Thursday Featured Keynote

Collaboration or Collusion: Defining the Boundaries for Supplier-Buyer Relationships

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What’s the Difference?

<table>
<thead>
<tr>
<th>Collusion</th>
<th>Collaboration</th>
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<td><strong>Definition:</strong></td>
<td><strong>Definition:</strong></td>
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<td>secret agreement or cooperation especially for an illegal or deceitful purpose;</td>
<td>to work jointly with others or together especially in an intellectual endeavor</td>
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<td><strong>Example:</strong></td>
<td><strong>Example:</strong></td>
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<td>The company was acting in collusion with manufacturers to inflate prices</td>
<td>An international team of scientists were in collaboration on the study</td>
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Why should we collaborate more?

▪ Collaboration has been proven to generate better results
  ▪ John Nash (1994 Nobel Prize)
  ▪ Oliver Williamson (2009 Nobel Prize)
  ▪ Robert Axelrod (author of *The Evolution of Cooperation*)

▪ Strategic supplier relationships can be a source of innovation
  ▪ University of Tennessee / Vested Outsourcing
  ▪ Deloitte’s 2016 Global Outsourcing Survey
  ▪ EY Outsourcing Point of View

▪ It’s more fun!
February 2, 2011

MEMORANDUM FOR CHIEF ACQUISITION OFFICERS
SENIOR PROCUREMENT EXECUTIVES
CHIEF INFORMATION OFFICERS

FROM: Daniel J. Gordon
Administrator for Federal Procurement Policy

SUBJECT: "Myth-Busting": Addressing Misconceptions to Improve Communication with Industry during the Acquisition Process

With expenditures of over $500 billion annually on contracts and orders for goods and services, the federal government has an obligation to conduct our procurements in the most effective, responsible, and efficient manner possible. Access to current market information is critical for agency program managers as they define requirements and for contracting officers as
Our focus...the “grey” zone
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