



A NEW FUTURE. PROCUREMENT REBORN.

▶▶▶▶▶ DIGITAL SUMMIT EVENT

MAY 4-6, 2021



Tuesday May 4 Wednesday May 5

Executive and CPO Roundtable

Invitation Only
11:30 am to 2:00 pm ET

Kick Off and Keynote:

Digitizing Your Processes in a Post-COVID World & Accelerating Greater Value Realization

with **Millicom and Ivalua**
2:00 pm ET

Speed Networking

Make Valuable Connections
3:10 pm ET

Summit Daily Kick Off and Keynote:

Fireside Chat with ABM Industries and SIG from GEP
11:00 am ET

Breakout Sessions and Solution Demos

12:20 | 1:00 | 1:40 | 2:20 pm ET

Keynote:

Building a High-Performing Procurement Organization

With **Workday**
3:00 pm ET

Focused Networking for Buy-side Delegates

4:10 pm ET

Thursday May 6 General Info and Innovation Hall

Summit Daily Kick Off

11:00 am ET

Keynote:

How To Improve Your Procurement Ecosystem with Design Thinking

with **WNS-Denali and EIPM**
11:10 am ET

Breakout Sessions and Solution Demos

12:20 pm ET | 1:00 pm ET | 1:40 pm ET

Keynote:

Fireside Chat on Diversity, Equity and Inclusion in the Workplace

with **SIG and Dr. Banks**
2:20 pm ET

Advisory Board Meeting | 3:30 pm ET | Invite Only

Visit the Innovation Hall

Tuesday thru Friday

11:00 am to 5:00 pm ET

sig.org/summits

All Times Shown in U.S. Eastern Time (UTC -5)

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.

Tuesday May 4

U.S. Eastern Time (UTC-5)

11:30 am ET (UTC-5)	Innovation Hall Open Live Provider Chat / Product Overview On-Demand / Thought Leadership
11:30 am ET to 1:50 pm ET (UTC-5)	Executive / CPO Roundtable Invitation Only
1:50 pm ET (UTC-5)	Break / Visit the Innovation Hall Featured Session
2:00 to 3:00 pm ET (UTC-5)	SIG Procurement Technology Summit Kick Off Digitizing Your Processes in a Post-COVID World and Accelerating Greater Value Realization Millicom / Ivalua Event Main Stage
3:00 pm ET (UTC-5)	Break / Visit the Innovation Hall
3:10 to 4:40 pm ET (UTC-5)	Speed Networking Meet Delegates and Win Prizes All Delegates Welcome
5:00 pm ET (UTC-5)	Innovation Hall Closes

Wednesday May 5

U.S. Eastern Time (UTC-5)

