## 2018 Global Summit
### Washington D.C.

<table>
<thead>
<tr>
<th>AM Events</th>
<th>PM Events</th>
</tr>
</thead>
</table>
| **Monday March 26**| **SIG Innovation Accelerator Meetings**  
Open to All Buy-side,  
Invitation-Only for Sell-side  
1:00 to 5:00  
**Early Registration Reception / Professional Headshots**  
4:00 to 6:00  
**Executive Offsite Dinners and D.C. Bus Tour**  
by Prior Invitation  
6:15 to 9:00  
**Dinner and Networking**  
7:00  
6:15 to 8:15  
**Student Talent Outreach Reception**  
6:30 to 7:00  |
| **Tuesday March 27**| **Speed Networking and Provider Showcase**  
Snacks and Prizes  
4:00 to 6:00  
**Break 3:40 to 4:00**  
** Sessions 13 thru 14**  
3:40 to 4:30  
**Break 4:30 to 4:45**  |
| **Wednesday March 28**| **SIG University Alumni Meet and Greet**  
6:00 to 6:30  
**Sessions 17 thru 20**  
4:45 to 5:35  
**Break**  |
| **Thursday March 29**| **Thursday Evening Dinner and Entertainment**  
5:30  |
<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
</table>
| 1:00 to 5:00    | SIG Innovation Accelerator Meetings (2)  
Open to All Buy-side, Invitation-Only for Sell-side  
Location TBA |
| 4:00 to 6:00    | Early Registration Reception - Check in to Summit | Photo Shoot for Professional Headshots  
Ambassador Ballroom |
| 6:15 to 9:00    | Executive Offsite Dinners & D.C. Bus Tour by Prior Invitation  
Meet in the Hotel Lobby at 6:00 |
| 6:15 to 8:15    | Washington D.C. Bus Tours  
Join us after your dinner for networking and a guided bus tour of Washington D.C.  
Snacks and refreshments available onboard.  
Check into Summit in the Ambassador Ballroom and Meet us in the Hotel Lobby at 6:00 |

More Details and Registration at: sig.org/summits
### Tuesday March 27

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00</td>
<td>Summit Registration Opens</td>
<td>Professional Headshots</td>
</tr>
<tr>
<td>7:30</td>
<td>Delegate Breakfast</td>
<td></td>
</tr>
<tr>
<td>8:00 to 9:00</td>
<td>Featured Session: Inside the White House: Getting to the Top with Character</td>
<td>Steve Ford</td>
</tr>
<tr>
<td>9:00 to 9:20</td>
<td>Open to All Delegates</td>
<td>Workshop 1</td>
</tr>
<tr>
<td>9:20 to 10:20</td>
<td>Workshop 2</td>
<td>TBA</td>
</tr>
<tr>
<td>10:20 to 10:35</td>
<td>Workshop 3</td>
<td>TBA</td>
</tr>
<tr>
<td>10:35 to 11:35</td>
<td>Workshop 4</td>
<td>TBA</td>
</tr>
<tr>
<td>11:35 to 1:25</td>
<td>Lunch / Networking</td>
<td>Regency Ballroom</td>
</tr>
<tr>
<td>1:25 to 2:25</td>
<td>Workshop 5</td>
<td>TBA</td>
</tr>
<tr>
<td>2:25 to 3:25</td>
<td>Workshop 6</td>
<td>TBA</td>
</tr>
<tr>
<td>3:25 to 4:25</td>
<td>Workshop 7</td>
<td>TBA</td>
</tr>
<tr>
<td>4:00 to 5:00</td>
<td>Speed Networking and Provider Showcase: Snacks and Prizes</td>
<td>Regency Ballroom and Ambassador Ballroom</td>
</tr>
<tr>
<td>5:00 to 6:00</td>
<td>SIG University Alumni Meet and Greet and Student Talent Outreach Reception</td>
<td>Location TBA</td>
</tr>
<tr>
<td>6:00 to 7:00</td>
<td>SIG University Alumni Meet and Greet and Student Talent Outreach Reception</td>
<td>Location TBA</td>
</tr>
<tr>
<td>7:00 to 9:00</td>
<td>Speed Networking and Provider Showcase: Snacks and Prizes</td>
<td>Outside Terrace (weather permitting, otherwise Regency Ballroom)</td>
</tr>
</tbody>
</table>

**Session Categories**
- Sourcing
- Third Party Management
- Talent Management
- Governance / Compliance
- Supplier / Performance Management
- Disruptive Digitization

**Executive Roundtable Program**
- Prior-Invitation Only
- Rooms TBA

**More Details and Registration at:** sig.org/summits
### Sessions

**Session 1**
- TBA
- **Title:** Contingent Staffing for Stericycle: A Rapid VMS Deployment Case Study
- **Speakers:** Stericycle / Beeline

