &amp; How-To Labs</td>
<td>9:30 to 10:20</td>
<td>Breakout Sessions &amp; Future of Sourcing Talks 3:20 to 4:20</td>
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<tr>
<td>10:20 to 10:35</td>
<td>Breakout Sessions &amp; How-To Labs</td>
<td>10:35 to 11:25</td>
<td>Breakout Sessions &amp; How-To Labs 10:35 to 11:25</td>
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<tr>
<td>11:25 am to 12:55 pm</td>
<td>Networking Lunch</td>
<td>CPO Program 11:25 to 4:25</td>
<td>Lunch / Featured Session</td>
<td>Networking Lunch for All Delegates</td>
</tr>
<tr>
<td>2:15 to 3:05</td>
<td>Breakout Sessions &amp; How-To Labs 2:15 to 3:05</td>
<td>2:15 to 3:05 Break 3:05 to 3:20</td>
<td>Breakout Sessions 2:15 to 3:05</td>
<td>11:25 to 12:45</td>
</tr>
<tr>
<td>6:00 to 8:00</td>
<td>Executive Dinners</td>
<td>Dinner &amp; Networking 7:00</td>
<td>Future of Sourcing Awards Celebration Gala with Dinner &amp; Special Entertainment 6:30</td>
<td>Casual BBQ Dinner 6:00</td>
</tr>
</tbody>
</table>

More Details and Registration at: sig.org/summits
<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
</table>
| 1:00 to 5:00 | **SIG Innovation Accelerator Meetings**  
|           | Open to All Buy-side, Invitation-Only for Sell-side  
|           | Room TBA                                                                |
| 3:45 to 5:00 | **SIG Advisory Board Meeting**  
|           | Invitation Only  
|           | Room TBA                                                                |
| 4:00 to 6:00 | **Early Registration Reception - Check in to Summit**  
|           | **Photo Shoot for Professional Headshots**  
|           | Open to All Delegates  
|           | Room TBA                                                                |
| 6:00 to 8:00 | **Executive Dinners**  
|           | By Invitation Only  
|           | Room TBA                                                                |

More Details and Registration at: sig.org/summits
**Tuesday October 16**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>6:00</td>
<td>Yoga</td>
<td>Las Palmas Ballroom</td>
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<tr>
<td>7:00</td>
<td>Summit Registration / Professional Headshots</td>
<td>Pre-Function Foyer</td>
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<tr>
<td>7:30</td>
<td>Breakfast</td>
<td>Las Palmas Ballroom</td>
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<tr>
<td>7:40</td>
<td>Speed Networking and Provider Showcase / Snacks and Prizes</td>
<td>Pre-Function Foyer</td>
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<tr>
<td>8:00</td>
<td>AM Events</td>
<td>Fiesta Den B</td>
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<tr>
<td>8:30</td>
<td>Networking Lunch</td>
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<td>Fiesta Den B</td>
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<tr>
<td>10:20</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>10:20</td>
<td>Reducing Procurement Risk by Ensuring Preferred Supplier Adoption</td>
<td>Fiesta Salon 6</td>
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<tr>
<td>11:15</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>11:15</td>
<td>Feel the Brand: Sourcing Corporate Services for the Digital Age</td>
<td>Fiesta Salon 6</td>
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<tr>
<td>11:45</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>11:45</td>
<td>Sales Skills for Procurement Professionals</td>
<td>Fiesta Salon 3</td>
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<tr>
<td>12:00</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>12:00</td>
<td>Moving your Workforce Solution Towards a 'Strategic Business Asset'</td>
<td>Fiesta Salon 3</td>
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<tr>
<td>12:30</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>12:30</td>
<td>Procurement and Marketing: Maximizing Value Through Trust, Collaboration and Transparency</td>
<td>TBA / SC&amp;H Fiesta Salon 7</td>
</tr>
<tr>
<td>12:45</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>12:45</td>
<td>Feel the Brand: Sourcing Corporate Services for the Digital Age</td>
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<td>1:45</td>
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<td>1:45</td>
<td>Integrated VMS/MSP and &quot;Pure&quot; Vendor Neutrality: How a Self-Sourcing Strategy Saved $1.6 Million</td>
<td>CDK Global, LLC / PRO Unlimited Fiesta Salon 7</td>
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<tr>
<td>2:00</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>2:00</td>
<td>Session Content Under Development</td>
<td>Fiesta Salon 6</td>
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<tr>
<td>2:15</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>2:15</td>
<td>Driving Growth Through Collaboration</td>
<td>Fiesta Salon 7</td>
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<tr>
<td>2:30</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>2:30</td>
<td>The New ROI: Procurement's Return on Compliance (ROC)</td>
<td>Fiesta Salon 6</td>
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<tr>
<td>3:00</td>
<td>Breakout Session</td>
<td>Fiesta Den B</td>
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<tr>
<td>3:00</td>
<td>SIG's Future of Sourcing Award Talks</td>
<td>Fiesta Salon 3</td>
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<tr>
<td>3:00</td>
<td>SIG's Future of Sourcing Award Talks</td>
<td>Fiesta Salon 3</td>
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<tr>
<td>3:30</td>
<td>Speed Networking and Provider Showcase / Snacks and Prizes</td>
<td>Pre-Function Foyer</td>
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<td>4:00</td>
<td>Speed Networking and Provider Showcase / Snacks and Prizes</td>
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<td>4:30</td>
<td>Speed Networking and Provider Showcase / Snacks and Prizes</td>
<td>Pre-Function Foyer</td>
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<td>5:00</td>
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<td>Pre-Function Foyer</td>
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<tr>
<td>7:00</td>
<td>Dinner and Networking</td>
<td>Las Palmas Ballroom</td>
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<tr>
<td>8:00</td>
<td>Dinner and Networking</td>
<td>Las Palmas Ballroom</td>
</tr>
</tbody>
</table>

