



OCT
11-13
2021

SIG | Global Executive Summit

Carlsbad, CA • Omni La Costa Resort and Spa • sig.org

Monday October 11

Advisory Board Meeting | Invite Only | 10:30

CPO & Executive Roundtable & Reception

1:00 to 5:00

Invite Only | Sponsored by Oliver Wyman

Opening Night Celebration & Registration

5:00 to 7:00

All Delegates Welcome | Sponsored by Scanmarket

Executive Dinners

6:00 to 8:00

Invite Only

Sponsored by Everest Group, Lancesoft & Workday

Wednesday October 13

Breakfast

7:30

Fireside Chat on Resiliency in Procurement: How to Walk the Talk and Convert from Momentum to Action with GEP

8:00 to 9:00

The Power of Partnership: How to Eliminate Risk and Reduce Cost with SMC2 and former Ecolab

9:10 to 9:45

Innovation Hall Talks

9:55 to 11:00

Breakout Sessions

11:15 to 1:10

Lunch

Sponsored by riskmethods

Keynote Session:

Embedding ESG into Your Sourcing Operations through Business Spend Management (BSM) with Coupa

1:10 to 2:30

Breakout Sessions

2:45 to 3:35

Innovation Hall and Snack Break

3:35 to 4:20

Ice Cream Social Sponsored by Datamark

Breakout Sessions

4:20 to 6:15

Cocktail Reception

6:15 to 7:15

Buy-side Only | Sponsored by EcoVadis

Dinner | 7:15

Tuesday October 12

Breakfast

Sponsored by Certa

7:30

Keynote Sessions:

Procurement is Key to Growth in the Age of Digital Transformation with VNDLY

8:00 to 9:00

Increase Your Brand:

Optimizing the Intake-to-Purchase (I2P) Customer Experience with Canva, former VSP Global & ZIP

9:10 to 9:45

Breakout Sessions

10:15 to 12:10

Lunch

Sponsored by Origina

Keynote Session:

Champions of Change: How Procurement Leads Transformation Across the Enterprise with Comerica Bank and Workday

12:10 to 1:30

Innovation Hall Talks & Solution Demos

1:30 to 3:20

Snacks Sponsored by ETCH Sourcing

Breakout Sessions

3:55 to 5:30

Speed Networking and Prizes

5:45 to 7:00

Sponsored by Canon

Dinner, Networking & Drinks

7:30

Sponsored by Icertis

Visit the Innovation Hall

Tuesday & Wednesday

After Morning Keynote Sessions

sig.org/summits

All Times Shown in U.S. Pacific Time

Sessions are eligible for Continuing Education Credits for maintaining your SIG University certifications, subject to the topics of the sessions and their applicability to your certification.

Monday October 11

10:30 AM to 12:30 PM	SIG Advisory Board Meeting with Lunch Invitation Only Salon F
1:00 to 4:00	CPO & Executive Roundtable Program Sponsored by Oliver Wyman By Invitation Only Salon G & H
4:00 to 5:00	CPO & Executive Roundtable Reception Sponsored by Oliver Wyman By Invitation Only Salon G & H
5:00 to 7:00	Early Registration & Opening Night Reception - Check in to Summit Sponsored by Scanmarket Open to All Delegates Costa Del Sol Foyer
6:00 to 8:00	Executive Dinners Sponsored by Everest Group, Lancesoft, Workday By Invitation Only Coastal Events Center (Iris Terrace, Marigold Terrace, Orchid Terrace)