**Session 2**
- **Title:** Do Millennials Increase Business Risk? Facts and Myths
- **Speakers:** TBA / MBO Partners

**Session 3**
- **Title:** How to Launch a Thriving Direct Sourcing Program
- **Speakers:** Bank of Canada / Ontala

**Session 4**
- **Title:** Contingent Staffing for Stericycle: A Rapid VMS Deployment Case Study
- **Speakers:** Stericycle / Beeline

### Lunch / Networking

**Digital Singularity: Innovation Reborn**
- **Speakers:** Kevin S. Parikh, Global CEO & Senior Partner, Avasant

### PM Events

**Session 13**
- **Title:** Tools for Transforming Risk into Opportunity: How CSR Ratings Enable Deeper Engagement Not Only with Suppliers, But also for Your Team
- **Speakers:** EcoVadis

**Session 14**
- **Title:** Mitigating Contingent Labor Risk Through Effective Compliance Management
- **Speakers:** Peoplefluent

**Session 15**
- **Title:** Community Intelligence: Improving Results Through the Power of Shared Data
- **Speakers:** Teleperformance / Coupa

**Session 16**
- **Title:** Maximizing Effectiveness in Source-to-Pay Technology Implementations
- **Speakers:** Allegis Group / The Hackett Group

### Breaks

- 9:20 to 10:20
- 1:15 to 2:05
- 2:20 to 3:10
- 3:10 to 3:40
- 4:45 to 5:35
- 5:35 to 5:45
- 7:00 to 9:00

### PM Events

- **Session 17**
  - **Title:** Why Outsourcing Information Security Can Help You Avoid Cyber-Attacks
  - **Speakers:** NTT Security

- **Session 18**
  - **Title:** Talent is not a Commodity
  - **Speakers:** Toptal

- **Session 19**
  - **Title:** Why Human Value is at the Heart of the Future of Operations, as the Machine Learning Era Takes Hold
  - **Speakers:** Axis Capital / HIS Research

### More Details and Registration

More Details and Registration at: sig.org/summits
## Thursday March 29

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:00</td>
<td>Morning Trail Run</td>
<td>Details: TBA</td>
</tr>
<tr>
<td>7:00</td>
<td>Summit Registration Opens / Professional Headshots</td>
<td>Ambassador Ballroom</td>
</tr>
<tr>
<td>7:30</td>
<td>Delegate Breakfast</td>
<td>Ambassador and Regency Ballrooms</td>
</tr>
<tr>
<td>8:00 to 9:00</td>
<td>Featured Session:&lt;br&gt;Industry Thought Leadership&lt;br&gt;KPMG&lt;br&gt;Regency Ballroom</td>
<td></td>
</tr>
<tr>
<td>9:00 to 9:30</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>AM Events</td>
<td>Session Categories:&lt;br&gt;Source: &lt;br&gt;Outsourcing &lt;br&gt;Third Party Management &lt;br&gt;Talent Management &lt;br&gt;Supplier / Performance Management &lt;br&gt;Disruptive Digitization</td>
<td></td>
</tr>
<tr>
<td>9:30 to 10:20</td>
<td>Session 21: TBA</td>
<td></td>
</tr>
<tr>
<td>10:20 to 10:35</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>11:25 to 1:00</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>8:00 to 9:00</td>
<td>Featured Session: Industry Thought Leadership&lt;br&gt;KPMG&lt;br&gt;Regency Ballroom</td>
<td></td>
</tr>
<tr>
<td>1:15 to 2:05</td>
<td>Session 27: 2018: The Year of the BHAG - Big Hairy AUTOMATION Goal&lt;br&gt;TBA / Symphony Ventures</td>
<td></td>
</tr>
<tr>
<td>2:05 to 2:20</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>2:20 to 3:10</td>
<td>Session 30: What Every Stakeholder Wishes Procurement Knew&lt;br&gt;Northwestern Mutual / + Add'l Panelists / Denali - A WNS Company</td>
<td></td>
</tr>
<tr>
<td>3:10 to 3:40</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>3:40 to 4:30</td>
<td>Session 31: IoT and Sourcing: How Sourcing is Using IoT to Power Competitive Advantage at Uber&lt;br&gt;Uber</td>
<td></td>
</tr>
<tr>
<td>4:30 to 5:30</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>5:30 to 9:00</td>
<td>Thursday Evening Dinner and Entertainment&lt;br&gt;5:30 - Bus Pick Up (Meet in Lobby)&lt;br&gt;6:00 to 9:00 - Dinner, Bowling and Bocce</td>
<td></td>
</tr>
</tbody>
</table>

**More Details and Registration at: sig.org/summits**
SIG 2018 Spring Executive Summit
Additional Information and Updated Schedule at www.sig.org/summits

Sessions added frequently - check back again soon!