**Breakout Session and Future of Sourcing Award Talks Topic Categories**

- Breakout Session
- How-To Lab A, Part I
- How-To Lab B, Part I
- How-To Lab C, Part I
- How-To Lab D, Part I
- How-To Lab A, Part II
- How-To Lab B, Part II
- How-To Lab C, Part II
- How-To Lab D, Part II

**Future of Sourcing Award Talks**

- SIG’s Future of Sourcing Award Talks
- Join us for an hour of TED-style talks in which our Future of Sourcing Award finalists provide a quick overview of their award nominations.
<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>6:00</td>
<td>Yoga</td>
<td>Las Palmas Ballroom</td>
</tr>
<tr>
<td>7:00</td>
<td>Summit Registration Opens</td>
<td>Professional Headshots</td>
</tr>
<tr>
<td>7:30</td>
<td>Breakfast</td>
<td>Las Palmas Ballroom</td>
</tr>
</tbody>
</table>
| 8:00 to 9:00 | How Relevant Will Sourcing and Procurement Be in 2020?  
Capital One / Russell Investments / VSP Global  
Las Palmas Ballroom | |

**Breakout Session and Future of Sourcing Award Talks Topic Categories**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker(s)</th>
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</thead>
<tbody>
<tr>
<td>9:30 to 10:20</td>
<td>Preparing for and moving from a manual contingent workforce program to automation</td>
<td>Concentra / PeopleFluent</td>
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<tr>
<td></td>
<td>Blockchain in Procurement: What's Now, What's Next</td>
<td>NelsonHall</td>
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<tr>
<td></td>
<td>Work Smarter with Intelligent Procurement in the Digital Age</td>
<td>TBA / SAP Ariba</td>
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<tr>
<td></td>
<td>Session Content Under Development</td>
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<tr>
<td>10:20 to 10:35</td>
<td>Break</td>
<td></td>
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<tr>
<td>10:35 to 11:25</td>
<td>Improving Business Characteristics through Procurement</td>
<td>Honda / GEP</td>
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<tr>
<td></td>
<td>How to Successfully Pass a Compliance Audit</td>
<td>Farmers Insurance / Beeline</td>
</tr>
<tr>
<td></td>
<td>Session Content Under Development</td>
<td></td>
</tr>
</tbody>
</table>
| 11:25 am to 12:55 pm| Lunch & Featured Session  
Sourcing Unfiltered: An Uncensored CPO Panel Discussion | Las Palmas Ballroom |
| 12:55 to 1:45  | Case Study Presentation with Opus and a CPO To Be Announced                    | Fiesta Saloon 2          |
| 1:45 to 2:00  | How Relevant Will Sourcing and Procurement Be in 2020?  
Capital One / Russell Investments / VSP Global  
Las Palmas Ballroom | Fiesta Saloon 3 |
| 2:00 to 2:50  | The Robots are Coming: Sourcing Implications on Pricing, Contracting, and the Future | Buy-Side TBA / Everest Group |
| 2:50 to 3:20  | An Agile Procurement Workforce: Peer Discussion to Advance your Organization | Panel TBA / ProcureAbility |
| 3:20 to 4:10  | The Talent Forward MSP: A Fresh Approach in a Stagnant Market                 | TBA / Hays Talent Solutions |
| 4:10 to 4:25  | SIG’s Future of Sourcing Award Talks                                          |                          |
| 4:25 to 5:25  | Join us for an hour of Ted-style talks in which our Future of Sourcing Award finalists provide a quick overview of their award nominations. |                          |
| 6:30         | Future of Sourcing Awards Gala with Drinks, Dinner and Special Entertainment    | Las Palmas Ballroom |

