



**2018 Global Summit**  
**Washington D.C.**

Monday March 26	Tuesday March 27	Wednesday March 28	Thursday March 29
	<b>Delegate Breakfast</b> 7:30	Run 6:00 to 7:00	Run 6:00 to 7:00
		<b>Delegate Breakfast</b> 7:30	<b>Delegate Breakfast</b> 7:30
AM Events	<p>Featured Session</p> <p><b>Creating that Aha Moment: Using Augmented Reality for Procurement Process Training</b> 8:00 to 9:00</p> <p>Break 9:00 to 9:20</p> <p><b>Workshops and Council Meetings</b> 9:20 to 10:20</p> <p>Break 10:20 to 10:35</p> <p><b>Workshops and Council Meetings</b> 10:35 to 11:35</p> <p>Networking Lunch 11:35 am to 1:25 pm</p> <p><b>Early Registration</b> Opens at 4:00</p> <p><b>Washington D.C. Bus Tours</b> Join us after your dinner for networking and a guided bus tour of Washington D.C. Snacks and refreshments available onboard. 7:00 to 9:00</p>	<p>Featured Sessions</p> <p><b>How to Survive and Prosper in a World of Exponential Technologies</b> David Rowan, Editor UK, WIRED 8:00 to 9:00</p> <p>Break 9:00 to 9:20</p> <p><b>Machine Learning in Services Procurement: It's a Game Changer</b> Allegis Global Solutions 9:20 to 10:20</p> <p>Break 10:20 to 10:35</p> <p><b>Sessions 1 thru 4</b> 10:35 to 11:25</p> <p>Lunch / Featured Session</p> <p><b>Digital Singularity: Innovation Reborn</b> Avasant</p> <p>11:25 am to 1:00 pm</p> <p><b>Workshops and Council Meetings</b> 1:25 to 2:25</p> <p>Break 2:25 to 2:40</p> <p><b>Workshops and Council Meetings</b> 2:40 to 3:40</p> <p>Break 3:40 to 4:00</p> <p><b>Speed Networking and Provider Showcase</b> Snacks and Prizes 4:00 to 6:00</p> <p>Break</p> <p><b>Dinner &amp; Networking</b> 7:30 to 9:30</p>	<p>Fireside Chat</p> <p><b>Political and Economic Issues</b> Discussion Panel 8:00 to 9:00</p> <p>Break 9:00 to 9:30</p> <p><b>Sessions 21 thru 23</b> 9:30 to 10:20</p> <p>Break 10:20 to 10:35</p> <p><b>Sessions 24 thru 26</b> 10:35 to 11:25</p> <p>Lunch / Featured Session</p> <p><b>Blockchain/Cryptocurrency</b> Industry Thought Leader TBA</p> <p>11:25 am to 1:00 pm</p> <p><b>Sessions 5 thru 8</b> 1:15 to 2:05</p> <p>Break 2:05 to 2:20</p> <p><b>Sessions 9 thru 12</b> 2:20 to 3:10</p> <p>Break 3:10 to 3:40</p> <p><b>Sessions 13 thru 16</b> 3:40 to 4:30</p> <p>Break 4:30 to 4:45</p> <p><b>Sessions 17 thru 20</b> 4:45 to 5:35</p> <p>Break</p> <p><b>Closing Keynote: Panel Discussion on Risk</b> Panelists TBA 3:40 to 4:30</p> <p><b>Dinner &amp; Networking</b> 7:00</p>
PM Events			

Join us throughout the Summit in the Tech Lounge  
for Product Showcases, Industry Interviews and Open Dialogue

More Details and Registration at: [sig.org/summits](http://sig.org/summits)

# SIG 2018 Spring Executive Summit - Session Titles

Additional Information and Updated Schedule at [www.sig.org/summits](http://www.sig.org/summits)

Sessions added frequently - check back again soon!