**How to Survive and Prosper in a World of Exponential Technologies**


**Machine Learning in Services Procurement: It is a Game Changer**

Keynote session with Allegis Global Solutions

Machine Learning, just one aspect of Artificial Intelligence, is changing the staffing industry as we know it. In order to stay ahead of this data demand, technology will need to help clients gain full visibility, faster placement process and give greater ROI reporting. Machine Learning technology is able to take into account millions of factors to answer complicated contingent workforce questions with unparalleled speed. Historically, analyzing the many dimensions and unstructured data required an extensive manual process. Machine learning empowers program leaders and allows them to process and analyze data in real-time. In this session, Allegis Global Solutions’ Global Head of Strategy, Bruce Morton, will bring to light not only how Machine Learning works in Services Procurement, but how it can transform your data and visibility, and yield improved outcomes for your program.

**Digital Singularity: Innovation Reborn**

Keynote session with Avasant

Innovation today is driven by the needs of the individual - each person’s unique opinions, beliefs and preferences - which is why traditional methods of innovation frankly won’t cut it in the Digital Age. As analytics technology continues to advance, so too does the customization of the user experience. And as the bar in some sectors rises from innovation, other sectors are forced to change as well to meet the growing expectations of stakeholders. Across retail, healthcare and even government industries, examples of this shift can be found now and are transforming the way people live, work and play. We are living in a new age for innovation, created by the limitless applications of technology. Those who manage to embrace technology will gain an advantage in a crowded landscape. Those who don’t, may fall hopelessly behind. In this session, Avasant CEO Kevin Parikh will talk about
the opportunities/challenges technology’s omnipresence will pose, how to approach innovation and how to remain competitive in a digital world.

**Inside the White House: Getting to the Top with Character (GS)**

Keynote session with *Steve Ford, son of U.S. President Gerald Ford*

On August 9, 1974, Gerald R. Ford assumed the reins of the presidency following the resignation of Richard Nixon. Suddenly, Steve Ford was thrust into the role of “First Son.” Steve’s unique perspective on life as the President’s son encompasses a broad range of experiences: being 18 years old and having ten Secret Service agents as constant companions...his father’s pardon of President Nixon to help put an end to the infamous Watergate affair...two assassination attempts on his father’s life...even his mother’s bouts with alcoholism and breast cancer. This presentation will focus on the tools of Steve’s success in and outside of Washington, D.C. In an insightful and inspirational way, Steve will cover issues such as leadership, living life with values and character, setting and juggling priorities and making the right choices in life.

**SIG Innovation Accelerator**

The SIG Innovation Accelerator (SIA) offers a portfolio of services to help develop and improve the innovation pipeline for Source through Supply Chain and related functions. By leveraging the ideas, experience and buying power of SIG’s globally-recognized member companies, the SIA seeks to facilitate innovation and improve profits while simultaneously reducing risk for both buy-side companies and product providers. Innovative products that serve this market are eligible, regardless of whether they come from emerging or long-established companies.

Read more at: [http://siginnova.com/](http://siginnova.com/)

**Thought Leaders Group Meetings**

- Third Party Management
- Workforce Sourcing

**Facilities Management: The Power of Strategic Partnerships**

*PwC*

Geared towards sourcing professionals focused on office service operations and facilities management, this session takes a detailed look at what PwC has learned from two-plus years of outsourced services in the operations and facilities management (FM) space, including a brief recap of the decision-making process to identify suppliers. The session will also cover key lessons learned from rollouts, course corrections required to fine-tune services
and the ongoing effort to streamline our supplier base by rolling additional services under the strategic third-party relationships within the operations and FM commodity categories.

You will learn:

▪ What PwC did and why: A recap of the decision making process
▪ What has worked: Results that matter most
▪ What needed to be changed: Lessons learned and course corrections
▪ What’s next: Potential future opportunities

**IoT & Sourcing: How Sourcing is Using IoT to Power Competitive Advantage**

**Uber**

Uber is in over 600 cities worldwide where it completes 10 million trips each day with a cumulative total of over 5 billion trips to date. As a mobile-based company with innovations such as self-driving cars, and advanced technologies for mapping cars and using tables for services like UberEATS, the sheer amount of connectivity and data can be overwhelming. Join this session to learn how the Uber Sourcing organization is harnessing IoT to power revenue generation and mitigate risk.