Tuesday October 12

7:00	<p>Summit Registration Opens Costa Del Sol Foyer</p>		
7:30	<p>Breakfast Sponsored by Certa Costa Del Sol Ballroom</p>		
8:00 to 9:45	<p>Featured Sessions Procurement is Key to Growth in the Age of Digital Transformation VNDLY Followed by Increase Your Brand: Optimizing the Intake-to-Purchase (I2P) Customer Experience Canva / former VSP Global Executive/current Fairmarkit SVP / ZIP Costa Del Sol Ballroom</p>		
9:45 to 10:15	<p>Break</p>		
10:15 to 11:05	<p>Breakout Session 1</p> <p>The Importance of APIs in the Modern Tech Stack</p> <p>Fifth Third Bank / VNDLY</p> <p>Salon F</p>	<p>Breakout Session 2</p> <p>The Risk Framework to Survive Industry 4.0</p> <p>Mary Kay Inc. / SAP Ariba</p> <p>Salon G</p>	<p>Breakout Session 3</p> <p>How Short-Term Needs Can Help Enable Long Term Strategy in Total Talent Management</p> <p>Ecolab / Utmost</p> <p>Salon H</p>
11:05 to 11:20	<p>Break</p>		
11:20 to 12:10 pm	<p>Breakout Session 4</p> <p>Will the Market Ever be the Same Again?</p> <p>DATAMARK</p> <p>Salon F</p>	<p>Breakout Session 5</p> <p>The Three Core Misconceptions about Services Procurement Success</p> <p>Kaiser Permanente / Randstad Sourceright</p> <p>Salon G</p>	<p>Breakout Session 6</p> <p>CIO Wanted: All CPOs Need Apply</p> <p>CDK Global / former CPO of Bank of New York Mellon / former VSP Global Executive/current Fairmarkit SVP</p> <p>Salon H</p>
12:10 to 12:30	<p>Lunch Sponsored by Origina Costa Del Sol Ballroom</p>		
12:10 to 1:30	<p>Featured Session Champions of Change: How Procurement Leads Transformation Across the Enterprise Comerica Bank / Workday Costa Del Sol Ballroom</p>		
1:40 to 2:10	<p>Innovation Hall Talk 1</p> <p>Do Not Compromise, Just Deliver: A Lesson in Optimized, Rapid Deployment for ESG Objectives</p> <p>Ivalua</p> <p>Innovation Hall Stage 1</p>	<p>Innovation Hall Talk 2</p> <p>Mastering Services Procurement Through Innovation, Digital Transformation and Market Analytics</p> <p>PRO Unlimited</p> <p>Innovation Hall Stage 2</p>	<p>Innovation Hall Open Enter to Win Prizes!</p> <p>Visit the Innovation Hall Join a Talk Session Enjoy Refreshments and Popcorn Sponsored by ETCH Sourcing</p>
2:15 to 2:45	<p>Innovation Hall Talk 3</p> <p>TBA</p> <p>Innovation Hall Stage 1</p>	<p>Innovation Hall Talk 4</p> <p>Fostering Trusted B2B Communities as Part of Disruptive Digitization</p> <p>Varis</p> <p>Innovation Hall Stage 2</p>	
2:50 to 3:20	<p>Innovation Hall Talk 5</p> <p>Supply Chain Climate Action and the Path Towards Net Zero</p> <p>EcoVadis</p> <p>Innovation Hall Stage 1</p>	<p>Innovation Hall Talk 6</p> <p>Next Gen Direct Sourcing Solution and Total Talent Management</p> <p>WorkLLama</p> <p>Innovation Hall Stage 2</p>	
3:20 to 3:35	<p>Break</p>		
3:35 to 4:25	<p>Breakout Session 7</p> <p>Transformation Fuel: Process and Data Cohesiveness</p> <p>Riot Games / Focal Point</p> <p>Salon F</p>	<p>Breakout Session 8</p> <p>Closing The Loop: Elevating Procurement's Strategic Value by Connecting Data, Insights and Outcomes</p> <p>Qualtrics / Suplari</p> <p>Salon G</p>	<p>Breakout Session 9</p> <p>Maximize the Impact of Procurement: The Business Case for Early Engagement</p> <p>U.S. Bank</p> <p>Salon H</p>
4:25 to 4:40	<p>Break</p>		
4:40 to 5:30	<p>Breakout Session 10</p> <p>How to Mitigate Risk in Sourcing Using Automated Contract Management</p> <p>Russell Investments / Agiloft</p> <p>Salon F</p>	<p>Breakout Session 11</p> <p>Procurement-as-a-Service: What You Can Learn from the Procurement Outsourcing Industry</p> <p>Everest Group</p> <p>Salon G</p>	<p>Breakout Session 12</p> <p>Win Using Predictive Procurement: Insights from High-Performing Teams</p> <p>CDK Global / Bid Ops</p> <p>Salon H</p>
5:30	<p>Break</p>		
5:45 to 7:00	<p>Speed Networking and Prizes Sponsored by Canon Business Process Services Costa Del Sol Ballroom</p>		
7:30	<p>Break</p> <p>Drinks, Dinner and Networking Sponsored by Icertis Legends Lawn & Valley Promenade</p>		

Wednesday October 13

7:00	Summit Registration Opens Costa Del Sol Foyer			
7:30	Breakfast Costa Del Sol Ballroom			
8:00 to 9:45	Featured Sessions Resilience...Stop Talkin'...Start Doin' GEP Followed by The Power of Partnership: How to Eliminate Risk and Reduce Cost Ecolab (formerly) / SMC2 Costa Del Sol Ballroom			
9:45	Innovation Hall Opens			Innovation Hall Open Enter to Win Prizes!
11:00 to 11:15	Break			
11:15 to 12:05	Breakout Session 13 Diversity, Equity and Inclusion (DEI) is Good for Business Independence Blue Cross / apexanalytix Salon F	Breakout Session 14 Continuing the Conversation: How to Drive Quality Outcomes through Highly-Coordinated, Cost-Effective Global Resources Ecolab (formerly) / SMC2 Salon G	Breakout Session 15 Achieving Real Results on ESG Initiatives Beyond the Triple Bottom Line Spend Matters / World Wide Generation Salon H	
12:05 to 12:20	Break			
12:20 to 1:10	Breakout Session 16 Find, Get, and Keep More Savings: The Power of Procurement Analytics Kindred at Home / Impendi Analytics Salon F	Breakout Session 17 From Good to Great: Accelerate Business Value with Contract-centric Sourcing Deloitte Legal Business Services / Icertis Salon G	Breakout Session 18 It's Time to Invest in Partnerships (former) Stripe.com Salon H	
1:10 to 1:30	Lunch Sponsored by riskmethods Costa Del Sol Ballroom			
1:30 to 2:30	Featured Session Embedding ESG into Your Sourcing Operations through Business Spend Management (BSM) Coupa Costa Del Sol Ballroom			
2:30 to 2:45	Break			
2:45 to 3:35	Breakout Session 19 Building a Sustainable Future: CHEP's Transformation Journey CHEP Salon F	Breakout Session 20 Building Up and Building Better: How to Increase your Procurement Brand Dana Farber Cancer Institute Salon G	Breakout Session 21 "Do I have to do this?" A Practical Journey to Supplier Risk Management (SRM) California Water Service Group / ProcureAbility Salon H	
3:35 to 4:20	Ice Cream Snack Break Sponsored by DATAMARK			
4:20 to 5:10	Breakout Session 22 What Will Happen if Procurement Does Not Embrace the Changing Workforce? First Republic Bank / Guidant Global Salon F	Breakout Session 23 Salon G Break	Breakout Session 24 How to Get AI Smarter: Navigating an AI-Enabled Digital Career Albertsons Companies Salon H	
5:10 to 5:25	Break			
5:25 to 6:15	Breakout Session 25 Innovation, Data and Starting a Corporate ESG Program California Water Service Group / JAGGAER / Tealbook Salon F	Breakout Session 26 Salon G	Breakout Session 27 Project Do-Over: How REI is Fundamentally Transforming Our Procurement Organization REI Salon H	
6:15 to 7:15	Cocktail Reception for all Buy-side Delegates Sponsored by EcoVadis Bougevilla Courtyard			
7:15	Drinks, Dinner and Networking Luna Lawn			