11:00 am ET (UTC-5)	Innovation Hall Open Live Provider Chat / Product Overview On-Demand / Thought Leadership					
11:00 am ET (UTC-5)	SIG Procurement Technology Daily Kick Off Event Main Stage					
11:10 am ET to 12:10 pm ET (UTC-5)	Featured Session Fireside Chat with ABM Industries and SIG from GEP ABM Industries / GEP Event Main Stage					
12:10 pm ET (UTC-5)	Break / Visit the Innovation Hall					
12:20 to 12:50 pm ET (UTC-5)	Breakout Session 1 Critical Success Factors for a Resilient Future University of California / GEP	Breakout Session 2 Why a Traditional VMS Just Wasn't Enough Sage Therapeutics / Ulmost	Breakout Session 3 Rethink, Rebuild: Leveraging Sustainable Procurement to Reinvent Your Supply Chain EcoVadis	Breakout Session 4 Life After The Pandemic: How Global Services Sourcing Will Change Going Forward Datamark	Innovation Hall Open Product Overview On-Demand Live Provider Chat Thought Leadership	
12:50 pm ET (UTC-5)	Break / Visit the Innovation Hall					
1:00 to 1:30 pm ET (UTC-5)	Breakout Session 5 Demonstrate The Most User-Friendly Procurement Platform in the World BuyerQuest	Breakout Session 6 Stepping Up Your Vendor Contracting Process Strategy DocuSign	Breakout Session 7 Direct Sourcing: Win-Win for Staffing Agencies and their Clients nextSource	Breakout Session 8 How Panasonic is Eliminating Everything Manual and Bringing Control to Supplier Management Panasonic / apexanalytix		
1:30 pm ET (UTC-5)	Break / Visit the Innovation Hall					
1:40 to 2:10 pm ET (UTC-5)	Breakout Session 9 PCI Pharma Services Achieves Massive Savings PCI Pharma Services / Fairmarkit	Breakout Session 10 Are You Getting the Most Out of Your Strategic Supplier Relationships? Everest Group	Breakout Session 11 The Pros and Cons of Adopting a Shared Utility Model for Third Party Risk Assessments and Ratings Engaiz	Breakout Session 12 Key Data Trends in Procurement PRO Unlimited		
2:10 pm ET (UTC-5)	Break / Visit the Innovation Hall					
2:20 to 2:50 pm ET (UTC-5)	Breakout Session 13 PayPal Achieves Total Workforce Visibility with SAP Fieldglass Solutions PayPal / SAP Fieldglass	Breakout Session 14 From CPO to CEO: How the CPO is Driving BT's Digital Transformation BT / Suplari	Breakout Session 15 2020 Sourcing Trends that will Maximize Value in 2021 Pierpont Holdings / JAGGAER	Breakout Session 16 Navistar's Collaboration Hub: Going Digital with 4,800 Suppliers in 20 Weeks Navistar / OPTIS Consulting		
2:50 pm ET (UTC-5)	Break / Visit the Innovation Hall					
3:00 to 4:00 pm ET (UTC-5)	Featured Session Building a High-Performing Procurement Organization Workday Event Main Stage					
4:00 pm ET (UTC-5)	Break / Visit the Innovation Hall					
4:10 to 5:10 pm ET (UTC-5)	Focused Networking by Topic Cost Savings & Value Add Third Party Risk Management Diversity, Equity & Inclusion Sourcing & Procurement Talent All Delegates Welcome					
5:00 EDT	Innovation Hall Closes					

Thursday May 6

U.S. Eastern Time (UTC-5)

11:00 am ET (UTC-5)	Innovation Hall Open Live Provider Chat / Product Overview On-Demand / Thought Leadership					
11:00 am ET (UTC-5)	SIG Procurement Technology Daily Kick Off Event Main Stage					
11:10 am ET to 12:10 pm ET (UTC-5)	Featured Session How To Improve Your Procurement Ecosystem with Design Thinking EIPM / WNS Denali Event Main Stage					
12:10 pm ET (UTC-5)	Break / Visit the Innovation Hall					
12:20 to 12:50 pm ET (UTC-5)	Breakout Session 17 Technology Disruption in Procurement Procter & Gamble (formerly)	Breakout Session 18 The Workplace Has Changed Forever: Will You Thrive or Survive? Fannie Mae and TD Securilifes	Breakout Session 19 Development of a Fully Integrated Corporate Real Estate Platform National Grid / SIREAS, LLC	Breakout Session 20 How to Win Friends and Influence People through Contingent Workforce Optimization CAE / Randstad Sourceright	Innovation Hall Open Product Overview On-Demand Live Provider Chat Thought Leadership	
12:50 pm ET (UTC-5)	Break / Visit the Innovation Hall					
1:00 to 1:30 pm ET (UTC-5)	Breakout Session 21 Tools to Increase Stakeholder Engagement PPD / Scanmarket	Breakout Session 22 The Changing Face of Supplier Risk Albertsons Companies	Breakout Session 23 How Tech is Transforming Work and Making Companies More Efficient Catalytic / Guidant Global	Breakout Session 24 Resiliency in Action: Stories from the Frontlines Amazon Web Services (AWS) / Bank of New York Mellon / CDK Global		
1:30 pm ET (UTC-5)	Break / Visit the Innovation Hall					
1:40 to 2:10 pm ET (UTC-5)	Breakout Session 25 Reducing Contingent Labor Risk while Streamlining the Contracting Process App Orchid / Randstad Sourceright / HCL Technologies	Breakout Session 26 The CPOs Best Friend: Automated Sourcing Pipeline and Performance Management LogicSource	Breakout Session 27 Accelerating Results Delivery through Enhanced Visibility and Collaboration at Indeed Indeed / Focal Point	Breakout Session 28 Time to Reinvest the Stakeholder Goodwill Dividend: Pandemic Supply Chain Success to Business Leadership Salesforce		
2:10 pm ET (UTC-5)	Break / Visit the Innovation Hall					
2:20 to 3:20 pm ET (UTC-5)	Featured Session and Summit Close Fireside Chat on Diversity, Equity and Inclusion in the Workplace Dr. Banks Event Main Stage					
	Closing Celebration Toast & Sponsor Booth Prizes Announcements Event Main Stage					
3:30 to 5:00 pm ET (UTC-5)	SIG Advisory Board Meeting Invitation Only					
5:00 pm ET (UTC-5)	Innovation Hall Closes					



