Ask the Experts:

How to Keep Your Team Passionate, Engaged and Motivated

Adobe
Antonio Humphreys
Senior Manager

REI
Lys Hardy
Director, Strategic Sourcing

Starbucks
Jonathan Gardner
VP, Global Sourcing

Denali-WNS
Elizabeth Pancik
SVP, Procurement Services

SIG Global Executive Summit

We enable clients to outperform with our passion for service and innovation

Ask the Experts!

How to ignite passion and drive engagement in your teams.

denali

A WNS COMPANY

© Copyright 2018 WNS (Holdings) Ltd. All rights reserved

Meet our Experts

Jonathan Gardner, Vice President – Global Sourcing and Supplier Relations , Starbucks. Jonathan leads the sourcing teams responsible for beverage ingredients, packaging, and print production. Jonathan and his teams enable innovation, top line growth and margin enhancement through creative and cost-effective supply solutions and high quality supplier relationships.

Lys Hardy, Head of Strategic Sourcing and Vendor Management, REI. Lys leads the Strategic Sourcing and Vendor Management teams, where her mission is to apply the right level of sourcing strategy, decision support, and risk management to deliver excellent service to internal partners as well as the REI vendor base. She is passionate about driving engagement with her team, business partners, and suppliers.

Antonio Humphreys, Senior Manager – Global Procure to Pay, Adobe. Antonio is a global strategic sourcing and marketing expert with 20 years' professional experience and is currently a Senior Manager of Global Procurement at Adobe, Inc. Antonio leads a passionate global team that serves the entire Adobe global organization and engages with stakeholders across all business units.

Betsy Pancik, Sr. Vice President of Sales & Solutions, Denali – a WNS Company. Betsy has held multiple roles within procurement organizations since her start as a buyer in the aerospace industry. She has consulted with hundreds of clients to help increase the influence of Procurement and is a recognized expert on Procurement transformation and leading practices.

denali
A WNS COMPANY

© Copyright 2018 WNS (Holdings) Ltd. All rights reserved

Why are we here today?

- More organizations are turning to Procurement to deliver holistic value and not just savings alone- **teams often take on increased strategic responsibility without the support necessary to succeed.**
- Many teams are overtasked and underappreciated, which leads to employees that are **demotivated, disengaged**, and have one foot out the door.
- How do we **ignite the passion**?

denali
A WNS COMPANY

© Copyright 2018 WNS (Holdings) Ltd. All rights reserved

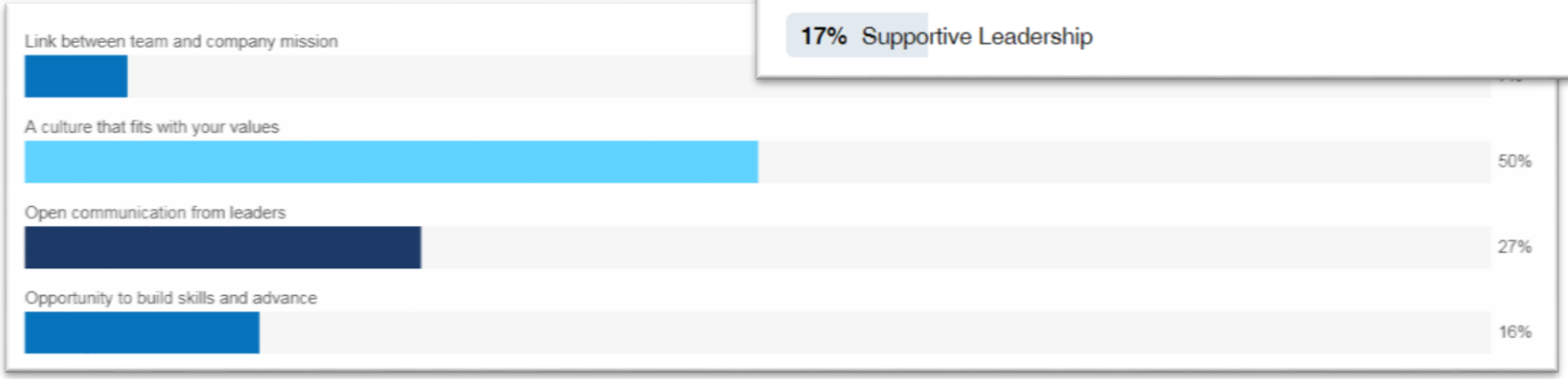
We asked YOU to tell us what was important.

Which of the following is the most critical element in building a successful, high-performing team:

- 6% Focused mission statement
- 71% Team culture ✓
- 18% Transparency from leaders
- 5% Opportunities to advance

The results are in and "a culture that fits with your values" was identified as the most critical element to building a successful, high-performing team. Now it's time to dig a little deeper and find out what it is about TEAM CULTURE that keeps you engaged and motivated?

- 8% Colleagues Turned Friends
- 58% Trust & Approachability ✓
- 17% Shared vision
- 17% Supportive Leadership



denali
A WNS COMPANY

© Copyright 2018 WNS (Holdings) Ltd. All rights reserved

How do we motivate our teams to outperform?

- Maintain Positive Team Culture
- Retain and nurture your talent
- Promote a culture of enablement and support with the right model

denali
A WNS COMPANY

© Copyright 2018 WNS (Holdings) Ltd. All rights reserved

OUTPERFORM with WNS

wns.com

This presentation and any files attached and/or transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. No part of this presentation may be given, lent, resold, or disclosed to any unintended recipients or exploited for any commercial purposes. If you are not the intended recipient and you have received this presentation in error, please return this material to the sender immediately and forthwith delete and destroy the presentation including any copies thereof from your records. We hereby notify that disclosing, distributing, copying, reproducing, storing in a retrieval system, or transmitting in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, or taking any action in reliance on the contents of the presentation in its entirety or any part thereof is strictly prohibited without the prior written consent of WNS, such consent being given at the sole discretion of WNS. Any views or opinion expressed in this presentation are those of the author and do not necessarily represent that of WNS. WNS makes no representations and to the full extent permissible by applicable law, WNS disclaims any warranties of any kind, express or implied, including any warranty of merchantability, accuracy, fitness or applicability for a particular purpose, and non-infringement of third party rights, as to the information, content and materials.

denali

A WNS COMPANY

Session information and evaluation how-to's

Why?

- Your feedback **drives SIG Event content**
- By signing and submitting your evaluation, you are **automatically entered into a prize drawing**

How?

From the **App:**

1. Select **Sessions**
2. Select **Day**
3. Select **Session**
4. Click on **Clipboard Icon**
5. **Complete and submit evaluation**

This was **session # 19**

Download the App:
sig.org/**app**

SIG Global Executive Summit

Join the dialogue!

Tweet and mention #SIGfall18!

SIG Global Executive Summit