

ProcureCon

CANADA

CAN

Canada's
ONLY Peer-Led
Sourcing Event!

April 10 - 12, 2017

Hyatt Regency
TORONTO, ON

Who Said Conferences Had To Be Boring?

Sponsors:



A man with short brown hair, wearing a light blue and white striped button-down shirt and a red lanyard, is smiling and looking towards the right. He is seated at a conference table. In the background, other people are seated at tables, some looking at documents or devices. The setting appears to be a professional conference or networking event.

procurement ✓

Canada's **ONLY PEER-LED**
event you need to attend

Period.

Letter from the Director

Dear friend of ProcureCon,

Welcome to the 4th Annual ProcureCon Canada - the only procurement conference of its kind: peer-led, dynamic, compelling and always forward thinking. The role of procurement is ever-changing and more progressive than ever – and so is ProcureCon Canada. The 2017 agenda spans the most current trends, issues and solutions happening in the world of procurement today and looks to the future to help you determine and plan for what's next.

This year's content is centered on five main themes:

Innovation: Attend a diverse group of sessions that give you the vital keys to unlocking innovation at your company, whether working with suppliers or stakeholders.

Advancing Supplier Relationships: Learn indispensable methods for cultivating and maintaining strong strategic supplier relationships, resulting in the ultimate value.

The Future of Procurement in a Global Economy: Learn as top execs examine what the future holds for global sourcing, sustainable procurement, what risks lie ahead and how you can prepare.

Tools, Data and Technology: Gain insights into the latest in technology trends, tools, and use of data to increase efficiency and speed in your procurement function.

Developing Talent and Navigating Your Career in Procurement: Whether struggling with a talent shortage, lack of skills or uncertainty regarding your own next step, get a firm grasp on how to best manage the talent you need to make it all happen.

I hope you'll join us in Toronto this April to experience how shared insight can truly transform your company's procurement organization – and don't forget to have a little fun!

Sincerely,



Jennifer Platt
Event Director,
ProcureCon Canada



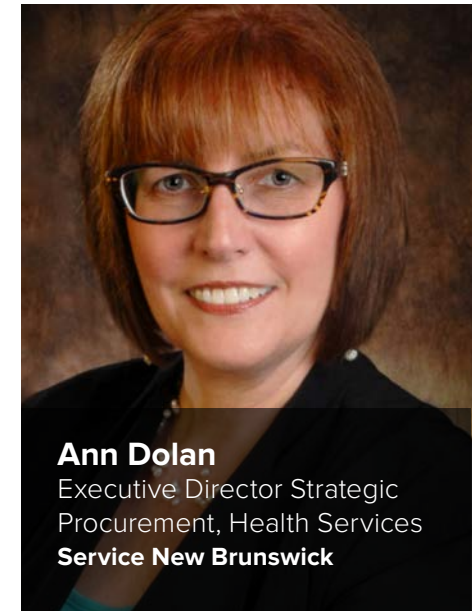
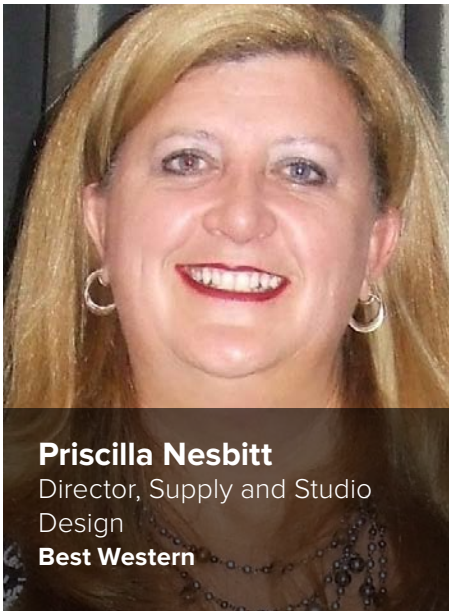
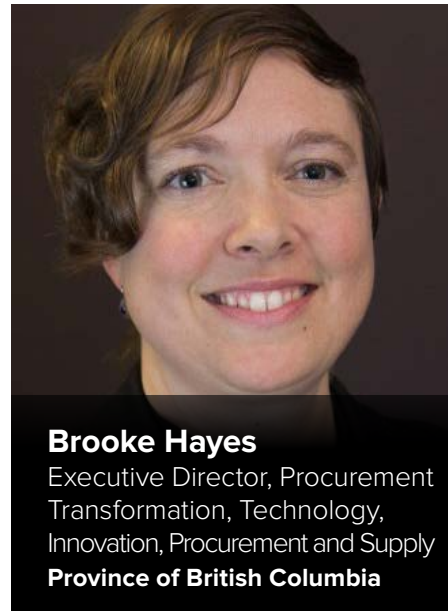
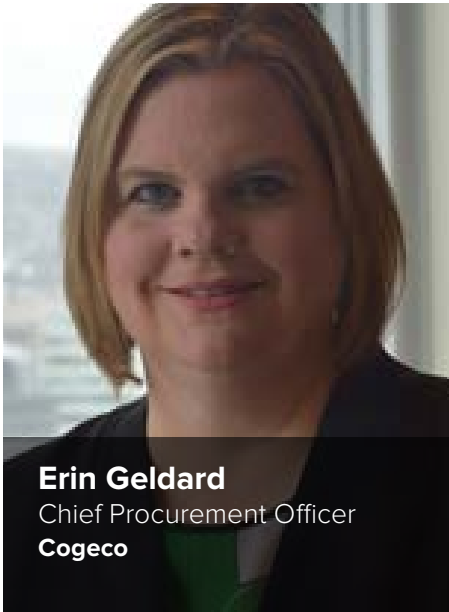