SIG 2021 Spring Summit

Additional Information and Updated Schedule at sig.org/summits

Sessions added frequently - check back again soon!

Building a High-Performing Procurement Organization

Keynote Session **Workday**

At Workday, employees have always been at the heart of the company. Find out how Workday's Global Procurement Office (GPO) leverages Workday Strategic Sourcing, an intuitive, user-friendly platform, to connect their employees – including sourcing, stakeholders, and suppliers to create tangible business impact.

Join Workday's Director of Procurement Operations, Lindsey Kirchberg to learn best practices for rolling out procurement technology, such as:

- Prioritizing stakeholder education and adoption
- Streamlining supplier communications and engagement
- Integrating technology across the enterprise for a unified core of data

How To Improve Your Procurement Ecosystem with Design Thinking

Keynote Session with **EIPM** and **WNS Denali**

Have you ever found yourself in a meeting and thought, "Why do we keep doing the same thing OVER and OVER? I am ready to improve our old ways of working!" If so, you aren't alone. Now is the time to learn about Design Thinking. Many people think Design Thinking is a new concept. Yet, this practice dates back to the 18th century. Design Thinking helps you reframe how you approach problems, conversations, and relationships at your organization. Join Hervé Legenvre, PhD, Professor and Director of Value Creation Observatory at EIPM, and Greg Anderson, Senior Vice President at WNS Denali to learn:

- The history of Design Thinking in under 5 minutes
- The 5-step process of Design Thinking
- How Procurement can apply Design Thinking concepts

- Practical examples and stories about how Design Thinking adds value to Procurement
- Ultimately, Design Thinking is your tool to look at problems through a telescope - to see the big picture and understand how your business functions in a holistic way. Your entire procurement ecosystem benefits from Design Thinking. Now is the time to listen to that inner voice - out with the old ways of working and in with the new, innovative ways to do things differently.

Digitizing Your Processes in a Post-COVID World and Accelerating Greater Value Realization

A Keynote Session with **Millicom** and **Ivalua**

Developing a common language of procurement across your organization can be a challenging task. How do you take the next step to improve value capture, compliance and sustainability, and connect better remotely across your company and with vendors all while being faster and pushing continuous improvement? Hear from Millicom, an innovative leader of cable and mobile telecommunication services, and Ivalua as they offer insights on technology enabled strategies and best practices to digitize your processes in a post-covid world.

Fireside Chat on Diversity, Equity and Inclusion in the Workplace

A Keynote Session with **SIG** and **Dr. "Bernie" Banks**

Details to be announced.

Fireside Chat with ABM Industries and SIG brought to you by GEP

A Keynote Session with SIG and **ABM Industries**

Now that we are firmly entrenched in the "next normal" how are companies moving forward? Moving out of "reaction" and into resilience - what do procurement teams need to know?

In this session, Chris Murawski, CPO, ABM Industries and Dawn Tiura, CEO, SIG will discuss:

- The future of procurement
- Strengthening resiliency in our teams
- Our role in sustainability and diversity, equity and inclusion
- The increasing emphasis on third party risk management
- The impact of remote work on our culture

And of course, which digital tools will assist, and how digital transformation is no longer a buzz word but a must have.

The Workplace Has Changed Forever: Will You Thrive or Survive?

A Case Study Presentation with **Fannie Mae** and **TD Securities**

One year later, the pandemic has managed to completely change our workplace forever. We have gone from working in the office with minimal flexibility permitted in some business → to working where we live → to living where we work → to work life integration. Let's face it, the way we work will most likely never go back to what it was. So what's next? What impact will a "hybrid" way of working have on how we communicate, connect, create and innovate? What will work mean if our offices are sometimes virtual and we lose those day-to-day social interactions because only some of us are physically there? Join us in this interactive session as we share our thoughts on the challenges and the opportunities of the post-pandemic workplace.