**Events**

- **AM Events**
  - 9:30 to 10:20: Preparing for and moving from a manual contingent workforce program to automation  
  - Blockchain in Procurement: What's Now, What's Next  
  - Work Smarter with Intelligent Procurement in the Digital Age  
  - Session Content Under Development
  
- **Lunch & Featured Session**
  - Sourcing Unfiltered: An Uncensored CPO Panel Discussion

**Break**

- 10:35 to 11:25: Improving Business Characteristics through Procurement  
  - How to Successfully Pass a Compliance Audit  
  - Session Content Under Development
  
- **PM Events**
  - 12:55 to 1:45: Case Study Presentation with Opus and a CPO To Be Announced
  - How Relevant Will Sourcing and Procurement Be in 2020?  
  - The Robots are Coming: Sourcing Implications on Pricing, Contracting, and the Future
  - The Talent Forward MSP: A Fresh Approach in a Stagnant Market
  
- **Break**

- 4:10 to 4:25: SIG’s Future of Sourcing Award Talks
  - Join us for an hour of Ted-style talks in which our Future of Sourcing Award finalists provide a quick overview of their award nominations.

- **Break**

- 6:30: Future of Sourcing Awards Gala with Drinks, Dinner and Special Entertainment

**Future of Sourcing Award Talks Topic Categories**

- **Sourcing**
- **Outsourcing**
- **Third-Party Risk Management**
- **Talent Management**
- **Digital Disruption**
- **Governance & Compliance**
- **Performance Management**
- **Switchability**
## Thursday October 18

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
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</table>
| 7:00        | Summit Registration Opens | Professional Headshots  
              | Pre-Function Foyer                                                  |
| 7:30        | Breakfast                                                             |
| 8:00 to 9:00| Featured Session                                                     |
|             | Collaboration or Collusion: Defining the Boundaries for Buyer-Supplier Relationships  
              | Boeing / University of Tennessee / Morgan Lewis  
              | Las Palmas Ballroom                                                 |
| 9:30 to 10:00| Breakout Session and Future of Sourcing Award Talks Topic Categories |
|             | Sourcing  
              | Outsourcing  
              | Third Party Risk Management  
              | Talent Management  
              | Digital Disruption  
              | Governance & Compliance  
              | Performance Management  
              | Sustainability |
| 9:30 to 10:20| Breakout Session                                                     |
|             | The Winding Road Through Resource Utilization Strategies             |
|             | Florida Blue  
              | Fiesta Salon 2                                                       |
|             | Breakout Session                                                     |
|             | Our Journey to Trusted Advisor: The Path to Procurement Evolution at VSP Global  
              | VSP Global  
              | Fiesta Salon 3                                                       |
|             | Breakout Session                                                     |
| 10:20 to 10:35| Breakout Session                                                     |
|             | A Merging of Minds: Procurement and Business Operations All on One Team |
|             | Florida Blue  
              | Fiesta Salon 2                                                       |
| 10:35 to 11:25| Breakout Session                                                     |
|             | Session Content Under Development                                    |
|             | Moving from Strategic to Transformational Sourcing                   |
|             | Buy-side Fortune 500 Company                                         |
|             | Fiesta Salon 3                                                       |
| 11:25 am to 12:45 pm| Lunch and Networking - All Delegates Welcome  
              | Las Palmas Ballroom                                                  |
| 1:30        | Golf Tournament                                                       |
|             | Program Begins at 1:30                                               |
| 6:00        | Casual Bar-B-Que Dinner and Networking                               |
|             | Sunrise Terrace                                                       |
Collaboration or Collusion: Defining the Boundaries for Buyer-Supplier Relationships