You will learn:

▪ How to source, adapt to and contract for emerging technologies
▪ What benchmarks to use when sourcing the latest technologies in IoT
▪ The implications of IoT for IT category managers

**Collaboration or Collusion**

Where is the line between collaboration (legal) and collusion (illegal)? This is a topic of much legislation, regulation and common law, mostly in antitrust. For example, a secret collaboration within an oligopoly to raise prices might be collusion violating the antitrust laws. A panel discussion with Kate Vitasek at the University of Tennessee, Lawrence Kane at Boeing, and Brad Peterson at Mayer Brown.

**Do Millennials Increase Business Risk? Facts and Myths**

**Bank of Canada | Ontala**

Millennials have new ideas about work, what they are prepared to give to employers and what they expect in return. Despite advanced education, technical literacy, confidence and energy, these new ideas are thought to increase business risk. In this session, we will explore facts and myths, discuss why and how business risk increases with millennials in the workforce and share some new thinking about how to get the best from everyone you employ. We will discuss which risks are real, which ones are not, how to amplify the positive and neutralize the rest.
You will learn:

- Relevant facts and myths
- How and why workforce preferences bring new risks to your organization
- What you can do to mitigate business risk
- How to bring out the best in your all of your people

### How to Understand and Navigate Politics to Assure Project Success

**Boeing**

Politics and business go hand-in-glove, yet outsourcing and procurement can be trickier than most to navigate successfully. In this session, learn proven tools and techniques for understanding stakeholders, aligning motivations, improving communication and helping your projects succeed.

You will learn:

- Why you need to know about politics (and how they are not always evil)
- How to leverage various types of power and influence, even when you are not in charge
- A simple tool that helps you effectively understand and manage stakeholders
- How to build constituencies and align objectives to assure project success

### Trends in Procurement Analytics: Innovative Practices for Today...and Tomorrow

**Caesars Entertainment | ProcureAbility**

This panel discussion will explore the latest trends in Procurement Analytics, the applicability of Big Data Analytics to the world of Procurement, analytics technology advances and examples of innovative applications in the Procurement analytics space.

You will learn:

- How the use of Procurement Analytics is expanding beyond Spend Analytics
- About Procurement Analytics technology advances
- The future of Procurement Analytics
- Case studies of innovative practices being applied today

### Getting a Seat at the Table as Your Company Advances Their Sustainability Strategy

**Vail Resorts | Global Sourcing Council**

Sustainability is quickly advancing up the list of priorities for executives. This session will explore how Procurement can gain a seat at the Board room table in setting and executing sustainability strategies. We will explore basic frameworks and tools that can be leveraged, as well as share practical examples that can drive results with little investment. Whether your
company is well down the path or just beginning the journey, the goal of this session is to spark Procurement professionals to take a leadership role in driving the sustainability agenda.

You will learn:
- How to tell/sell the sustainability value story
- A framework for sustainable sourcing
- Tools to enable sustainable sourcing

Alignment, Alignment, Alignment: Why to, When to, and How to
Vantage Partners

In Sourcing and Procurement we add the most value when we are able to bring our stakeholders with us as we blend category insights with strategic relationships. But stakeholders are not always ready to follow, or even willing to engage. The levers we use to "get a seat at the table" sometimes make us seem more like a necessary evil than a trusted partner. In this workshop Vantage Partners will share a set of tools that every procurement professional should have available to develop and execute an effective stakeholder engagement strategy.

You will learn:
- How to map (and navigate) a complex stakeholder landscape
- Why some of your stakeholders are right to resist, and what to do about it
- When to ask for feedback, and when to call the question

Supplier Diversity: The why? The how? The first 90-days
California Water Service

Supplier diversity or diversity in contracting are programs that can be either mandatory (i.e. requirement to fulfill state or federal contracts) or voluntary (i.e. procurement/social responsibility strategy). In this workshop, we will discuss both instances and review their benefits (e.g. competitive advantage, cost savings, supply chain excellence, etc.) and consequences of non-compliance (e.g. penalties, public and community relations, etc.). Finally, we will outline actionable items for the first 90-days of starting a supplier diversity program.

You will learn:
- What is supplier diversity or diversity in contracting
- How to use such program for competitive advantage in the marketplace
- Examples of diverse suppliers' contribution to a supply chain
- Actionable items to launch a supplier diversity program in your organization
Mitigating Contingent Labor Risk Through Effective Compliance Management

PeopleFluent

The use of contingent labor continues to grow in all industry segments and projections point to continued growth through 2050. There are, however, real risks associated with having non-employees working in your business. This session will focus on what those risks are and how to configure your contingent workforce program to mitigate those risks.