PayPal Achieves Total Workforce Visibility with SAP Fieldglass Solutions

A Case Study Presentation with **PayPal** and **SAP Fieldglass**

PayPal embarked on a journey with SAP to change how it managed thousands of external workers globally. The outcome? Total workforce visibility, compliance, automation, and the ability to save both time and money while delivering a positive end-user experience. Hear from PayPal Senior Sourcing Manager John Gallagher on how PayPal transformed its contingent workflow to become a best-in-class external workforce management program. John will be joined by Amanda Slevar, Director Solution Advisory, Services Procurement & External Workforce from SAP who will share insights on how the right technology and processes can help your company remain scalable and competitive in a dynamic marketplace.

You will learn:

- From a best practices guide on services procurement and external workforce strategy
- Tips on change management and scaling adoption
- The critical importance of data insights to measure success

Development of a Fully Integrated Corporate Real Estate Platform

A Case Study Presentation with **National Grid** and **SIREAS**

National Grid is one of the largest electricity and gas utilities in the US delivering electricity to approximately 3.4M and gas to 3.6M customers in Massachusetts, New York and Rhode Island. In this case study we will explore how National Grid transformed from a siloed real estate delivery model to a fully integrated strategic platform through organizational realignment and supply chain optimization. National Grid's corporate real estate organization is transitioning from a highly out-tasked outsourcing strategy with over 3,000 suppliers to an integrated strategic partnership for delivery of real estate, projects and facilities management across their 7M SF portfolio. Attendees will learn how a business case

for change was built and consensus was acquired from all key stakeholders; we will highlight the challenges that present themselves in these types of regulated environments.

You will learn:

- The goals and objectives of the initiative
- The key strategies utilized
- The outcomes and accomplishments achieved
- The lesson learned

PCI Pharma Services Achieves Massive Savings

A Case Study Presentation with **PCI Pharma Services** and **Fairmarkit**

An expanding global presence led to an internal battle for PCI Pharma Services as it worked to manage procurement costs. As PCI grew, they struggled to accurately track competitive bids and account for bandwidth challenges of the teams. Despite seeing growth across the company, PCI continued to seek ways to achieve bottom-line savings, meet preset goals, and relieve the workload buyers faced with manual bidding policies. The key for PCI was found in automating the process with an intelligent, automated procurement platform. By implementing a digitized solution, PCI's suppliers achieved seamless connection with buyers which drove down costs and saved the company millions in sourcing events.

You will learn:

- How to balance global expansion with effective management of procurement costs
- About the role of automation in helping companies receive competitive bids for MRO purchases
- How digital transformation is aiding and empowering procurement teams
- How innovative supply chain solutions empower and encourage human connection and team efficiencies

Resiliency in Action: Stories from the Frontlines

A Panel Discussion with **Amazon Web Services (AWS)**, **Bank of New York Mellon** and **CDK Global**

The SIG Member Community is a tight-knit and generous cohort of brilliant thought leaders and practitioners. Here's your chance to hear from some of the best and brightest as they discuss some of their heartbreaks, successes and heroes from the last year. This will be a chance to learn from their greatest challenges and most innovative solutions. Procurement leaders from Amazon Web Services (AWS), Bank of New York Mellon, and CDK Global will join us. You will not want to miss this panel discussion!

Why a Traditional VMS Just Wasn't Enough

A Case Study Presentation with **Sage Therapeutics** and **Utmost**

As a growing organization with an increasing number of very high skilled consultant workers, Sage Therapeutics requires innovative technology that not only seamlessly integrates with their HCM (Workday) but gives them much more. With a vision where Talent Acquisition owns both the employee and non-employee processes, Sage needed a partner to help them realize a total talent reality. In this session, we will discuss why the existing system landscape of VMS solutions was not a perfect fit and how Sage is helping define what an Extended Workforce System is for the future of work.

