

## Suggested Topics for SIG Event Presentations

SIG frequently surveys sourcing, procurement, and risk professionals of all levels for their top business concerns.

In our last update, about six months ago, leaders and participants were just starting to mention the impact of economic pressures, including inflation. Those concerns have moved from concepts into specific approaches to a slowing economy.

### **What do our readers and event attendees report as their top concerns?**

Top concerns include digital disruption, business development, transformations, operational excellence, risk management, organizational development, and talent management.

### **What do our readers and event attendees want to hear more about?**

Specific solutions, case studies, practical guides, shared best practices, that help answer these concerns.

**Automation/AI/ML:** What are the specific applications, particularly in supplier management and contract management? What pitfalls should we avoid? How can we apply the lessons we learned from outsourcing initiatives to the transformation to automation? How do we reskill our existing talent to understand, adopt, and innovate with AI?

**Alignment:** How do we obtain and sustain executive buy-in? How do we help stakeholders understand our value? How do we work with CFO and propose innovations? How do we prepare our supply chain and sourcing practices for the company's future vision? How do we build credibility? How can we help advisors and providers better align to our needs?

**Analytics and Reporting:** What are predictive analytics and how can we apply them to sourcing and procurement? How do we build and leverage a team? Is there such a thing as a lean analytics team? What really matters to the company? How do we optimize the data and make it meaningful? How do we train sourcing professionals to use data? How do we automate? What's 2.0? How do we use analytics to provide greater visibility into the value the sourcing organization provides (be specific!)?

**Benchmarking:** What is the true meaning and application? How do we effectively apply benchmarking? How do we benchmark KPIs? How do we benchmark [insert any spend category here]? What are the best resources for benchmarking? How do we use benchmarks to lower costs?

**Business Development:** How can we close more deals? How do we operationalize opportunities from quarterly business reviews? How do we develop a practice for the federal government? How do we generate revenue through customer acquisition?

**Category Management and Playbooks:** How do we expand our existing program and its influence? How do we avoid pitfalls? How do we address difficult categories? How do we find value in refreshing our strategies? What is a mature program? What tools, templates, policies actually work?

**Contract Lifecycle Management:** How do we ensure that CLM is a true enterprise business platform? How can we use CLM to ensure Procurement's value as a business enabler? How do we implement a CLM solution? Should we select a tool that is part of our existing suite?

**Governance and Compliance:** What does Sourcing need to know about ACA, especially regarding contingent workers? How do we integrate compliance into the category playbook? What should Sourcing worry about OCC, CFPB, FDIC, FED, and other compliance requirements? What do we do about Scope 3 Emissions?

**Innovation:** How do we foster, implement and capture value from supplier innovation? How can we use vested sourcing to foster innovation? What are the best practices for reducing operating costs to fund innovation? How do we position procurement for mobile platforms?

**Outsourcing:** What are current trends and future forecasts for outsourcing? How do we manage complex outsourcing deals? What is a best in class bundled model for outsourcing real estate and facilities? How best to consolidate global outsourcing deals? What's better offshoring or nearshoring?

**Operations:** What are some best in class tools for reducing costs and improving efficiencies in the source-to-pay process? How do we penetrate the purchasing order process and create value? Sourcing downstream buyer touch reduction - what does it look like?

**Operational Excellence:** How do we achieve data harmonization? How do we simplify our processes and enhance our operating models? How do we reduce friction and streamline? How do we expand our influence through excellence?

**Organizational Development:** How do we ramp up responsibilities without increasing headcount? How do we train our staff for specific category expertise? How do we merge technology and non-technology procurement teams? What are some future models for sourcing organizations? What are your goals/benchmarks/requirements for your sourcing functions and positions/FTEs?

**Performance Management:** How do we build SLAs for [insert any spend category or any initiative here]? How do we avoid outsourcing critical business without giving the proper attention to performance and satisfaction? What are the best scorecards? How do we develop service-orientated SLAs? How do we transition to an outcome-based services delivery model?

**Risk Management:** A definition for, program structures, innovative approaches and the future of third party risk management. How do we source and implement the best tools for risk management? How do we effectively measure risk? What are the program details for managing all types of risk; cyber, finance, business continuity, compliance, social responsibility? What are some effective techniques for mitigation in contracting?

**Savings / Value Discovery:** How do we attain, report and track cost savings/avoidance? How do we drive value outside of cost? How do we drive P&L savings in an improving economy? How do we explain to leadership it is more than just savings? Budgets are freezing. How do we optimize the tech stack we already have?

**Sourcing:** What is complex sourcing and how do we develop strategic complex sourcing? What are the best opportunities for insourcing, domestic sourcing? Why the RFP process is so difficult? What can we do to make it more valuable for all? What is the future of Sourcing/Procurement? RFxs - fading or gaining? How do Statements of work relate to Agile Development?

**Stakeholder engagement and management:** How do we gain better knowledge of our BUs? What do complex programs look like? How do you establish a clear agenda with stakeholders? How do we manage resistance? What can Sourcing learn from other departments managing stakeholders? How do we improve stakeholder communication and involvement for project intake? How do we teach stakeholders how to "learn the language of our business".

**Supplier Management:** How do we source the right talent for supplier management programs? How do we close the gap between SRM and CRM? How do we reduce costs but increase the effectiveness of these programs? What do mature supplier management programs look like and accomplish? How do we handle resistance? Who should report to whom in a supplier management program? Supplier Management is fragmented due to the different needs of businesses. How can solution providers develop tools that meet various needs?

**Talent Management:** How do we attract and retain the greatest talent? What will happen if we don't embrace the changing workforce? Where are our vulnerabilities in contractor misclassification? How can we build a program and support disabled workers? How do we develop our current talent? What are the best courses and further education opportunities? How do we shorten the time to hire? What are the educational opportunities specific to sourcing? How do we drive employee engagement in a hybrid environment where remote and in-person employees coexist?

**Transformation:** How do we improve the transactional purchasing process? How do we build frictionless processes and tools?

**Value Creation:** How do we add value to sourcing beyond cost savings? How do we do more with less (talent, budget, information)? How do we effectively collaborate with third parties to create value? How do we identify new opportunities within the business units? How do we increase our control? How do we operate like a business? How do we reduce loss and waste in transactional P2P purchases?

As they work to achieve excellence, they are asking:

- How do we fund our digital transformation and tools purchase?
- How do create value and generate savings during inflation?
- How can we prepare for the coming recession?
- How do we build out category management across the organization?
- How do we assure compliance with new sustainability regulations?
- How do we decarbonize the supply base?
- How can Sourcing contribute to our diversity goals - in our own talent and in supply base? While still creating value? And under a talent shortage?
- How can we lead Procurement through technology?
- How do we optimize and automate for process efficiency and increased intelligence?
- How do we train the next generation of leaders?
- How do I mitigate risk without spending a fortune on new processes and tools?
- How do we build a supplier management program for the future?

## Most Requested Topics by Participants and Members for SIG Event Presentations



### Remember, the best presentations:

- Have a clear objective and theme
- Provide lessons learned and take-aways
- Address the project achievements and challenges
- Are non-commercial
- Demonstrate their expertise and knowledge
- Interact with the audience

For samples, guidelines and advice, please reach out to:

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