Tech Lounge Open 7:00 to 5:30 | Sponsored by SIG University
 Connect to WiFi at sig.org/wifi | Sponsored by Guidant Global



SIG 2021 Global Executive Summit

Additional Information and Updated Schedule at sig.org/summits

Sessions added frequently - check back again soon!

Procurement is Key to Growth in the Age of Digital Transformation with VNDLY

Keynote Session with **VNDLY**

The paradigm is rapidly shifting. Advances in technology are changing how work is done and how success is measured. Enterprises need to take on a disruptive business model to stay relevant while remaining agile enough to adapt when needed. Being able to pivot at the first sign of adversity can make the difference in becoming the next Netflix or the next Blockbuster. With agility becoming so essential to business, enterprises need to identify and facilitate changes in hiring, bringing on new technology, and upgrading their processes. What rang true two years ago, or sometimes even two months ago, is already stagnant in each of these categories.

Procurement is on the front lines of digital transformation. When an organization is looking to bring in the best technology, Procurement is often a big part of that conversation. Each new hire, each new SaaS tool, each new system of engagement, and each step towards agility and change starts with Procurement. It is the continuous improvement function of your business, and it's time to explore procurement for what it can be - the key to growth in digital transformation.

Increase Your Brand: Optimizing the Intake-to-Purchase (I2P) Customer Experience

Keynote Session with **Canva, former VSP Global Executive** and **ZIP**

The Source-to-Settle (S2S) engagement starts with the effective onboarding of the internal customer and suppliers. Most organizations miss this critical first step resulting in time delays and impairing their brand with the customer and supplier. This keynote session will share how an efficient user interface to manage the Intake-to-Purchase (I2P) solution will win big with your customers, save time and generate a lasting first impression.

You will learn:

- How to facilitate the S2S process interaction between internal customer and supplier
- How to optimize implementation and onboarding to increase your brand
- How to effectively and efficiently gather critical information for ongoing smooth and successful commercial transactions

We will share how to optimize the customer's experience by providing a clean, simple, intuitive digital experience. We invite you to learn how to improve your brand and ensure requisite oversight of the process. The business outcome is greater adoption of the process, increased spend under management, and the opportunity to save more efficiently, resulting in satisfied customers and suppliers.

Embedding ESG into Your Sourcing Operations through Business Spend Management (BSM)

Keynote Session with **Coupa**

Global brands are all looking to emerge from the pandemic stronger. For many, that includes a focus on ethical business practices through Environmental, Social, and Governance (ESG) programs. Yet we continue to hear from our community of customers and partners that while they understand the importance of ESG in business, they are not sure how to get started.

Organizations looking to implement immediate ESG practices can start by looking at their supply chain and evaluating its impact through the lens of business spend management (BSM). For example, shifting spend to diverse suppliers or taking action to design a supply chain transportation network that reduces carbon footprint. In this fireside chat, Donna Wilczek, Coupa SVP of Product Strategy & Innovation, speaks with Dawn Tiura, CEO of SIG, to discuss how companies can make ESG impact. The audience will walk away with an understanding of the steps they can take to get started, including:

- What to look for when examining their current supply base and supply chain
- How to set appropriate goals to increase diverse supplier spend and improve supply chain sustainability
- How to measure and optimize progress and performance along the way

The Power of Partnership: How to Eliminate Risk and Reduce Cost

Keynote Session with **SMC2** and **former Ecolab**

When the team at Ecolab set out to drive digital innovation they were faced with a serious challenge: recruiting and retaining the high caliber of digital engineers needed to succeed. After several attempts with multiple partners, they looked for a new approach. With strategic assistance coming from Procurement, Ecolab learned the value of Insourcing - both from a talent and cost perspective - bringing Ecolab a highly productive, on-brand workforce.

Ecolab engaged SMC Squared to build and optimize a Global Insourcing Center (GIC) that currently runs 23 IT capabilities at multi-million dollar annual savings.

In this session, Bill Sedoff, Former Director of Global Indirect Procurement at Ecolab and Patricia Connolly, CEO SMC Squared will discuss how their companies' strategic partnership led to the creation of the Ecolab Digital Center and achieving their goals:

- Attract and retain high quality digital talent
- Eliminate risk and reduced cost while achieving growth goals
- Accelerate digital transformation in an increasingly remote world

Champions of Change: How Procurement Leads Transformation Across the Enterprise

Keynote Session with **Workday** and **Comerica Bank**

To drive the efficiencies and innovative strategies that fuel enterprise resilience and competitive advantage, procurement teams must act as catalysts for organizational change. How do you streamline workflows, refocus talent development, and adopt new technologies while keeping pace with evolving business priorities?