You will learn:

- Key reasons for selecting a modern alternative to a VMS
- How to extend your Workday investment to cover the total workforce
- Considerations when going on a journey with a new technology provider

2020 Sourcing Trends that will Maximize Value in 2021

A Case Study Presentation with **Pierpont Holdings** and **JAGGAER**

The past year shifted focus from hard savings to soft value drivers in awarding sourcing events. Bottlenecks in the supply chain, transportation disruption and capacity constraints dominated the year, highlighting risk areas and shifting priorities sometimes permanently. In this session, procurement and supply chain leaders will gain insights from sourcing experts on trends experienced across industries and categories. Learn new techniques for evaluating events and how innovations using artificial intelligence can address core initiatives to optimize value in your sourcing strategies.

You will learn:

- How diversifying supply lines mitigates risk
- How to evaluate capacity, logistics, supplier strategy and more
- How artificial intelligence uncovers opportunities
- How these sourcing solutions create value and optimize costs

From CPO to CEO: How the CPO is Driving BT's Digital Transformation

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

In this session, you will learn about an innovative approach to structuring a Sourcing organization and the benefits of doing so. Our presenters will describe how the CPO of BT created a new, separate company within BT called BT Sourced as standalone procurement company within the BT Group to drive BT's digital transformation in Dublin, Ireland. This new company is implementing the best and most innovative data and technology using partnership-based approaches with suppliers and start-ups. This next practice CPO is

leveraging data and automation to increase productivity, uncover new efficiencies, and drive collaboration across a complex global footprint. You will learn how to take a data-first and strategic approach to digital transformation. You will also learn how the CPO and any procurement professional can drive true strategic impact at a Global 2000 company.

You will learn:

- How and why the CPO advocated to set up a separate company within the BT Group to drive the strategic transformation
- How BT Sourced is using data to drive collaboration with business units and executives
- How BT is using AI to drive greater productivity, capture efficiencies, and reduce spend on a global basis

Critical Success Factors for a Resilient Future

A Case Study Presentation with **University of California** and **GEP**

With 2020 firmly in the rear-view, and a constant state of "never normal" becoming, well, normal, what are some of the critical success factors for a resilient future for procurement? In this session, GEP will discuss a host of factors including supplier risk, data, analytics, budget, new technology and more, all things that procurement will need to consider to ensure resiliency not just now, but for the future.

You will learn:

- Key trends that will determine the development of procurement
- The role of data and data management in the creation of a resilient business
- How new concepts are connecting procurement, finance and operations more closely than ever

Get Straight to the Point: How Panasonic is Eliminating Everything Manual and Bringing Control to Supplier Management

A Case Study Presentation with **Panasonic** and **apexanalytix**

Nick has a lot of supplier onboarding and update requests. Some of them have all the info he needs. Most of them require an email back requesting more info. And too many require a third, fourth or fifth email back to the requestor or supplier. Everyone on the Panasonic procure-to-pay team (not just Nick) knew this wasn't the most efficient system. It made sense at one point, but now there are much more efficient solutions that can eliminate inefficient manual processes. During this session, Nick Ponzo, Head of Procurement Operations at Panasonic, is going to walk through the changes they made and provide recommendations on how companies in a similar situation can begin eliminating manual processes in their operations.

You will learn:

- Email-based manual supplier management is, by nature, not secure
- How to bring control to ad hoc supplier decision making
- What apexportal could do that 20 other vendors couldn't
- RFP recommendations for a supplier management solution

Time to Reinvest the Stakeholder Goodwill Dividend: Pandemic Supply Chain Success to Business Leadership

A Case Study Presentation with **Salesforce**

In this presentation I will share the Salesforce Sourcing team pandemic story (early lock down, PPE procurement, forward sourcing to lock in supply chain availability, leading forecasting and supply chain management deeper than before, support growth of work.com and Vaccine Cloud). I will explore the goodwill dividend we have accrued and how that is being reinvested to be part of the business leadership. Examples will be provided how we are now jointly developing business outcomes and reimaged the supply chain for the business. Attendees will learn how to realize a mature business partnership through successful sourcing in a crisis.

How Tech is Transforming Work and Making Companies More Efficient

A Case Study Presentation with **Catalytic** and **Guidant Global**

In our recent report, 6 Talent tech trends for 2021 and beyond, we highlighted the top tech tools delivering innovation and transformation. In this session, we focus on two of those trends which are making companies leaner, faster and more efficient. First, the continued rise of automation, and second, the rise of the 'citizen developer'. Guidant Global's Pam Beard will be joined by CEO of Catalytic, Sean Chou to discuss these trends and how Catalytic's digital process automation platform is supporting Guidant's determined pursuit of #ABetterWay.