Why ● ?

For Practitioners, By Practitioners

ProcureCon Canada is the only peer-led, interactive procurement event in Canada! Listen and learn as top Canadian procurement execs shed light on the issues and trends unique to the Canadian procurement landscape. **We are for YOU!** The ProcureCon Canada agenda was created by procurement practitioners, for procurement practitioners - **directly from the point of view of the sourcing experts.** Most importantly, we are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business.

Meet Some of Our Advisory Board



Featured Speakers



Nicolas Marie

Senior Vice, President, Strategic Sourcing and Development, **Agropur**

Nicolas started his career back in 1999 when Strategic Sourcing was still a concept, not yet a function. As an expert in change management, Nicolas finds his source of motivation in building and developing high performing teams to influence the business at all levels. He's going to talk about how he created a living, breathing and evolving innovation incubator that is now spearheading new product development for his company.



John Chen

Senior Director, Procurement, Mining & Metallurgy, **SNC-Lavalin**

John Chen is the Senior Director of Procurement for Mining & Metallurgy, as well as the Procurement Functional Head of Integrated Management Systems at SNC-Lavalin. He's going to explore the three keys to unlocking procurement's value through expanding roles and relationships.



Jean-Francois Perrault

Senior Vice President and Chief Economist, **Scotiabank**

Jean-Francois is responsible for providing Scotiabank's senior executives, partners and customers with economic perspectives, insights and forecasts. He'll give you the hard facts on where Canada stands now in a local and global economy, the impact of the Trump administration on Canada, and how your procurement function can nimbly adapt to an ever-changing tide.

Your 2017 Expert Speaker Faculty

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Heads of Procurement:



Jack Bradley
Vice President, Supply Chain and Inventory
Strongco



Peter Conrod
Global Head of Procurement
Royal Bank of Canada



Ann Dolan
Executive Director Strategic Procurement, Health Services
Service New Brunswick



Erin Geldard
Chief Procurement Officer
Cogeco



Tim Herrod
Vice President, Procurement
PotashCorp



Vitold Horodecki
CPO North America
Capgemini



Nicolas Marie
Senior Vice President, Strategic Sourcing and Development
Agropur



Mathew Moore
Vice President, Sourcing and Procurement
OpenText



Melinda Mui
Vice President, Supply Chain
BC Clinical and Support Services Society