You will learn:
- What is a "contingent" worker
- What are the different risks
- How your suppliers can help you
- What you can do to mitigate risks with contingent labor

Maximizing Effectiveness in Source-to-Pay Technology Implementations

Allegis Group | The Hackett Group

Yes, it is hard! Implementing a Source-to-Pay technology for your organization is not for the faint of heart. It takes planning in a thoughtful way, establishing the right team, communicating and over-communicating to your customers and yes, implementing technology as well. In this session, we will share the key success factors and common pitfalls through the lens of an actual Source-to-Pay technology implementation.

You will learn:
- The critical components in the discovery phase of this type of implementation
- How to engage clients and the supplier community through thoughtful change management
- The "gotchas" in this type of program
- Ways to ensure that the implementation is a success

A Different, More Effective Tail Spend Management Result

VSP Global | FairMarkIt

In this session, you will learn how to identify and group unstructured data to better leverage your tail spend yielding actionable insights that can provide savings, risk avoidance and a better rationalized supplier database. Using algorithms and automated processes, we will share how to analyze tail spend and get to a better place. Tail spend can present several risks to the organization. Our approach will help Procurement and the various risk assessment teams better understand opportunities around low dollar value transactions, which generally equate to 20% of your total spend and 80% of your supplier base.

You will learn:
### Maximizing Value through Category Management Process Implementation

**Tempur Sealy | The Forefront Group**

Using a category management approach may seem tedious, tactical and overly detailed. Yet, it can yield results that are better than expected. This was the case with Tempur Sealy International (TSI). Working with an outside consultant, they selected a standard category process and then implemented each step in a variety of direct material categories. Not only did TSI achieve their savings goals, they also implemented supplier management and contractual best practices like strategic and transactional performance measurement, gains sharing, and cost transparency. We will share our journey, experiences and lessons learned so that attendees who manage categories or lead category managers can better learn from and implement best practices.

You will learn:

- The way that TSI successfully implemented category management
- The results of using a category management process, both from savings and other value
- The caveats and insights from the TSI experience that you can apply to your own category management process

### Why Human Value is at the Heart of the Future of Operations, as the Machine Learning Era Takes Hold

**Axis Capital | HfS Research**

We humans need to be the idea generators, the motivators, the negotiators, and the workers to fix computer errors and govern our emerging digital environments. In short, we need to get closer to our firms, being more tightly integrated and intimate with work performance than ever before...which means the role and tenure of the much-derided middle-manager in the Dilbert cartoons is taking on a whole new twist - and a whole new level of value. The new rules of the workplace are being redefined as computers are taking the lead, when it comes to intuition and judgment. Today’s emerging deep learning tools use massive amounts of data and computing power to simulate neural networks that imitate the human brain’s connectivity, classifying data sets and finding patterns and correlations between them. Net-net, pattern-matching jobs are increasingly being affected by Machine Learning - vocations such as radiologists, pathologists, financial advisors, lawyers, procurement executives, accountants etc. are all being challenged as judgment work is (gradually) being replaced by smart algorithms. However, as elements of these types of jobs are being affected, other job elements become even more important, namely interacting
with other humans, creating, setting the agenda, defining and finding the problems to go after. They motivate, they persuade, they negotiate, they coordinate. They are the dynamic conduits of driving information and ideas in an organization and increasingly will be the drivers as machine learning advancements take hold. The digital middle manager who can bring a team together and lead people in the right direction does not exist, and likely never will. The session presenters will discuss the impact of automation and deep learning and how we must emerge as the irreplaceable conduit of ideas and information across our organizations.

**Contingent Staffing for Stericycle: A Rapid VMS Deployment Case Study**

*Beeline | Stericycle*

When Stericycle decided in 4Q 2017 to install a vendor management system, they did not want to wait for a conventional VMS implementation to go live in 2018, so they sought another alternative. Using a rapid deployment protocol, Beeline delivered Stericycle’s new VMS on December 11. In this session, Stericycle and Beeline will discuss the collaboration and coordination required to implement a full-featured VMS for the U.S. and Canada in just 2-1/2 months' time.

You will learn:

- How rapid deployment places less stress on internal resources - and for shorter periods of time
- How best practices in change management, training and stakeholder communications facilitate smoother integration and better program adoption
- How process flexibility and incremental change can increase stakeholder buy-in

**Community Intelligence: Improving Results Using the Power of Shared Data**

*Teleperformance | Coupa*

From advanced benchmarking to deep supplier risk knowledge, we can all benefit from our peers. We live in a world where sharing data and leveraging artificial intelligence (AI) provide tremendous value to us, and many times we do not even realize it. Take Waze for example, sharing our GPS location and traffic data gives us the opportunity to get from point A to point B in a faster and more enjoyable way, all while avoiding speed traps! In this session, we will cover how AI and sharing peer data can change things like analytics, supplier risk, sourcing and more. We will discuss the potential today and in the future.