You will learn:

- How repetitive and data-driven tasks can be handled by tech
- How non-coders are now adapting systems (thanks to tech)
- The benefits Guidant Global have realized from our Catalytic partnership

How to Win Friends and Influence People through Contingent Workforce Optimization

A Case Study Presentation with **CAE** and **Randstad Sourceright**

This session is a how-to roadmap for engaging your executive stakeholders in the staff augmentation and SOW buying journey. Join Bernard Ross, Director of Global Strategic Sourcing - Indirect & International Relationships at CAE Inc., the global leader in civil aviation, defense and security, and healthcare training, as he takes you through the real-life journey of building an internal business case and decisioning process to ensure executive

stakeholder support and an optimum approach to contingent workforce management. Learn from CAE's journey as they formulated a world-class case study to drive cost savings, strategic partnership, innovation, enhanced compliance and better overall workforce planning through a staff augmentation and SOW solution. Moderated by Jean-Francois Vezina, Executive Vice President of Randstad Sourceright Canada, you will learn best practices to engage your talent partner network and build the buy-in from the C-suite to drive overall organizational and human capital performance. This is a session relevant to any organization looking to enhance the agility of their talent strategy and workforce in an ever-changing labor and economic marketplace.

Rethink, Rebuild: Leveraging Sustainable Procurement to Reinvent Your Supply Chain

A Fireside Chat with SIG and **EcoVadis**

From Covid, to climate and social justice outcry, a year as disruptive as 2020 demands a deep strategic rethink of how we approach, value, build and optimize our value chains, with an ESG / Sustainability lens. Pressures around sustainability and transparency are growing - the supply chain is the largest risk but also the largest lever of opportunity for becoming a more sustainable and resilient business. Join this session to learn about four key factors to rethink your supply chain and steps practitioners are taking to accelerate a sustainable procurement program and take action to thrive in the new normal.

You will learn:

- Four ways we must rethink supply chain now - touching strategy, workforce, finance and tools
- Steps you can take to build the business case and recruit internal champions and to gain support
- About recent innovations in Carbon and Finance to engage suppliers, and support corporate strategies and commitments

Navistar's Collaboration Hub: Going Digital with 4,800 Suppliers in 20 Weeks

A Case Study Presentation with **Navistar** and **OPTIS Consulting**

Navistar, a global leader in commercial auto-manufacturing with over 100 years of experience, set out to modernize their procurement operations at the beginning of 2020. Navistar enlisted OPTIS to help deliver this program to drive value from their supplier relationships, streamline complex manufacturing processes, and unlock millions in savings. In this session, you will learn how Navistar brought their supply chain into the digital era by implementing Ivalua's robust, cloud-based, global platform to enable collaboration across supplier management, sourcing, contacts, BOM, product quality, assets, tooling, and spend reporting. After this session you will be able to understand the value proposition and the

opportunity for your company to create a similar competitive advantage to Navistar's. All procurement professionals will benefit from attending, as this case study is not exclusive to manufacturing.

You will learn:

- How to quickly realize savings from a digital supplier collaboration project
- Why selecting an industry-centric procurement solution is key to success
- That technology can be deployed within weeks, rather than months or years
- How to create a competitive advantage by digitizing your supply chain

Accelerating Results Delivery through Enhanced Visibility and Collaboration at Indeed

A Case Study Presentation with **Indeed** and **Focal Point**

Many organizations have significant investments in S2P technologies, but are still struggling with internal department collaboration, category and KPI reporting, workload balancing, and tracking stakeholder satisfaction. Indeed implemented the Focal Point solution to track, manage and report on the approximately 250 procurement projects completed annually through its global workforce. Project owners can update and manage their projects when convenient and procurement management can receive updates and create reporting on-demand. If you are still consolidating procurement data, activities and reporting your results and metrics in spreadsheets, and desire a better way to manage your function, this session is for you.