Jeff Russell
Director, Procurement
Crane Supply



Wael Safwat
Head of Procurement Transformation, **Loblaw Companies Limited**; Chartered FCIPS, Chair of Canada Branch, **Chartered Institute of Procurement & Supply (CIPS) - UK**



Kim Teichroeb
Director, Production and Distribution
Hillberg and Berk

Procurement Leaders



Mahmoud Aablue
Sr. Technology Procurement Expert
Freedom Mobile



Marnie Banting
Director, Vendor Supply Chain
Holt Renfrew



Janet Buck
Supervisor, Payables and PCard Program
City of Toronto



Sanja Cancar-Todorovic
Director – Vendor Management, Outsourcing and Site Strategy
TELUS



John Chen
Senior Director, Procurement, Mining & Metallurgy
SNC-Lavalin



Marina Chin
Manager, Supplier Delivery Assurance
Volvo Bus Corporation



Paul Davidson
Senior Manager, Client and Vendor Relations, Procurement Services
Metrolinx



Azam Dawood
Head of Technology Procurement
BMO Financial Group



Guillaume Desbois
Atlantic Strategic Sourcing Manager
Rio Tinto



Munish Dhanker
Director, Category Management and Strategic Sourcing
OpenText



Zdravko Dimitrov
Assistant Manager, Procurement Enablement Transformation and Best Practice
Loblaw Companies Limited



Ryan Fernandes
Director of Supply Chain
Sun Rich Fresh Foods



Shauna Gamble
Vice President, Operations
Danby Products Limited



Mark Gursky
Purchasing director
Meritor



Jon Heppenstall
Sourcing Team Manager
Ingersoll



Michael Johnson
Site Contracting and Procurement Manager
Shell



Melissa Kolling
Director, Procurement-Strategic Sourcing
PotashCorp



Arianne Reza
Assistant Deputy Minister, Procurement
Public Services and Procurement, Canada



Hasnain Millwala
Logistics Design, **Ryder System Inc.** & Partner, **Insideseed**



Lula Kosanic
Senior Director, Expense, Vendor, Asset Management
CIBC

FULL SPEAKER LIST



Markus Lenarczyk
Manager Strategic Sourcing
Mohawk Shared Services Inc.



Christopher Marko
Strategic Sourcing and Category Manager
Shaw Communications



Pierre Mayence
Category Manager/Senior Consultant
RSA



Dimitrios Manolopoulos
Senior Director, Strategic Sourcing and IT
National Bank of Canada



Priscilla Nesbitt
Director, Supply and Studio Design
Best Western



Pamela Schott
Vice President, Enterprise Sourcing and Productivity
BMO Financial Group



Jeff Seaman
Director, Procurement and Contract Management
SCI Group Inc.



Michael Shelton
Director, Strategic Supply Chain Management
Electrovaya Corp.



Todd Snelgrove
Former Global Manager of Value
SKF



Joseph Souaid
Director of Procurement and Logistics
Keurig Canada



Manny Satija
Director, Strategic Sourcing
CSA Group



Karen Taylor
Director, Strategic Sourcing
Sun Life Financial



Ankur Thakur
Sourcing Manager
Dimplex



Paul Tilley
Director, Strategic Sourcing Business & Network Technology
Shaw Communications



Jeff Van Geel
Strategic Sourcing Manager
3M



Michael van Keulen
Global Procurement Director
lululemon athletica



Maya Walker
Director, Procurement
Canada Post Corporation



Lori Wensley
Manager, Global Procurement/Enterprise Labor Services and Canada
Xerox Corporation



Christine Young
Manager, Procurement – Audio Visual Programs and Business Analytics
AccorHotels



Norman Xi
Procurement Team Lead
Bombardier Aerospace

Leading Industry Experts:



Mary Anderson
President
WBE Canada



Christopher Andrews
President
The&Partnership Canada



Mike Austin
Vice President
Method 180



Dražen Bulat
Partner, Leader, Procurement
Miller Thomson LLP



Kathy Cheng
Founder and President
Redwood Classics Apparel



Caroline Comeau
Director of Sales - Canada | Americas Sales
IHG



Stephanie Fontaine
VP Business Development
WBE Canada



Eugene Fernandez
President
EF and Associates



Catharine Gracon
Key Account Director
IHG



David Hearn
Former Head of Indirect Sourcing
Juniper Networks



Lesley Hunter
Key Account Director
IHG



Shawn King
Managing Director
MERX CLM Division



Thierry Jaffry
Vice President-Operations
Flucticiel



Rainer Machek
Executive Vice President
Synertrade



Jason MacKay
GM
COMPAREX Canada



Rosa Mauro
Procurement Lawyer
Miller Thomson LLP



Erik Moll
Director of Digital Transformation
COMPAREX Canada



Peter Nummi
Director
Ivalua Canada



Jeanette Nyden
Commercial Contracts Expert and Author, **Getting To We**



Geoff Parsons
Consultant and Former CPO
Deloitte



Jean-Francois Perrault
Senior Vice President and Chief Economist
Scotiabank



Malcolm Peters
Partner
The&Partnership



Joseph Richardson
CEO
Professional Purchasing Partners



Sherry Saunders
Senior Vice President & GM
Carlson Wagonlit Travel, Canada & North American Leisure



Michael Shaw
Founder and Board Member
American Council of Sourcing and Procurement Executives (ACSPE)



Nick Seiersen
Director, Business Development, North America
International Association for Contract & Commercial Management



Kathy Simon
CEO/Owner, **Wisevolution!**
Former Director, Indirect Procurement, **Rexall**



Christian Terwiel
Global Director of Software Asset Management
COMPAREX

Loaded with Opportunities To Learn and Connect...

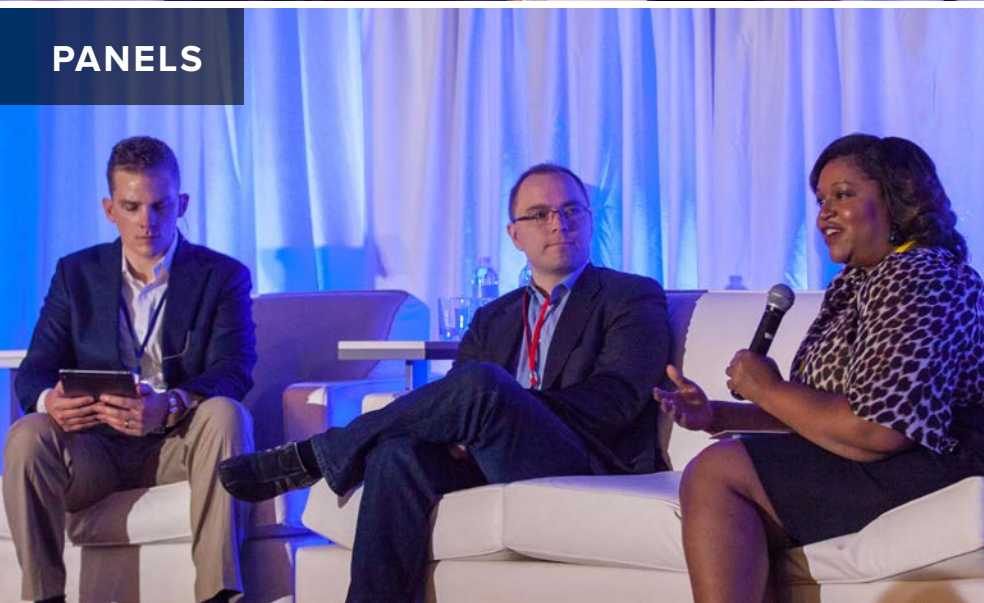
PRESENTATIONS



INTERACTIVE CASE STUDIES



PANELS



ROUNDTABLE DISCUSSIONS



...but plenty of room for *fun!*





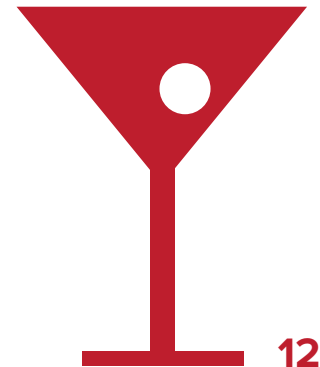
PCAN Cup! Games, Networking, Fun!
Work with your team. Win money for charity April 10 - 12





Nightly Receptions!