In this session, learn from Comerica Bank's Adil Karachiwala, VP, Sourcing and Contracts, as he shares key factors in driving game-changing transformation for several areas across the business, from legal processes to talent management to supplier engagement and beyond.

Resilience...Stop Talkin'...Start Doin'

Keynote Session with **GEP** and **SIG**

Everyone is talking about resilience. But most organizations haven't done much in response to the disruption we've seen. This session will answer the key question of "How Do We Get Started?" Mike Jette, Vice President, GEP and Dawn Tiura, CEO and President, SIG will discuss what you can do immediately and longer term.

CIO Wanted: All CPOs Need Apply

A Case Study Presentation with **CDK Global**, **Former CPO of BNY Mellon**, and **former VSP Global Executive/current Fairmarkit SVP**

More than at any other time in recent history, CPOs are asked to know their function and understand the key strategies of their business. They are being asked to go beyond negotiating contracts, getting costs savings, and sourcing suppliers. Very often, without even a mandate, they are expected to innovate and implement third-party solutions proactively for the business. Increasingly, technology and technology providers comprise perhaps the most significant expenditures for most companies. Therefore, CPOs need to know the tech, understand how it is applied, and work with the business to evaluate, source, and implement it.

Does this sound like any other C-level role at companies today (hint: CIO)? Tech-savvy procurement professionals with a strong knowledge of the business and the ability to build C-level relationships may be the perfect choice for your company's next CIO. SIG Supernova Hall of Famers will lead an interactive discussion about the evolving role of the Chief Procurement - er-Information Officer.

You will learn:

- The common skills and abilities shared between CPO and CIO
- The reasons a tech-savvy CPO is the better choice for CIO
- The career path choices for a CPO interested in CIO responsibilities
- The potential roadblocks a CPO might face
- The answer to "Why would a CPO do such a foolish thing...?"

Building Up and Building Better: How to Increase your Procurement Brand

A Case Study Presentation with **Dana Farber Cancer Institute**

There is no doubt that the pandemic helped elevate general awareness and understanding of supply chain, sourcing, and procurement operations. More people are learning to appreciate how our discipline requires deep and dynamic expertise in stakeholder engagement, industry research, project management, risk mitigation, and negotiations. Perhaps we will be able to ride that reputational wave for a few more years, but really, we should not rest on our laurels. Pretty soon, if not already, we will begin to hear all of the same misperceptions about the procurement function. But herein lies the opportunity! Procurement has earned a seat at the table and proven our worth by shaping awareness, addressing misperceptions, and bringing even greater value than ever before. Join this session for the chance to hear from someone who has led and successfully implemented several procurement transformation initiatives for global enterprises. You will benefit from a wealth of practical experience in breaking down barriers to expand the scope and influence of procurement teams.

You will learn:

- How to survey your stakeholders for their (mis)perceptions about your procurement function
- How to create actionable items from what you learn
- Specifics on how to address some of the more common issues
- Examples of procurement brands and procurement branding and the many forms it can take
- Linda's Rules to live by!

Project Do-Over: How REI is Fundamentally Transforming Our Procurement Organization

A Case Study Presentation with **REI**

Imagine if you could take your learned experiences and an optimal toolset and go back in time to day one, and structure your procurement organization. What would you do differently? What if you could re-design the way you take in new initiatives, or the tools you use, or even your stakeholder engagement practices? What if you could take the best and the brightest of your previous workforce and combine it with a new and more innovative workforce? And what if you were capable of doing this all while working under the pressures of a global pandemic?

Well, REI was. For the past year, we have been making a significant paradigm shift. We are on target to integrate Procure-to-Pay and Strategic Sourcing into a fully streamlined, best-in-class, Source-to-Pay organization with the customer at the center. We have been busy making choices about what must change to meet that target by examining our current practices and identifying optimal strategies in meeting customer goals.

You will not want to miss this session in which we discuss our journey to a best-in-class procurement organization.

You will learn:

- How to shift to a hybrid model
- How to be better operators with greater agility
- How to empower your staff to grow and innovate
- How to transform stakeholders into investors and enable shared ownership

It's Time to Invest in Partnerships

A Case Study Presentation with former executive from **Stripe.com**

Procurement and Sales organizations are playing different games and each claiming their own victories, yet the relationship between companies and their suppliers has never been more inter-dependent and critical. It is time to step back and consider everything from a new perspective, identify your strategic relationships, and operate in a paradigm that will resonate with your executives and turn your adversaries into strategic partners. Don't set up a Supplier Relationship Management program and then chase the same cost saves and rate card concessions. Invest in forming and managing partnerships with your key suppliers instead. This session will help you understand the steps you need to take to transform your partnerships and build a new paradigm.

You will learn:

- How to examine the differences in approach from a buy side and sell side perspective

- How to consider your traditional playbook and identify where it is working against you and falling short
- How to develop a program that actually supports your company's strategic direction
- How to identify perspective partners from within your supply base
- How to develop and manage relationships that will benefit both entities

Maximize the Impact of Procurement: The Business Case for Early Engagement

A Case Study Presentation with **U.S. Bank**

A presentation highlighting the tremendous impact realized by having Procurement involved early in the engagement that a company has with suppliers. Procurement's early engagement with suppliers can result in significant value improvement to an organization beyond cost savings; this session will highlight the business case for earlier Procurement engagement and discuss the key cultural, technology, talent and organizational learnings supporting that business case.