You will learn:

- How to get started
- Areas where AI and sharing data can provide immediate value
- How to find the right partners to execute
**Transforming P2P in Motion**

**Gilead Sciences | McDonald’s | Canon Business Process Services | Tradeshift**

The parade of S2P improvement cases is endless. So what is the difference between yesterday’s incremental improvements and today’s transformational endeavors? Is cloud the new standard for S2P and the transformation? Can you throw out your old P2P systems and embrace new cloud technology? Does transformation mean new technology, redesigned processes, outsourcing or all combined? Bring your questions, problems, and your point of view. This is a panel session in which experts from buy side, services, and technology discuss and debate P2P transformation strategies, technologies and service delivery.

You will learn:

- When and why P2P transformation makes sense
- Critical transformation pitfalls to avoid
- Key technology selection and implementation considerations: how fast, difficult, and expensive
- A sense of transformation ROI: payback, productivity, efficiency, trade finance
- How to structure the new P2P process: what you keep and what you let go

**Savings as a Value Add**

**Allegis Global Solutions**

In this session, you will learn about innovative ways costs are saved for clients in various industries, and what particular value was found - along with aversion behaviors such as rate creep and template hijacking, and how to fix these problematic issues that directly affect cost savings.

**How to Launch a Thriving Direct Sourcing program**

**MBO Partners**

Do you have an enterprise contingent labor program…and are you interested in direct sourcing to get broader access to talent and avoid staffing company mark-ups? This session will help you make it happen. We will discuss the strategic technology considerations, and more importantly, the supporting processes required to drive adoption and ensure your organization meets its objectives. We will also talk about the importance of sourcing the right talent as needs continue to evolve, the value of organizing the talent, and finally what it takes to match talent to an open project.

You will learn:

- How to understand the typical pitfalls an enterprise faces
- About the role of technology
- About the typical support services an enterprise requires
Connected Devices, Data and Internet of Things for B2B
Mayer Brown

Connected devices, data and the Internet of Things (IoT) are having a transformative effect on how B2B companies operate. The traditional outsourcing service delivery model is under threat, but many service providers appear to be responding by building or incorporating connected device capabilities, data management and analytic services while leveraging IoT technology. Please join our speakers as they discuss the legal issues these new technologies present as well as how to contract for these services in order to take advantage of the technology and still reduce risk.

You will learn:
- The legal issues for businesses using IoT
- How to identify and resolve legal and operational issues surrounding the integration of connected devices and platforms
- How to address data issues with connected devices and platforms in your contracts

Innovations and Best Practices in Global Workforce Procurement
Hays Talent Solutions

With forty percent of the global workforce expected to be contingent workers by 2020, the procurement and management of these flexible workers is a strategic challenge for many organizations today. In this session, we will explore innovations in global managed service programs that provide organizations with seamless engagement and management of their entire contingent workforce, and how MSPs can evolve through new enhancements and approaches. This session will offer a talent management roadmap for procurement professionals, whether you are in the early stages of choosing a managed service provider or evaluating your current programs. We will explore how leading organizations have deployed a global MSP solution for seamless engagement and management of contingent workers and leveraged employer brand and enhanced human capital supply chain with direct sourcing.

You will learn:
- How to evaluate the maturity of your MSP program and roadmap considerations for the future
- How to use direct sourcing to leverage employer brand and enhance human capital supply chain
- How to gain visibility and oversight to SOW workers and small service providers
- How leading organizations gain strategic insights using artificial intelligence
Digitize or Die: Procurement’s Transformation Imperative
Curtiss-Wright | Zycus

There is a new "Digital Divide" in the world of Procurement - a chasm between "world-class" organizations proactively leveraging transformational digital technologies to increase agility, enhance customer experience and flawlessly execute on strategic and operational objectives…and the "laggards" mired with outdated systems and processes struggling just to maintain business as usual. This session will utilize a case study approach to not only define how innovative digital technologies are forever re-shaping the procurement landscape, but also provide a roadmap to transform procurement organizations by following the playbook that market-leading procurement organizations have used to realize their "Digitization Dividend," which provides quantifiable ROI and sustainable competitive advantage.

You will learn:
▪ Source-to-Pay technology trends: from artificial intelligence (AI) to robotic process automation (RPA) and everything in between
▪ Benchmarks to rank your performance against your peer group
▪ Best practices in digital transformation, transferrable to your organization
▪ Business case justification metrics to get your digitization project greenlighted

Tools for Transforming Risk into Opportunity: How CSR Ratings Enable Deeper Engagement Not Only with Suppliers, But also for Your Team
EcoVadis

Engaging suppliers to monitor environmental, ethical and social/labor practices (collectively Corporate Social Responsibility or CSR) in hundreds of categories spread across the globe is tough. Self-assessment surveys lead to 'audit fatigue,' lots of (often unused) data and frustration. Better tools are changing all that. CSR ratings transform this process from a burden into a performance opportunity, with benchmarks to drive motivation and engagement, and scorecards to guide improvements. This session will bring case examples of how CSR ratings help procurement teams ensure that their company’s supply network is secure, sustainable and competitive.