April 10 - 11





Hi, I'm Melissa

**Corporate Purchasing Director
EMEA / Americas
Federal-Mogul Holdings Corporation**

First year at ProcureCon: 2013

How I've participated: Attendee, speaker

ProcureCon Indirect Highlights:

The Roundtables, where the discussions get heated and I get to field some tough questions about my own strategic approach to the business – it feels good to be challenged!

Why I come to ProcureCon:

“I've been attending the ProcureCon Indirect conference for years – these are my people, this is my community!”

ProcureCon

WOMEN IN PROCUREMENT



Women in Procurement Connecting

Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. The ever-popular ProcureCon Women in Procurement Breakfast returns to provide an intimate setting for executives to discuss the challenges women in procurement face and celebrate their successes. Participation provides you with access to a growing network of peers you can connect with throughout the year.

Breakfast is limited to 40 attendees. Be sure to look out for your invitation in early March!

To join the LinkedIn group, click [here](#), or visit: www.linkedin.com/groups/8525034

Why ● ?

Solutions ZONE

Save weeks of vetting. Find the vendors you need here, all in one place.

Meet with suppliers and solutions providers who can help you realize your savings goals, streamline and automate processes, and provide effective solutions for your strategic sourcing operations.

Chat with leaders in the procurement and sourcing solutions space.

BE A SPONSOR:

Interested in showcasing your product or service?

Benefits of sponsorship include:

- **Exclusive access to senior level decision makers from leading global corporations**
- **Customized branding through our in-depth marketing campaign**
- **Lead generation to accelerate your sales cycle**
- **Building loyalty with your clients to consolidate your market position**
- **Differentiating your company from other vendors for competitive advantage**
- **Raising awareness and reminding the market that you are an essential partner to the industry**
- **Demonstrating your strength in uncertain times to grow your market share**



For more details on how you can showcase your solution, contact
Liam Birt, 646-200-7455 or email liam.birt@wbresearch.com.

Value, Innovation And Technology (Practitioners-only AM)

- 7:15 Breakfast And Registration
- 8:20 Welcome
- 8:25 Chairperson's Opening Address
- 8:35 Procuring Your Network: Icebreaker
- 9:00 CPO Panel: Inside The CPO's Circle: The Sport of Procurement And Scoring The MVP Crown
- 9:45 Keynote Presentation: Lightening In A Bottle: The Spark Of Innovation
- 10:05 Interactive Case Study: The Innovation Incubator: How Procurement Becomes A Trailblazer To The Future
- 10:45 Networking Break
- 11:15 Panel: New Technologies: Learning To Love Digital Disruption
- 11:55 Presentation: Journey Towards Excellence In Purchasing Direct and Indirect Spend
- 12:15 Keynote Presentation: What's The Big Deal About Data And Analytics?
- 12:25 Presentation: Sell It! Using Sales Techniques To Sell Procurement To Internal Customers
- 12:45 Lunch – Conference Opens To All Attendees