You will learn:

- How to identify and quantify the value of earlier Procurement engagement
- How to understand which procurement practices drive the greatest value
- How to prioritize both the opportunities and the changes needed for success
- How to establish deliverables, milestones, and metrics to accelerate collaboration and success

How to Mitigate Risk in Sourcing Using Automated Contract Management

A Case Study Presentation with **Agiloft** and **Russell Investments**

With the shift to remote work and enterprise digitization, information silos and communication barriers highlight the risks in slow, inflexible sourcing processes. On top of that, shifting regulations and continued supply chain insecurity leave sourcing professionals in a precarious position. How can organizations meet today's high-speed business needs while reducing risk and boosting revenue in the process? Join Russell Investments and Agiloft to discuss how the Russell Investments team digitized its sourcing with automated contract management; mitigating risk in the process, and adding value with a secure and streamlined system.

You will learn:

- How Russell Investments reduced risk with a secured contract lifecycle management (CLM) system that ensures compliance
- How the sourcing team gained key stakeholder buy-in for implementing the CLM solution as well as how to ensure user adoption and keep stakeholders engaged
- The value created and resources saved by automating essential contracting and sourcing processes through a flexible CLM system

Will the Market Ever be the Same Again?

A Discussion with **DATAMARK**

A lot has changed the last two years. Between the COVID pandemic, the rash of cyberattacks impacting virtually every company, geo-political changes and their ripple effects across industries, transition from on-prem to the cloud, and numerous other factors, sourcing and procurement has never before experienced so many moving parts when making decisions. Thom Mead, Director of Marketing at DATAMARK, will reveal the market survey conducted in partnership with SIG and the George Mason University School of Business to uncover the impact these factors had in sourcing GBS. We invite you to join us in this intriguing opportunity to learn more on how we can all be better prepared and what we can learn from the data collected.

You will learn:

- The results and analysis from of this collaborative survey
- What has changed
- The implications for both buyers and suppliers
- How we adapt to the ever changing market forces

Diversity, Equity and Inclusion (DEI) is Good for Business

A Case Study Presentation with **apexanalytix** and **Independence Blue Cross**

This presentation will showcase the supplier side of Independence Blue Cross's 35-year-old award-winning DEI program that matches the diversity of their workforce and suppliers with the community they serve. Chuck Stefanosky leads the economic equity component of the program with direct oversight of identifying, onboarding and supporting diverse suppliers. With the program reporting directly to procurement, they have full visibility of where money is being spent today and where diverse spend could be increased. Additionally, he will discuss how supplier management technology ensures that they are capturing all diverse suppliers in their supply base with as minimal manual work as possible.

You will learn:

- How to define supplier diversity in your company
- Why supplier diversity needs to report to procurement
- A simple tactic to support diverse suppliers' working capital
- How to automate diversity identification and certificate validation

What Will Happen if Procurement Does Not Embrace the Changing Workforce?

A Case Study Presentation with **Guidant Global** and **First Republic Bank**

The post-2008 recession focus on cost-savings led to an unprecedented spike in contingent labor use. The coronavirus pandemic is poised to do the same, but this time the focus will be

on skilled specialists. Evolving your contingent workforce strategy into a complex next-gen solution is the only way to transition from a dated, tactical set-up to a strategic, forward-looking approach that brings all talent and supplier spend under one roof. In 2021, procurement leaders' long-held priorities will finally take center stage, and you will not want to miss this unique opportunity to lead the drive for change and transform your contingent workforce strategy.

You will learn:

- Why the time is now to transform your contingent workforce
- The risk of no action
- How to deal with increasing contingent complexity - DE&I, SOW, compliance, supply diversity, remote vs. on-prem strategies
- The required attributes of a post-pandemic ready, advanced continent strategy

Find, Get, and Keep More Savings: The Power of Procurement Analytics

A Case Study Presentation with **Impendi Analytics** and **Kindred at Home**

More than ever, procurement organizations need actionable insights from their data to improve performance and reduce risk. Procurement analytics has emerged as an essential tool used by leading organizations to dig deeper into their spend and tap into opportunities previously unavailable. Armed with powerful new insights, top-performing organizations are driving more savings to the bottom line by minimizing pricing discrepancies, increasing contract compliance, and optimizing category spend on an ongoing basis. This session is for you if you are looking for an analytics-centric approach to find, get, and sustain more savings.

You will learn:

- The role and benefits of procurement analytics
- What is needed to fully capture the opportunity
- How analytics can track and prove realized savings
- How analytics can pinpoint savings leakage and improve contract compliance

Closing The Loop: Elevating Procurement's Strategic Value by Connecting Data, Insights and Outcomes

A Case Study Presentation with **Suplari** and **Qualtrics**

Procurement leaders have long struggled with strategic planning and measurement of financial, savings, and business performance goals due to incomplete data and underperforming software solutions. With the emergence of new technologies, procurement teams can leverage data and insights to efficiently and systematically plan, execute, and measure their initiatives, arming them with the capabilities to demonstrate their strategic impact to the C-level.