Keynote session with Boeing, University of Tennessee and Morgan Lewis

Ever wonder if your highly collaborative relationship might be too collaborative and crossing the line? This panel will explore various perspectives and acceptable practices for highly collaborative relationships. Both buyers and suppliers will learn from a diverse panel how to use the right practices to build stronger and more collaborative teaming environments.

The panelists will discuss:

- Various collaboration efforts buyers and suppliers are using to create a more collaborative environment - both during the bidding process and post-contract
- Perspectives on what collaboration efforts might be seen as “crossing the line”
- The laws, regulations and resources you can turn to for guidance

How Relevant Will Sourcing and Procurement Be in 2020?

Keynote session with Capital One, Russell Investments and VSP Global

With back office functions being a rich target for automation and AI and internal business customers desiring more self-service, what will be the eventual impact to your procurement function at your company? Are you preparing for a different world?

The panelists will discuss:

- The projected impacts from new technologies to the way procurement work is accomplished today
- The tools and technologies we should be embracing
- How our organizations are embracing (or running from) the eventual changes
- Efforts to prepare our organizations to get through the change curve
- Effective ways to learn as an organization
- How our skills and expertise need to change
- How we can leverage this opportunity

**Sourcing Unfiltered: An Uncensored CPO Panel Discussion**
Keynote session with Florida Blue, Hearst Corporation, Honda & PwC (buy-side)

Have you ever wondered how a CPO is wired? Have you tried to envision how they prioritize corporate goals and then properly align organizational objectives...or how they build relationships across the enterprise? Join this highly interactive session with four of the most active—and provocative—Chief Procurement Officers in the SIG community. This is your chance, as practitioners, advisors, consultants or providers, to ask these visionaries for their experienced (and frank) opinions on topics of your choosing. If you would like to submit questions to the panelists beforehand, please email them to Mary Zampino at SIG.

**How to Successfully Pass a Compliance Audit**
A Case Study Presentation with Farmers Insurance and Beeline

There are two kinds of contingent workforce programs: those that have been audited and those that will be. In this session, the head of contingent workforce management for one of America's leading insurance companies tells how his program prepared for - and passed - a nine-month-long internal compliance audit. Learn the steps you need to take to prepare for and successfully complete a program audit of your own.

- You will learn:
  - How an audit can add value to your program
  - How to prepare for a program audit
  - How to use your MSP and VMS to support your audit process
  - How to leverage audit results to make your program even better

**Fireside Chat with Coupa and SIG**
In this session, SIG CEO and President Dawn Tiura will put Coupa CEO Rob Bernshteyn on the hot seat for a grilling on the state of the sourcing industry. Expect hot topics, future trends and lively debate, garnished with a healthy dose of unfettered opinion.
Improving Business Characteristics through Procurement
A Case Study Presentation with Honda North America and GEP

Join this discussion with Honda's Indirect Procurement team as they highlight the Honda Motor 2030 company vision, and what the Indirect Procurement team is doing to improve Honda's business characteristics through managing Safety, Quality, Cost, Delivery & Moral (SQCDM).

You will learn:
- How to use marketable characteristics to drive SQCDM
- How to leverage global market research to affect supplier deliverables
- How to connect competing objectives to support your company's global strategy

Operational Merge: Procurement and Business Operations Form One Team
A Case Study Presentation with Florida Blue

The Supply Chain Lifecycle is turned upside down when the Procurement organization is "The Business" for an enterprise process. Our team recently took accountability for transactional print, causing the team to rethink at all our internal and external supply processes. In this session, we will highlight our approach in addressing the challenges of ongoing supply chain management and oversight from a totally unique perspective. We have become our own worst critic, witnessing first-hand procurement practices that can be improved.