You will learn:

- How existing data can be used to gain actionable insights
- How managing hundreds of procurement activities can be easy
- How to gain multi-dimensional category insights

Tools to Increase Stakeholder Engagement

A Case Study Presentation with **PPD** and **Scanmarket**

Every accomplished sourcing professional knows that a key driver to success is ensuring your stakeholders have bought into your initiative. A commitment to a collaborative sourcing process is an excellent strategy for enhancing stakeholder engagement. These thought leaders from PPD and Scanmarket will take this session to consider other factors by asking you to consider:

- What makes the RFP process so difficult for all stakeholders?
- Is the RFX process a fading, gaining or even relevant strategy?
- How do we gain knowledge of our stakeholders?
- How do we manage resistance?

How do we engage shared stakeholders amongst business partners?

You will learn:

- New approaches and engagement processes that already reside in your toolkit
- How to modulate the sourcing process based on spend and risk
- How to streamline the process of engaging your stakeholders
- How to leverage sourcing automation to achieve all of the above

Demonstrate The Most User-Friendly Procurement Platform in the World

A Solution Demonstration from **BuyerQuest**

In this solution demo, you will learn about the BuyerQuest Experience, an enterprise ready procure-to-pay platform that emphasizes a superior user experience to drive user adoption to increase and capture on-contract spend. With BuyerQuest, organizations can capture all of their goods and services spend in one solution. Collaborate with suppliers in different ways including allowing them to create quotes. See how BuyerQuest can automate your AP process to significantly reduce requisition to payment time and hours spend reconciling and approving invoices. Finally, we will review our Business Intelligence tool to showcase the powerful reporting metrics available within BuyerQuest.

You will learn:

- The ease of transacting in BuyerQuest
- How Intelligent Searching speeds the selection process
- BuyerQuest's AP Automation capabilities
- Broad reporting and analysis in BuyerQuest

Stepping Up Your Vendor Contracting Process Strategy

An Industry Update with **DocuSign**

When your procurement team is being tested on agility and efficiency, and does not have an early enough time to respond to supply chain disruption or strategic events, then you know it is time to step up your vendor contracting process strategy. This breakout session will tackle outdated workflows and dive into the metrics that procurement teams in 2021 are focusing on to measure their teams' success. Join DocuSign's resident expert Stuart Brock, who will cover the top do's and don'ts of vendor contracting and what a connected vendor contract workflow looks like.

You will learn:

- The top action procurement teams took in response to COVID-19 disruption
- The #1 barrier to taking full advantage of your current technology
- Top procurement team success metrics in 2021

Are You Getting the Most Out of Your Strategic Supplier Relationships?

An Industry Update with **Everest Group**

The most successful procurement organizations focus on value optimization - particularly with their most strategic suppliers - maximizing their performance, anticipating and addressing supply base risks, and jointly driving innovative strategies. In this session we share the results of our Pinnacle Model® study. This study examines how organizations measure, communicate, and improve strategic supplier performance, the roles procurement and VMOs (vendor management organizations) play, and the capabilities in place to partner and maximize business value.

You will learn:

- Best practices in supplier relationship management and governance for strategic partners
- How VMOs interact with sourcing teams and their typical roles and responsibilities
- The areas procurement organizations are using technology to manage suppliers

Direct Sourcing: Win-Win for Staffing Agencies and their Clients

An Industry Update with **nextSource**

nextSource breaks the myth that Direct Sourcing gains translate into staffing agency losses. Through direct research and case examples we will demonstrate ways to create highly effective talent pools and Direct Sourcing programs that save money without reducing opportunities for the staffing agencies that support them. This session is intended for companies seeking to expand their sources of talent, finding the best available contingent workers with the greatest return on investment.

You will learn:

- About talent pool design strategies that don't take business from your suppliers
- Strategies for multi-channel talent sourcing
- Anticipated levels of financial savings
- How to use technology to ensure fairness

Key Data Trends in Procurement

An Industry Update with **PRO Unlimited**

As the remote workforce has grown in the last year, so has the need to ensure market-competitive pricing is applied consistently across every hire, while saving money wherever possible. In this session, you'll learn about the key data trends currently impacting the procurement landscape and how you can leverage critical data points and business intelligence to optimize workforce management. Check out the session and discover how

you can leverage data to drive increased cost savings, improve talent quality and achieve organizational diversity objectives.