You will learn:

- How advances in AI enable Procurement to be the go-to source for clean, actionable spend intelligence
- How data and AI-driven insights can be used to plan sourcing and savings activities
- Advances in automated actions, results tracking, and rich collaboration tools allow Procurement to build trusted relationships with other functions, and demonstrate its strategic value to the wider business

Win Using Predictive Procurement: Insights from High-Performing Teams

A Case Study Presentation with **Bid Ops** and **CDK Global**

The future of procurement is predictive: prioritized projects in a pipeline managed against targets using a set of real-time Key Performance Indicators. The "ecosystem of connected apps" is here to stay. But with different workstreams for sourcing, purchasing, supplier management and p-cards, how can we orchestrate our procurement ops to prioritize high-leverage activities? Join us to learn how high-performing procurement teams are leveraging predictive analytics driven by AI to influence more spend, improve savings win-rates and exceed targets. This presentation will demonstrate how to use analytics to deliver on strategic business objectives.

You will learn:

- How to predict and win 2-5x more savings using real-time price monitoring
- How to align procurement with finance and ops to deliver on business objectives
- How to identify costly exceptions and enable automated alerts before they hit your P&L

How Short-Term Needs Can Help Enable Long Term Strategy in Total Talent Management

A Case Study Presentation with **Utmost** and **Ecolab**

As a growing enterprise reliant on an increasing number of external workers, Ecolab is taking a modern and holistic approach to looking at their talent; employee and non-employee. A total workforce view is helping them drive and deliver on both short term and long-term goals. Having a long-term talent view, with immediate needs like governmental compliance, has helped their business case for technology. In this session, we will discuss Ecolab's evolution in their total talent management and how immediate needs can help jump start the process.

You will learn:

- About the benefits of thinking comprehensively regarding talent

- How immediate talent requirements can help shape long term strategic technology advancementsHow other company initiatives (like compliance and safety) can drive change
- How to extend your Workday investment to include the extended workforce

The Three Core Misconceptions about Services Procurement Success

A Case Study Presentation with **Randstad Sourceright** and a **Kaiser Permanente**

Hear about one of the most ambitious services procurement programs in the industry and how the organization behind it has built the business case for an SOW management program that is rooted in strategic workforce planning. Hear the challenges faced in adoption and how they have overcome internal misperceptions around SOW management, including which function should own it and the key drivers beyond cost savings. Learn why technology should underpin the entire solution, and the change management practices deployed with internal stakeholders and suppliers. Finally, hear how HR and procurement will be partnering to deliver maximum value to the organization.

You will learn:

- Understand the benefits of a strong SOW management strategy, beyond cost savings
- Identify the stakeholders that should be involved in the decision-making and change management processes, and how to gain their support
- Clarify the role that technology plays in SOW management practices

"Do I have to do this?" A Practical Journey to Supplier Risk Management (SRM)

A Case Study Presentation with **California Water Service Group** and **ProcureAbility**

Implementing a Supplier Risk Management program is key to managing the increasing risks represented by third parties. It is a struggle for many companies to find the balance between managing supplier risks using rigorous requirements and allowing enough flexibility to run business operations. "Do I have to do this?" is a common question asked by internal stakeholders and suppliers. With suppliers ranging from global consulting companies to three-person construction contractors serving rural areas, California Water Service Group, joined by ProcureAbility, share their experience implementing a practical and scalable SRM solution with limited internal resources and budget.

You will learn:

- A practical approach to assessing and managing supplier risk
- The Do's and Don'ts when implementing a commercial SRM product and service

Transformation Fuel: Process and Data Cohesiveness

A Case Study Presentation with **Focal Point** and a **Riot Games**

Procurement teams struggle to achieve user adoption and ROI from expensive procurement technology. The underlying problem is that most of the work we do remains "off-system," facilitated via emails and spreadsheets. In this session, you will learn how having an end-to-end system-driven process creates visibility, drives productivity, and increases procurement value. We will discuss how to effectively evaluate and plan procurement activities thoroughly, engage stakeholders, assign work and create acritical path visibility for each project. Our presenters will show you what procurement performance management looks like when you have complete visibility of resource utilization, savings, cycle times, and client satisfaction.

You will learn:

- How to shorten cycle times through process and task visibility
- How an automated intake process can facilitate self-service
- How different data sources can be used to create visibility
- How to transform your organization for value-add and client satisfaction

How to Get AI Smarter: Navigating an AI-Enabled Digital Career

An Interactive Discussion with **Albertsons Companies**

Digital transformation of the Procurement lifecycle is a requirement for the success of our functions, bringing visibility to inefficiencies and lack of digitization and blowing the door wide open during the pandemic. AI-driven platforms and processes can help procurement, sourcing, vendor management, and supplier risk functions to quickly modernize and leapfrog in order to catch up with years of lack of investment in technological-driven advances. As practitioners, if we want to evolve our functions and support continuous improvement, then our choices are to be driven by AI or to drive it. Those willing to jump in and grab the wheel, have nothing but a sea of career opportunities that will enable their digitally transformed careers.

You will learn:

- What AI can do for you and your functions
- How you can learn more about AI
- How to incorporate AI into your roadmaps

The Risk Framework to Survive Industry 4.0

A Case Study Presentation with **Mary Kay Inc.** and **SAP Ariba**

Procurement leaders have been at the center of helping companies in all industries resume operations throughout the pandemic. Moving forward, your ability to survive future disruptions will be depend on your ability to manage and respond to real-time risk information about third parties transacting with your business. Join our experts, Keith Learn,

VP of Procurement and Supplier Development from Mary Kay Inc and Kristen Jordeth of SAP Ariba Procurement Product Strategy, to learn strategic and actionable approaches.