You will learn:
- When strategy and talent align to form the perfect match
- The importance of timeliness to influence cross-functional teams
- Key insights into the identification and management of risk
- How to improve compliance and oversight by leveraging technology

Integrated VMS/MSP and "Pure" Vendor Neutrality: How a Self-Sourcing Strategy Saved $1.6 Million
A Case Study Presentation with CDK Global and PRO Unlimited

This case study illustrates how an organization transitioned to a vendor-neutral and integrated MSP/VMS solution, and as a result, increased headcount by 30% and achieved $1.6M in savings. Organizations using a private talent network to self-source workers typically realize a significantly lower mark-up than agency recruited workers (~20% or more savings on every order). And, client managers typically rate self-sourced workers with consistently higher quality scores than other types of workers sourced. In this session, you will hear how a self-sourcing strategy can drive the direct sourcing of talent, reduce costs and increase headcount.

You will learn:
The Winding Road Through Resource Utilization Strategies
A Case Study Presentation with Florida Blue

In a service-oriented business, there is nothing more important than hiring well for business. This session will focus on resource utilization and the various paths that business partners select to find the right talent yet maintain compliance. We will highlight our approach to HR/Procurement/Business Unit partnerships, inclusion of key business stakeholders in enterprise-wide RFx process, and communicating difficult information to key suppliers. We hope this interactive session will challenge the way you think about the role Procurement plays in staffing strategies.

You will learn:
▪ How we used our past to improve our future
▪ How to use interdisciplinary teams to change enterprise rules of engagement and processes
▪ Outcomes that can save you time and money

What Can Go Right (and Wrong) with Third-Party Due Diligence?
A Case Study Presentation with PG&E and LexisNexis

Working with third parties continues to be the single biggest corruption risk for business. Yet, despite the clear risk, it remains one of the hardest anti-corruption areas to get right. Studies show that almost two-thirds of due diligence procedures were graded as inadequate. Is your business doing enough?

You will learn:
▪ How to prioritize your third parties
▪ How to obtain reliable data
▪ How to deal with red flags

FitBit’s Three-Factor Formula for Transforming Supplier Management
A Case Study Presentation with FitBit and ScoutRFP

As the saying goes, "you are the company you keep." The same can be applied to supplier relationships: the ones you associate with will have a profound impact on the business. Sourcing plays a crucial role in this equation; they hold the keys to building trust and
developing efficiency with suppliers in order to optimize value and reduce risk in relationships. But disparate interactions, disorganized documents and a constantly evolving ecosystem make supplier relationships anything but simple. Against these hurdles, Fitbit has successfully transformed the public company's supplier management by focusing on three factors, which they will share in this session: delivering value beyond dollars and cents, engaging in cohesive strategy planning with key suppliers and staying sharp in the supplier ecosystem.

You will learn:

- How to seamlessly collaborate
- How to put sourcing, stakeholders and suppliers on the same page
- Why it's important to keep critical projects ahead of risk and on pace

**How to Build a Case to Acquire an eProcurement Tool**

A Case Study Presentation with **Thirty-One Gifts** and **Scanmarket**

You know you need an eProcurement tool to be more efficient and effective...but sometimes the biggest hurdle is convincing your stakeholders that it is a win-win for them as well. This session will give you practical tips for getting support from your stakeholders, and will provide a case study on how to pick an eSourcing vendor while simultaneously building the financial case on the buy side.

You will learn:

- How to build a case that shows need over want
- Successful tips for gaining buy-in from stakeholders
- Why you should choose a strategic partner rather than “just a vendor”
- About the before, during and after of the upstream process

**Feel the Brand: Sourcing Corporate Services for the Digital Age**

A Case Study Presentation with **Cushman & Wakefield** and **Canon Business Process Services**

Digitization has reshaped businesses - and the millennial workforce is driving demand for a workplace environment typically seen only in newer tech firms. Will your Corporate Services and amenities deliver the workplace experience demanded by this incoming millennial generation? Unlike Corporate Services of old that were hidden in the basement, new workplace services are visible, interactive and expected to create an experience that motivates millennials and others to choose going to the office over working from home.