You will learn:
▪ Best practices of CSR assessment, including geo, topic and scope coverage you should have
▪ How ratings help to drive common understanding
▪ Tips and techniques for how ratings can be applied along the P2P cycle
Managing Suppliers in a World of IoT

SynerTrade

Today’s digital technologies enable procurement organizations to attain situational clarity and agile decision making. But how are companies supposed to engage, manage and drive competition among their suppliers for a competitive advantage? Hear how procurement professionals have approached the digital age as we address shifts in both supply and demand, to ultimately obtain your goal of satisfying your customer.

You will learn:

▪ The basics of Supplier Relationship Management and beyond
▪ How to take a long-term approach to supply chain digitization
▪ Best practices to increase supplier relations
▪ How to integrate current and future technology

Financial Conduct Authority’s Guidance on PEPs and Money Laundering

LexisNexis

The UK’s Financial Conduct Authority (FCA) has published guidance on how financial services firms should treat Politically Exposed Persons (PEPs) while meeting their legal Anti-Money Laundering (AML) requirements. It advises companies on what constitutes a PEP, why PEPs can pose a risk of money laundering, and how companies should manage this risk.

You will learn:

▪ What’s in a name?
▪ Not all PEPs are equal
▪ A ‘case by case’ approach to PEPs
▪ What companies should do to manage this risk

What Every Stakeholder Wishes Procurement Knew

Northwestern Mutual | Denali, a WNS Company

The great news for Procurement is that we are getting our seat at the table! But as Procurement continues to impact more spend and increase its influence, many procurement teams struggle to connect with stakeholders who are new to working with us. Join this interactive and thought-provoking panel to discuss specific case studies and experiences.

You will learn:

▪ How to effectively align with new stakeholders and avoid common pitfalls of ineffective stakeholder engagement
- The challenges when working with a stakeholder or department for the first time, and how to overcome them
- How to develop a better understanding of the perspectives of your stakeholders

**Don’t Leave Money on the Table: Strategies for Optimizing Contingent Labor Spend**

**PRO Unlimited**

With businesses spending approximately $800 billion annually on gig work, there's a lot of money at stake, as well as opportunities for businesses to drive cost savings and maximize the value of their contingent workforces. However, companies may be unaware of the cost savings they can actually realize within their contingent workforce management programs. This session will examine four areas in which procurement professionals can save millions in hard dollar cost-savings for their organizations.

You will learn:

- How to use analytics to understand worker costs, determine the best way to engage talent from both a cost and quality perspective and how and when to source talent
- The cost advantages of self-sourcing strategies and how companies are leveraging technology and their own brand power to drive millions of dollars in annual savings
- The benefits of selecting a vendor-neutral program and how it ensures a level playing field to create a competitive environment for sourcing labor
- How to drive unmatched value and savings in SOW management via an MSP (e.g. benchmarking and negotiation)

**Optimizing Outcomes in Business Relationships**

**SC&H**

It is not a secret that effective business relationships produce mutually-beneficial outcomes, such as revenue growth, innovation, sustainability and social responsibility, among others. But, as the role, relevance and results achieved by third-party vendors and suppliers continues to increase, what is the secret to successfully sustaining and optimizing these valuable partnerships? It is paramount to build strategic relationships based on trust, transparency and teamwork. This session will provide management teams with insights to better understand the lifecycle of third-party relationships and find a healthy balance between mutual accommodation and fiduciary self-interest to achieve goals.
You will learn:

▪ The stages included in the business relationship lifecycle
▪ How relationships should evolve from transactional to strategic
▪ How relationships can devolve due to reliance on familiarity
▪ How relationships can be restored with transparency and accountability

Finding Your True North in Services Procurement

KellyOCG

As the world of work continues to rapidly evolve, an organization’s ability to match their business strategies with the right internal or external talent becomes critical to long term success. Many companies have found it historically difficult to match their demand for external services (i.e. Contingent Labor, Professional/SOW Services and Consulting) to supply within a traditional category management framework. In this session, attendees will learn how to "guide" hiring managers in finding their "true north," i.e. the most appropriate buying channel to deliver the outcomes they need. Procurement, COE/BPE and Strategy managers will learn what a "business first" approach should look like in driving compliance to strategy and sustainable savings.