You will learn:

- A range of relevant risks to assess
- About processing opportunities for reducing time/costs
- Keys to a great user experience
- The value of business networks

Continuing the Conversation: How to Drive Quality Outcomes through Highly-Coordinated, Cost-Effective Global Resources

A Case Study Presentation and Continuation of Keynote Session with **SMC2** and **former Ecolab**

While solid innovation strategies were in place, the lack of available talent to execute on big ideas seriously compromised the success of Fortune 500 global leader Ecolab. With an extremely competitive market for STEM talent, finding qualified IT resources was expensive and often impossible. Typical budget constraints and traditional funding models constrained execution, innovation, agility, and progress.

As companies embrace digital agility and prepare for the remote workforce of the future, procurement leaders are finding it increasingly difficult to identify talent that meet the technical requirements needed to achieve their goals.

In this session, Bill Sedoff, Former Director of Global Indirect Procurement at Ecolab and Patricia Connolly, CEO SMC Squared will share how they were able to grow "right-sized" teams over twelve capability areas allowing Ecolab to reclaim control over their global development work while leveraging highly-coordinated, cost-effective global IT resources.

Building a Sustainable Future: CHEP's Transformation Journey

A Case Study Presentation with **CHEP**

In 2020, supply chain and pallet company CHEP, part of the Brambles Group, was named the world's most sustainable company by Dow Jones. CHEP is a strong advocate for the 'circular economy' - pioneering the world's first-ever share and reuse model through their reusable packaging model. CHEP has leveraged technology such as procurement, sourcing, and supply chain to support its mission. Learn from Imon Ahmed, the Director and Global Process Owner of Procure to Pay alongside Craig Costantino, Senior Director and Controller at CHEP North America as they share their insights on:

- Identifying finance and procurement opportunities for improvement
- Creating a "case for change"
- Reducing paper-based processes through digitization

- Creating a circular economy to reduce product waste
- Planning and optimizing your supply chain
- Rolling out a global program in 60+ countries
- Avoiding third-party risks such as child labor and fraud

Do Not Compromise, Just Deliver: A Lesson in Optimized, Rapid Deployment for ESG Objectives

An Innovation Hall Talk with **Ivalua**

So many of today's global challenges can be addressed by how organizations choose to spend (i.e., sustainability, diversity, forced/child labor). What was once a "nice to have" has become a "must-have" for many organizations, with customers and employees expecting it, governments increasingly mandating it, and our world needing it. The times of ESG being a trade-off against cost, risk, and other objectives are quickly passing. Supporting ESG objectives makes the world better and makes business sense - building brand equity, creating customer loyalty, fostering innovation, reducing risk, and more.

You will learn:

- How to improve supplier selection strategies to drive step-change ESG improvements
- How to collaborate with suppliers and internal stakeholders to plan and progress ESG goals
- How to assess and monitor supplier performance and compliance with actionable, accessible insights

Achieving Real Results on ESG Initiatives Beyond the Triple Bottom Line

A Discussion with **Spend Matters** and **World Wide Generation**

This session will cover how current and new technologies enable procurement to drive ESG and sustainability improvements that matter. The events of 2020 have driven a corporate mandate to expand Procurement's mission beyond risk and resilience to broader social responsibility and sustainability. Yet, this expanded scope must also be balanced with Procurement's core objectives - savings, supply assurance, and driving value creation. In this context, many organizations are beginning to ask how they can drive "triple bottom line (TBL)" value on "the three Ps": profit, people, and the planet. Unfortunately, driving actual ESG and sustainability improvements using TBL has primarily failed up to this point. However, by taking a proactive and measurable approach to ESG, Procurement can achieve sustainability and economic performance. Join this session to hear how to grasp the opportunities beyond a TBL mindset.

You will learn:

- About TBL, its criticisms and the evolving thinking around how to best approach measuring and addressing ESG and sustainability (e.g., natural capital)

- An ROI model for integrating sustainability into Procurement - including how S2P tech can drive actionable improvements
- A framework for segmenting and assessing S2P technology against ESG and sustainability requirements
- Examples and key takeaways from [Spend Matters latest research](#) to help organizations map the right vendors' capabilities to their unique ESG and sustainability challenges (e.g., carbon emission data collection with suppliers)

The Importance of APIs in the Modern Tech Stack

A Case Study Presentation with **VNDLY** and a **Buy-side Co-Presenter TBA**

Many organizations have an ever-growing tech stack. Whether you are adding new software or replacing a legacy system with a new product that better suits your needs, APIs have never been more critical. By connecting your various systems, your team can increase total workforce visibility, provision workers without productivity loss, and reduce license or asset misuse, but what is the more significant business impact of fully integrating your tech stack? Join us as we discuss the benefits of utilizing APIs to connect a VMS and an HR system.

You will learn:

- The time savings provided by APIs and integrations
- How to increase workforce visibility through integrated systems
- How APIs help provision workers without productivity loss
- The business impact of a fully integrated tech stack

From Good to Great: Accelerate Business Value with Contract-centric Sourcing

A Case Study Presentation with **Icertis** and a **Deloitte Legal Business Services**

Contracts are the foundation of every sourcing relationship. By digitalizing the contracting process and connecting contract data to the operational systems they power, procurement organizations can optimize the source-to-contract process and ensure the value of every contract is fully realized after it is signed. In this discussion, we will go beyond contract lifecycle management and into contract intelligence. You will learn how your organization can become uniquely prepared to strengthen key relationships, respond to new challenges and opportunities, reduce supplier risk, better assess contractual performance and obligation compliance and have the visibility into suppliers and agreements the current and future marketplace demands. Join this session for a high energy discussion.