Industries like financial services, manufacturing, insurance and healthcare recognize the threat of not having the right workplace environment and are working hard to reinvent their Corporate Services. This session will look at how companies are transforming their corporate atmosphere, and will share relevant sourcing and procurement considerations from vendor evaluation to SOW and pricing.
You will learn:

▪ What amenities are most important in Corporate Services
▪ How to blend physical and digital services, skills and onsite and offshore resources to maximize service value
▪ Strategies and options for reducing costs
▪ The SOW and operational KPIs necessary to ensure the operational and financial performance you expect

**Moving from Strategic to Transformational Sourcing**

A Case Study Presentation with **Russell Investments**

In this session, the presenters will show how they brought additional value to category management, in year four and five of the category. Attendees will learn how to transform a normal strategic sourcing practice to transformational sourcing with new tools. We will discuss where you can utilize transformational sourcing methods and explore transformational sourcing toolkits, so bring your questions, concerns and an open mind for how to upgrade your strategic sourcing organization.

You will learn:

▪ How to obtain authorization for a transformational sourcing approach
▪ The benefits of transformational sourcing
▪ How to develop team skill sets

**Our Journey to Trusted Advisor: The Path to Procurement Evolution at VSP Global**

A Case Study Presentation with **VSP Global**

VSP Global has taken a customer centric approach to strategic sourcing not only in how we engage and service our internal customer, but also how we enable them to drive the right business outcomes using proven strategies to: mitigate risk; enhance value through better business outcome negotiations; drive deal speed; and collaborate with our stakeholders. We address our challenges, approaches and wins but avoid typical discussions around enforcing compliance, managing transactions and working through red tape. Join this session so you can learn how to follow the path from order taker to trusted advisor.

You will learn:

▪ How to navigate stakeholder challenges
▪ Where to invest and get ROI from people, process and technology
▪ How to align with the business and deliver results
▪ Yes, how to become a trusted advisor
Procurement and Marketing: Maximizing Value Through Trust, Collaboration and Transparency
A Case Study Presentation with SC&H a buy-side co-presenter TBA

Marketing has the potential to directly impact revenue and is one of the primary ways that companies communicate with their customers. So it is not unusual for agency expenses to be one of the largest areas of indirect spend. Naturally, executives want to ensure company investments with agencies are managed effectively. Enter Procurement. While Procurement and Marketing are both working towards increasing profits, the means by which this goal is achieved can differ. Procurement is often focused on reducing costs, while Marketing is usually more concerned with the quality of campaigns. Both approaches are critical to a company's success and do not need to be mutually exclusive. This session will show delegates how to achieve a mutually beneficial relationship between Procurement and Marketing with trust, collaboration and transparency.

You will learn:
- Why agency transparency has become a priority for advertisers
- How risks can differ when working with small, independent agencies versus agency holding companies
- How to recognize non-transparent business practices and contracts
- How Marketing and Procurement can improve collaboration during agency negotiations
- How to communicate effectively with Marketing stakeholders and agencies
- How Procurement can help Marketing improve relationships with agencies while optimizing ROI on agency spend

The Talent Forward MSP: A Fresh Approach in a Stagnant Market
A Case Study Presentation with Hays Talent Solutions and a buy-side co-presenter TBA

In today’s era of growing talent scarcity, widespread industry transformation and an unpredictable economic environment, companies are increasingly leveraging MSP programs to gain flexibility, cost savings and the ability to quickly drive their business forward. However, many organizations have come to the painful and uneasy realization that what got them to this point, will not propel them into the future. Even the most state-of-the-art MSP programs can suffer from stagnation and user dissatisfaction if they fail to innovate and evolve with the rapidly changing contingent workforce. In this dynamic session, we will explore how companies have successfully pivoted in the face of inevitable market forces. Attendees will learn how they can leverage some of their learnings and best practices in running a Talent Forward MSP program to create a progressive contingent workforce strategy that stands the test of time.

You will learn:
▪ How to view an MSP solution from all users' perspectives to create a more comprehensive talent strategy
▪ How to build a compelling business case for change; outlining business needs, defining measures of success and creating a risk management strategy
▪ How to align key stakeholders behind the project in order to meet key business objectives
▪ How to define a detailed scope of service which is “fit for purpose”

An Agile Procurement Workforce: Peer Discussion to Advance your Organization
A Panel Discussion Facilitated by ProcureAbility with Panelists from the Buy-side TBA

Agile talent is fundamentally changing the traditional workforce with companies using innovative models to transform their procurement organizations and improve results. Engage with your peers in a panel discussion and learn how they are predicting talent needs and shaping their workforces using many types of talent. You will learn how talent agility is critical for organizational growth and effectiveness. We will discuss the types of skills in greatest demand in today’s procurement organizations and predict future needs. By the end of this session, you will better understand how to manage agile workers, foster communication, utilize technology and create an agile workforce culture.