You will learn :

- How to understand how labor costs vary in different global markets
- How to access accurate, real-time market rate data to ensure market-competitive pricing
- How to identify opportunities for cost savings
- How to use data to align procurement strategy with broader organizational objectives

The Pros and Cons of Adopting a Shared Utility Model for Third Party Risk Assessments and Ratings

An Industry Update with **ENGAIZ**

Enterprises increasingly depend on third-party vendors resulting in increased risk exposures. Both enterprises and their vendors spend great time, effort & cost in governance and risk assessments resulting in delayed vendor on-boarding leading to business impact, increased spend, inefficient and ineffective risk assessments and vendor fatigue. If you are involved in procurement, third-party governance, relationship and risk management, you will benefit this session. You will learn about the need to adopt a shared utility subscription model for risk assessments and how it will drastically cut vendor onboarding time and improve efficiency and effectiveness.

You will learn:

- The challenges and opportunities in adopting a shared utility model for third party risk assessments
- ENGAIZ's Open Third Party Risk Exchange Framework (OPEN3PRX)

Reducing Contingent Labor Risk while Streamlining the Contracting Process

A Case Study Presentation with **HCL Technologies, Randstad Sourceright** and **AppOrchid**

The rise of organizations using contingent workers presents a set of potential challenges and risks if their engagement is not handled properly. Large organizations with decentralized hiring practices are particularly at risk for having irregularities in areas such as misclassification of employees, compliance adherence, and billing accuracy. In this session you will hear from procurement practitioners [TBD] and Mike O'Brien, CPO of App Orchid and Head of ContractAI talk about innovative process changes and cutting edge technologies they are using to minimize contingent labor risk while streamlining the contracting process.

You will learn:

- The business and compliance risk of managing contingent labor contracts
- Pain points and challenges with mitigating risk while being efficient

- How companies can ensure that their contingent labor MSAs and SOWs adhere to current company policies and government regulations
- Innovative technologies that can address contingent labor contract management in an efficient manner

Technology Disruption in Procurement

A Case Study with the former **Senior Director for Digital Procurement** at **Procter & Gamble**

The CPOs Best Friend: Automated Sourcing Pipeline and Performance Management

A Solution Study with **LogicSource**

Today, most procurement organizations are still tracking sourcing projects and measuring its performance in Excel to only then use a BI tool to create the requisite charts for leadership and stakeholders. This session will focus on the digitization and optimization of sourcing pipelines, projects and performance management, featuring LogicSource's own OneMarket | PORTFOLIO. Discover how you can manage all sourcing activities with "One SaaS-based Source of the Truth" purpose built for the sourcing professional. It is time to stop chasing the team for updates, ditch time-consuming reporting and automate how you communicate your team's ROI.

You will learn:

- How to automate sourcing pipeline management and financial forecasting
- How to measure sourcing performance and resource allocation
- How to track sourcing project management and critical path visibility
- How to communicate your critical sourcing KPIs in dashboards and reports

Life After The Pandemic: How Global Services Sourcing Will Change Going Forward

An Industry Outlook with **Datamark**

The recent pandemic brought massive change to virtually every industry and business process. Some of these impacts will be short lived, while others will have long-term implications. In this presentation, Thom will share the insights and predictions from leading companies, as well as a few of his own, that they feel will shape how companies procure large global services contracts in the years to come. For buyers, this presentation will provide some added insight to help refine your approach, while for suppliers, it is a peek into what will be expected of you.

You will learn:

- Was the pandemic an inconvenience or did it accelerate the inevitable?

- BCP lessons learned, insights adapted
- Workforce Planning: Work from home, In-Office, Hybrid, Outsource...weighing the option
- Does your Due Diligence need Due Diligence?

The Changing Face of Supplier Risk

An Industry Update

Perhaps the most infamous phrase of our pandemic affected world is "the new normal" (followed by "you're on mute"). Another phrase added to the average lexicon, "supply chain risk." Everyone from the family babysitter to the U.S. President has a better appreciation of the nuances of supplier locations, materials availability, and other variables that impact manufacturing and delivery. In this session, Purvee Kondal, a seasoned executive with over 15 years of experience leading transformational changes at Johnson & Johnson, General Electric, and others, will take delegates on a journey through supplier risk.

You will learn:

- How to define enterprise supplier risk
- Best practices and tips in mitigating supplier risk, including deploying AI technologies
- A proven framework for addressing and segmenting risk
- How to innovate your approach and get smarter to stay ahead of the game

Additional Information and Updated Schedule at sig.org/summits

Sessions added frequently - check back again soon!