You will learn:

- How to manage suppliers and risk in this turbulent economy
- How to leverage contracts to plug leakage and maximize revenue potential
- How AI and Blockchain will shape the future of contracting
- How to use contracts as strategic assets to transform procurement

Procurement-as-a-Service: What You Can Learn from the Procurement Outsourcing Industry

An Innovation Hall Talk with **Everest Group**

Procurement has evolved from a tactical focus on savings to playing a strategic role focused on end-to-end category management and supplier relationship management. As focus shifts to strategic engagement, sourcing organizations have struggled with where to use third-party outsourcing providers to deliver the most value. In this session, we will discuss how to structure engagements, including delivery models, pricing structures, governance and performance, talent management, and digital transformation. Even if you are not planning to outsource procurement activities, learn how the leading service providers deliver differentiated value.

You will learn:

- Understand the components of an effective procurement outsourcing model
- Discuss the importance of a robust governance and performance structure
- Learn how digital transformation is changing outsourcing engagements
- Hear examples of high-value procurement outsourcing

Take Back Control of the Deal: Obtaining Better Contract Terms

An Innovation Hall Talk with **Bodman PLC**

Vendors dominate the rules of engagement in how we procure software and services. This is especially true when negotiating with powerful vendors. They seem to hold all of the cards. This presentation will cover tactics to create more leverage and take back control of the deal. We will walk through a typical vendor deal and contract negotiation and identify fundamental changes to allow you to obtain better contract terms, increase efficiency, and reduce risk.

You will learn:

- How to change the rules of engagement with vendors
- How to create more leverage
- The benefits of taking control of the deal

Supply Chain Climate Action and the Path Towards Net Zero

An Innovation Hall Talk with **EcoVadis**

Supplier Engagement in Climate Action and the Path to Supply Chain Decarbonization: A Practical Guide

The drivers for Climate Action have never been stronger. Growing sustainability concerns from investors, a surge in new climate change regulations, and massive global shifts in public opinion have put unprecedented pressure on businesses to act.

With the largest part of a typical corporate carbon footprint lying in the value chain (up to 95% of total emissions), companies must urgently address emissions that originate in the supply chain (i.e. Scope 3 emissions).

In this session, we will address the great tools and opportunities procurement leads can use to take action towards the complex challenges of Scope 3 emissions reduction. Building on meaningful engagement strategies, companies will be able to collect high-quality data, realize cost savings over the use of average values, and continue to build supplier capacities throughout their supply chain networks.

You will learn:

- About key drivers for supplier engagement in climate action
- Insights from the field (maturity levels and support tools)
- Practical approaches to continuous improvement

Fostering Trusted B2B Communities as Part of Disruptive Digitization

An Innovation Hall Talk with **Varis**

Leading executives understand that helping end-users spend less time buying and more time focusing on strategy and what they are passionate about provides the opportunity for success, growth, and innovation. When people have partners that help them shine, trusted relationships occur. Trusted relationships drive more growth and allow for greater digital transformation. Join this session to learn how to embrace innovation and deliver creative and unexpected solutions. The presenters will share secrets to success, such as how we get beyond the transactional to the transformational. You will hear how to use technology to level the playing field and create unique value for all.

You will learn:

- How to create communities of trusted suppliers
- How to empower MWBE suppliers and businesses thru Diversity marketplaces
- How to create solutions that intersect Enterprise-grade Procurement and managed marketplaces

Mastering Services Procurement Through Innovation, Digital Transformation and Market Analytics

An Innovation Hall Talk with **PRO Unlimited**

After unprecedented disruptions due to COVID-19, organizations have a unique opportunity to leverage fast-paced technological innovation and powerful market analytics capabilities to reshape their contingent workforce and services procurement strategies. However, a lack of access to quality data and business intelligence can prevent programs from being fully optimized. From digital transformation to diversity and inclusion to rapid changes in remote

workforce management, discover how powerful capabilities are emerging that will reshape the global marketplace for contingent workers of all types - and how you can leverage them to master services procurement.

You will learn:

- How powerful technologies are converging to enable strategic change
- Emerging trends in the contingent workforce marketplace across services categories
- How to quantify cost-savings opportunities through robust market analytics

How to harmonize technology and processes to maximize ROI

Next Gen Direct Sourcing Solution and Total Talent Management

An Innovation Hall Talk with **WorkLLama**

Organizations worldwide are getting comfortable with direct sourcing and embracing various models to operationalize it. Accelerated by the pandemic, the changing landscape of work triggered an increased focus and urgency to implement or harden direct sourcing solutions. This created the need for a new breed of technology platforms that solve direct sourcing challenges while allowing organizations to quickly scale and implement a total talent solution. Join Saleem Khaja, COO and Co-Founder of WorkLLama, as he shares how technology will power direct sourcing and total talent acquisition strategies to cultivate self-sustaining talent channels that deliver candidates faster and more cost effectively.

You will learn:

- What talent and workforce leaders should consider when evaluating tech solutions
- How talent and workforce leaders can extend the reach of their recruiting efforts through AI, automation and referral management

Additional Information and Updated Schedule at sig.org/summits

Sessions added frequently - check back again soon!

Sessions are eligible for Continuing Education Credits for maintaining your SIG University certifications, subject to the topics of the sessions and their applicability to your certification.