You will learn:

▪ A "business first" concierge approach to driving buying channel optimization
▪ How to leverage program and behavioral data to create meaningful analytics
▪ How to deliver sustainable demand management and negotiated savings
▪ How to deliver policy compliance while meeting business objectives

2018: The Year of the BHAG - Big Hairy AUTOMATION Goal

Symphony Ventures

Concepts like RPA and AI are commonplace. But, proper design, procurement and deployment of these tools are far from commonplace. This presentation cuts to the chase - enterprises are out of time to pilot. To survive they must go big and do it now. In this session, you will learn how tools are just the beginning of a transformation far larger than ‘digital labor.’ You will acquire tips to procure technology and services correctly, and you will discover what the real focus for any digital transformation is so that you can serve as a strategic linchpin to your organization’s Digital OneOffice.

You will learn:

▪ Why RPA is procured wrong and how to do it right
▪ Where value is realized in a digital transformation
▪ How to build a roadmap to a Digital OneOffice
▪ What you're really looking for - great people, good data
What Comes After Strategic Sourcing?

Insight Sourcing

In an analysis of over $1.5 trillion in spend data for hundreds of diverse companies, a troubling data point for procurement leaders has been identified: on average, organizations are only achieving 50-60% of their projected savings. We often hear that a CFO's biggest complaint about their procurement group is, that they "tout big savings but it doesn't show up in the P&L." We all know that there are many reasons for this, but our observations in the data suggest that - in some cases - their concerns are legitimate. This session, aimed at CPOs responsible for both projected and realized savings, will outline the steps to stop the savings leakage by implementing robust savings tracking and category management before launching any strategic sourcing project.

You will learn:

▪ The causes of savings leakage within most organizations
▪ Strategies for solving savings leakage
▪ How to become more aligned with CFO expectations

Why Outsourcing Information Security Can Help You Avoid Cyber-Attacks

NTT Security

Cyber-attacks are as unique as the attackers behind them and the organizations they target: both attackers and the targeted organizations have different objectives. Given the growing systemic complexity of the extended enterprise and the cyber threats being faced, now is the best time to mitigate the overall information security risk landscape through outsourcing. Having a wider perspective on risk and the real-time ability to close vulnerabilities in a dynamic information security risk environment may offer compelling business benefits regardless of any cost arbitrage advantages.

You will learn:

▪ About the latest attack trends and how they can help determine where your security efforts should be focused for maximum protection
▪ The latest and most common threats facing organizations
▪ How to define the short and long-term nature of costs and their related benefits

From Insights to Action: The Role of Financial Health Analytics in Building a More Resilient Supply Chain

RapidRatings

While risk management is recognized as a top priority for nearly every organization, risk professionals often struggle to bridge the gap between identifying and then mitigating risk. Without a clear path to operationalizing insights gleaned from various risk technologies,
companies find it difficult to keep up with increasing risk. Learn how a proactive approach that uses predictive analytics to take action on high risk or highly critical suppliers is necessary to protect your bottom line and brand reputation.

You will learn:
▪ Key strategies to implement your supplier risk program, including risks to focus on and how to segment your suppliers
▪ How the value of transparency can build better business relationships and drive the risk mitigation process
▪ Actionable steps to manage high risk third parties and monitor potential impact to your organization

Plus Breakout Sessions with:
Opus is the world’s most respected global corporations rely on Opus to help free their business from the complexity and uncertainty of managing the risks associated with their third parties. Past presentations include:
▪ Identify and Manage Third Party Vendor Risks: Using Automation to Increase Visibility
▪ Vendor Management Risk Mitigation: The Importance of Having a Formalized Methodology

GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize business and shareholder value. Past presentations include:
▪ Digital Procurement Transformation: Buzzword or Best Practice?
▪ Building a Flexible and Agile Procurement Organization

HCL Technologies helps global enterprises reimagine their businesses for the digital age. Through innovative technology solutions built around Digital, IoT, Cloud, Automation, Cybersecurity, Analytics, Infrastructure Management and Engineering Services, amongst others, we solve complex business problems for our clients.

Determine is a leading global provider of Cloud Source to Pay and Enterprise Contract Lifecycle Management (ECLM) solutions. Our name, Determine, stands for delivering conclusions through analysis. At Determine, we empower confidence and deliver results to our stakeholders through thought leadership and technology.

Toptal is the leading on-demand professional network that connects the world’s top talent with leading corporations. Toptal enables Enterprises to accelerate projects and quickly adapt to innovative technology and disruptive competition.

Charles Russell Speechlys is a law firm headquartered in London with offices in the UK, Europe, the Middle East and Hong Kong. We have an unusually broad range of skills and experience across the full spectrum of business and personal needs.