You will learn:
▪ What tools and technologies procurement organizations are using to predict their talent needs
▪ What skills are in highest demand now and in the future and how agile workers are contributing to closing the skills gap
▪ How organizations are responding to cultural shifts and integrating agile workers
▪ How procurement organizations are fostering communication and networking among agile workers

Work Smarter with Intelligent Procurement in the Digital Age
A Case Study Presentation with SAP Ariba and a buy-side co-presenter TBA

The Digital Transformation and Intelligent Procurement Age has arrived. Whether you are a Millennial, a Baby Boomer or somewhere in between, you have a front seat to this digital transformation, with innovative technologies like Artificial Intelligence (AI), Machine Learning (ML), Internet of Things (IoT) and Watson disrupting today’s workplace. Intelligent Procurement is a relevant example, and is allowing organizations to work smarter while expediting decision making, increasing productivity, improving efficiency and driving employee engagement and satisfaction.

The fact is, the world is going digital with technological advances that are accelerating and simplifying decision making like never before...yet many businesses are unprepared. The
technologies, skills and processes that businesses have in place today do not always translate to the digital world and often delay decision making. The modern company must transform itself to adapt to today’s digital world. This session will address new advances in predictive analytics, artificial intelligence, big data and concepts like cognitive procurement that are now front and center in the commercial world.

You will learn:

▪ Why it’s important to embrace technological change as a strategic corporate differentiator
▪ How to embed technology into business processes to simplify work activities
▪ How technologies can help elevate procurement to a strategic seat in the boardroom

**Driving Growth Through Collaboration**
A Case Study Presentation with Meritor and Ivalua

Join Meritor in exploring their collaboration journey. The session will explore Meritor’s innovative approach to collaboration across suppliers and within their enterprise.

You will learn:

▪ How Meritor is transforming supply chain collaboration
▪ How improved efficiency, risk management and compliance can help drive growth
▪ How to boost your compliance in order to scale with market demands

**The New ROI: Procurement’s Return on Compliance (ROC)**
A Case Study Presentation with Zycus and a buy-side co-presenter TBA

Compliance is a stated objective for virtually every Procurement team, and the stakes have never been higher. The potential negatives of non-compliant spending or procurement practices on a company’s profitability and reputation are undeniable. But what about the upside of implementing compliant, digital processes - how might a Return on Compliance (ROC) be calculated and what does it take to achieve Procurement’s ROC goals? This case study will illustrate best practices and innovative Source-to-Pay technologies that can help your organization formulate a concrete plan of action for strengthening your compliance, while simultaneously bolstering the bottom line.

You will learn:

▪ The many facets of compliance - spend, process, contract, regulatory and more
▪ How to benchmark with the best-in-class to assess your own degree of organizational compliance
▪ How to chart the course for compliance, including best practices for implementing compliant procurement
▪ The role of change management in changing behavior
• How to create the (business) case for compliance and determine your ROC

**Blockchain in Procurement: What's Now, What's Next**
A Trends Update from NelsonHall

Based on a recently-completed blockchain sector research project, which included input from blockchain service providers around the world, delegates will learn about current best practices and what's coming next for blockchain in procurement. The presenter will offer an overview of the current state of technology and services available to procurement professionals and shed light on the future of digital procurement.

You will learn:

• About current best practices in blockchain for procurement
• The reasons to choose one blockchain architecture over another
• The trialing and deployment process
• The roadmap toward the future of digital procurement

A Presentation with Toptal

Organizations are under more pressure than ever to innovate, deliver quickly, and respond instantly to changes in the competitive landscape. At the core of this shift is the talent strategy within an organization. Traditional hiring cycles, which are rigid, slow, and cumbersome, will not be sufficient to meet this demand, nor will traditional modes of engaging outside talent and expertise. The Human Cloud is driving organizations towards a new paradigm in talent management - building teams of highly capable individuals, on demand, that are designed to drive specific outcomes. For organizations to thrive in this new future, they will need to develop the ability to rapidly assemble, lead, and manage teams blended from a wide range of sources as a core competency.