WORKSHOPS BEGIN

- | | | |
|------|--|---|
| 1:45 | Category Management: In The Now And Future | From So-So to Stellar: Transforming Your Procurement Department |
| 2:30 | Warp Speed: Your Future In Procurement | Totally Worth It!: Procuring On Total Cost Of Ownership |
| 3:15 | Networking Break And Grand Opening Of The Solutions Zone | |
| 3:55 | Who's Next?: Finding And Developing New Talent | Lean And Mean: Using Operational Analysis To Ensure Optimal Savings |
| 4:40 | INTERACTIVE ROUNDTABLE DISCUSSIONS | |
| | Roundtable 1: IT | Roundtable 7: Advancing Your Career in Procurement |
| | Roundtable 2: Contingent Staffing | Roundtable 8: The Best Tactics When Negotiating |
| | Roundtable 3: MRO | Microsoft Cloud Offerings |
| | Roundtable 4: Data Harmonization | Roundtable 9: P2P Optimization |
| | Roundtable 5: Supplier Diversity | |
| | Roundtable 6: Journey Towards Excellence In Purchasing Direct and Indirect Spend | Additional Roundtable Topics TBA |
| 5:40 | Cocktail Reception In The Solutions Zone | |

[CLICK TO VIEW FULL AGENDA DETAILS](#)

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Advancing Supplier Relationships

7:30	Women In Procurement Breakfast		
7:45	Breakfast In The Solutions Zone		
8:30	Welcome		
8:40	Chairman's Remarks		
8:50	Keynote Presentation: The Keys To The Castle: Unlocking the Value Of Procurement By Redefining Roles And Relationships		
9:10	Fireside Chat: Partner Up: Strategic Sourcing And Supplier Relationships		
9:40	Panel: Prepare For Lift Off: Getting Innovation Off The Ground By Leveraging Supplier Relationships		
10:30	Networking Break In The Solutions Zone		
11:15	Panel: The Dotted Line: Mastering Best Practices For Contract Management		
12:05	Presentation: Greater Transparency. Greater Security. Lower Costs.		
12:25	Case Study: Revolutionizing For A Win-Win: Consumers Want Value Too!		
12:55	PRIVATE LUNCH WITH AMERICAN EXPRESS LUNCH		
	Track A: Supplier Management Fundamentals	Track B: Advanced Supplier Management	Track C: Boardrooms
1:55	Track A Chairperson's Remarks	Interactive Case Study: It's A Buyers Market! (Or Is It?): The Art Of Negotiating In A Limited-Leverage Environment	The Public Boardroom: An Exclusive Think Tank For Public Procurement
2:05	Presentation: Return To Tender: Essential Tendering Basics		
2:45	SPOTLIGHT SESSION: The Rise Of The Chief Spend Officer	SPOTLIGHT SESSION	
2:55	Interactive Case Study: Reap The Rewards Of Rewarding Suppliers	Interactive Case Study: Steering Through The Storm: Crafting Contracts In Mergers And Acquisitions	
3:35	Networking Break In The Solutions Zone		
4:15	Panel: IQ, EQ And Negotiation Styles: Why Smart Emotions Matter At The Bargaining Table	Panel: What's New In Supplier Scorecarding And Benchmarking?	Track C: Boardroom 2 Hold On Tight!: The Top Pitfalls In Contract Management
4:55	INTERACTIVE ROUNDTABLE DISCUSSIONS		
	Roundtable 1: Payables And P-Cards	Roundtable 6: RFP's And Auctions	
	Roundtable 2: Building Trust With Stakeholders	Roundtable 7: Payment Terms	
	Roundtable 3: Strategic Partnerships	Roundtable 8: Planning, Creating And Delivering Specialized Marketing Collateral	
	Roundtable 4: Supply Chain Collaboration: Maximizing Value Through Procurement Decisions And Innovation	Roundtable 9: Best Practices In Contract Management	
	Roundtable 5: Digital Transformation And the Impact To The Businesses	Additional Roundtable Topics TBA	
5:40	Cocktail Reception Hosted By Coupa		



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The Future Of Procurement In A Global Economy