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

Keynote session with **David Rowan**, Editor-at-Large at WIRED Magazine's UK Edition. David Rowan is editor-at-large of WIRED magazine's UK edition, Conde Nast's award-winning technology-and-innovations magazine that stays ahead of the trends transforming businesses.

## Machine Learning in Services Procurement: It's a Game Changer

Keynote session with **Allegis Global Solutions**.

## Creating that Aha Moment: Using Augmented Reality for Procurement Process Training

Sourcing and business leaders have been readily adopting the use of reverse auctions on a worldwide basis. While to the sourcing organization, this process is easy to understand, it can sometimes be difficult to explain to internal clients in a way that makes it real and demonstrates the incredible potential. In this keynote session, the presenters will walk the audience through the identification of the business need and the solution development. Attendees will have the opportunity to experience a demonstration of how augmented reality will be used to engage business units in the use of reverse auctions.

## 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 rises from innovation in some sectors, 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 S. 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.

## Working Council Meetings

SIG Council Meetings on:

- Digital Innovation
- Third Party Management
- Workforce Sourcing
- Sourcing in Latin America

## Outsourcing: The Evolution of a Strategic FM Partnership

With sourcing practitioners in the sourcing department at **PwC**.

## How Uber is Leveraging Sourcing to be a Competitive Advantage

With sourcing practitioners from **Uber**.

## Building an Indirect Procurement Organization from the Ground Up

With **Denali, a WNS Company**.

## Mitigating Contingent Labor Risk Through Effective Compliance Management

With **PeopleFluent** and a buy-side company to be announced.

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

## 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**.

## How to Launch a Thriving Direct Sourcing program

**MBO Partners**

Do you have an enterprise contingent labor program and are 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 major 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

## Security and Privacy in the Cloud

**Mayer Brown**

As businesses turn to cloud computing solutions and accumulate data in the cloud, they are presented with many challenges for complying with data privacy and cybersecurity regulations. Join Mayer Brown and [TBA] as they discuss the legal issues cloud solutions present and related contracting issues to be aware of to reduce your risk.

You will learn:

- The background and nature of cloud solutions;
- Recent privacy and security developments having significant consequences for cloud computing services; and

- Priority legal issues related to contracting for cloud solutions.

## 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 road map 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 AI

## Digitize or Die: Procurement's Transformation Imperative

### 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 Procurement Leaders with a roadmap to transform their own organizations by following the playbook market-leading procurement organizations have used to realize their "Digitization Dividend"; quantifiable ROI and sustainable competitive advantage.

You will learn:

- Source-to-Pay technology trends: from AI to 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

## 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 and share some new thinking about how to get the best from everyone in your workforce. 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

### Plus Breakout Sessions with:

**EcoVadis** has the first collaborative platform providing sustainability ratings and performance improvement tools for global supply chains. Past presentations include:

- Highlights from the first ever EcoVadis Global CSR Risk & Performance Index 2017: Supply Chain CSR Investments Lower Global Risk Exposure
- Sustainable Procurement: Best Practices and Tools to Drive Value

**Neustar**, the leader in the field of authoritative identity resolution, helping our clients grow and guard their business by connecting people, places, and things with world-class and industry-leading solutions in Marketing, Risk, Security, Communications, and Registry services.

**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

**SAP Fieldglass** provides the leading SaaS Vendor Managed System (VMS) platform to procure and manage all areas of services procurement including contingent workers, services such as Statement of Work (SOW) projects, independent contractors, and specialized talent pools. Past presentations include:

- Navigating External Workforce Management
- Visibility: The Foundation of Total Talent Management

**SynerTrade** is a leading international provider of cloud-based solutions for the digitalization of companies' procurement and controlling processes. Past presentations include:

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

**TalentWave** is the largest and most experienced provider of Independent Workforce Engagement solutions. Past presentations include:

- Extending your Contingent Workforce with Direct Sourcing, Talent Communities and Online Talent Marketplaces
- Procurement's Vital Role in Building a Total Talent Management Program

**The Forefront Group** is a global procurement and strategic supply management consulting and advisory firm.