You will learn:

• How to understand the different types of talent in the Human Cloud, and why there is no "one size fits all" answer
• How to develop ideas to enhance the talent management strategy of your organization
• How to understand and implement the core competencies required to maximize the value delivered by the Human Cloud and a blended workforce
• How to build a workplace that is attractive to a wide range of talent, including freelance and globally distributed talent
The Robots are Coming: Sourcing Implications on Pricing, Contracting, and the Future
A Case Study Presentation with the Everest Group and a Buy-side Co-Presenter TBA

Robotic Process Automation - RPA - is impacting the very way companies do business. In this fast-paced, dynamic market, it’s essential that you stay abreast of the latest market and vendor developments to best harness the power of RPA - at the right cost and with suitable contract terms. And, with everyone touting their “latest thing,” one must be able to separate the hype from the truth.

You will learn:
▪ Considerations for vetting the underlying RPA software vendors based upon late-breaking market developments
▪ The impact of the convergence of RPA and AI (and other key automation tools)
▪ Key contract pricing metrics so you are prepared for deal negotiations
▪ Managing the implications on your existing outsourcing relationships

How to Build a Business Case and Develop the ROI for Implementing Procurement Technology
A Case Study Presentation with synerTrade and a buy-side co-presenter TBA

Preparing For and Moving from a Manual Contingent Workforce Program to Automation
A Case Study Presentation with Concentra and PeopleFluent

Moving your Workforce Solution Towards a 'Strategic Business Asset'
A How-To Lab with KellyOCG

In this highly interactive session, we will start with a discussion forum on the benefits of making a workforce model strategic. We will also explore how to make your workforce solution a 'strategic business asset' for your company, by leveraging your talent ecosystem and elevating the visibility of the program to the C-suite. This will lead to conversations around maturity and ways to close the gap between "current" and "strategic." Finally we will close out with some thoughts on design, transformation, interdependencies and "futuring."

You will learn:
▪ How to understand the current state of your workforce solution
▪ How to review the gap between current and strategic
▪ The benefits of being a "strategic business asset"
▪ How to practically work towards being more strategic
Sales Skills for Procurement Professionals
A How-To-Lab with Vantage Partners

As basic purchasing is automated and outsourced, procurement professionals must upgrade their capabilities to continue to add value. Want to be a preferred customer...or a trusted advisor? You may have to "sell" your company to leading suppliers and "sell" procurement’s contribution to your stakeholders. World class sales professionals know that this kind of selling is not about being pushy or self-promoting - it’s about building a relationship that creates sustainable value. To equip them to do so, their companies have invested in helping them effectively integrate strategic thinking, influencing skills and collaborative behavior into their toolkit.

You will learn:
- What matters to your stakeholders, and why
- How to develop strategies that add value, in and outside the business
- Why you need to engage more effectively with your counterparts
- How to build a roadmap for your team’s development

Driving Increased Value from your Services Spend Categories
A How-To Lab with Allegis Global Solutions

In this session, the presenter will cover the benefits of professional services spend management with an emphasis on supplier visibility, SOW analysis and management. Delegates will learn how AI and Machine Learning are game changers in this crucial aspect of indirect spend management. Those responsible for sourcing and category management of indirect services spend would benefit greatly from this session.

You will learn:
- How to uncover the power of data
- How to enable better buying decisions
- How to turn insight into action

Sourcing a Supplier Ecosystem Built to Last: Insights on Proactive Supplier Risk Approaches
A How-To Lab with ConnXus

Just like running an employee background check, mitigating supplier risk requires proactive and intentional vetting. The same concept applies for even more complex, multi-tiered supply chains. Beyond sourcing operations, bad vendor data also affects supply chain users in procurement, accounts payable and legal departments. Sourcing departments should monitor real-time news for human trafficking and disbarment cases that may be associated with their supply chain. Since analytic output is only as good as data input, access to the
Correct data is vital for a successful supplier risk strategy. Learn how to build a more transparent and sustainable supply chain by considering three key areas of supplier risk mitigation during the strategic sourcing process.

You will learn:

- Three successful approaches to supplier risk mitigation
- How technology and automation can build sustainable supply chains
- Why wins for sourcing start with clean supplier data
- How supplier diversity equals supplier sustainability