- 7:30 Breakfast In The Solutions Zone
- 8:15 Welcome
- 8:20 Chairman's Remarks
- 8:30 Keynote Presentation: Swimming Against The Tide: The Canadian Economy
- 9:10 Panel: Global Sourcing In And Beyond 2017
- 10:00 Panel: Risky Business: Facing And Mitigating Risk In A Volatile World
- 10:40 Networking Break In The Solutions Zone
- 11:10 Panel: The Future Of Sustainable Procurement And Corporate Social Responsibility
- 11:50 Case Study: Not Your Father's Procurement: Reinventing Sourcing For A 21st Century Corporation
- 12:20 Keynote Presentation: Next Generation Leadership: Understanding And Engaging Millennials In A Multi-Generational Workforce
- 12:40 LUNCH
- 1:40 Conference Concludes

CLICK TO VIEW FULL AGENDA DETAILS



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VENUE



Hyatt Regency Toronto TORONTO, ON

370 King Street West Toronto, Ontario, Canada, M5V 1J9 • +1 416 343 1234

Experience Hyatt Regency Toronto's location in the center of the city's vibrant downtown - fresh from a multi-million dollar renovation.

Your perfect hub for business or pleasure travel, our downtown Toronto hotel accommodations are just steps from the business and financial districts, the convention centre and over 150 restaurants and bars.

Toronto hotel is adjacent to the Theatre District. Take a shopping trip to Eaton Centre, trendy Queen Street, or exclusive Yorkville. Whether you are visiting the Hyatt Regency Toronto for business or pleasure, our associates are ready to provide you with exceptional service and personal attention.





Our special conference rate is **\$210 CAD** per night! Act fast, it expires March 17 or when the block sells out.

Ready To Join Us?

Sponsors:



LEARN HOW OUR SPONSORS CAN HELP YOU

Click the ticket to get the best rate today!



Not convinced?

Keep reading for the full detailed agenda of our awesome event...



AGENDA DETAILS

Monday April 10, 2017

DAY 1: VALUE, INNOVATION AND TECHNOLOGY PRACTITIONERS-ONLY MORNING

7:15	Breakfast and Registration
8:20	Welcome Remarks Jennifer Platt Event Director ProcureCon Canada
8:25	Chairperson's Opening Address Wael Safwat Head of Procurement Transformation, Loblaw Companies Limited Chartered FCIPS Chair of Canada Branch, Chartered Institute of Procurement & Supply (CIPS) - UK
8:35	Procuring Your Network: Icebreaker ProcureCon Canada is an unparalleled networking opportunity – so kick it off right by exchanging challenges, solutions and business cards right off the bat! Practitioners take a seat at a table, write down their most pressing challenge on the back of their business card and toss it in the middle of the table. Go around the table as each person picks a card and tries to come up with a swift and brief solution for that challenge. It's a quick, fun and free flowing exchange of introductions and ideas unlike anything you'll get in the office. Keep the card and keep in touch!
9:00	CPO PANEL: Inside The CPO's Circle: The Sport Of Procurement And Scoring The MVP Crown The days of merely saving money or issuing POs are over-all major businesses today need to see a significant demonstration of value if procurement wants a seat at the table - and you can get one, if you take the right steps. Listen and learn as this executive roundtable of leading CPOs has an unfiltered discussion on what value really means today, and how you can bring it. · Determine how value is defined by your business · Develop a keen and constant awareness of your team's capabilities, your supply base, and internal innovation goals

- Start small and foster quick wins
- Be a client consultant - offering suggestions and advice (not just dollars and cents)

Moderator:
Geoff Parsons
Consultant and former CPO
Deloitte

Erin Geldard
Chief Procurement Officer
Cogeco

Panelists:
Wael Safwat
Head of Procurement Transformation, **Loblaw Companies Limited**
Chartered FCIPS Chair of Canada Branch, **Chartered Institute of Procurement & Supply (CIPS) - UK**

Mathew Moore
Vice President, Sourcing and Procurement
OpenText

Peter Conrod
Global Head of Procurement
Royal Bank of Canada

9:45	KEYNOTE PRESENTATION: Lightning In A Bottle: The Spark Of Innovation We all know new ideas get attention, and becoming an integral part of innovation is now vital to demonstrating value - but how do you make it happen? This presentation with one inventive executive will help you figure it out. Topics include: · Getting involved early and often · Keeping innovation from getting stifled by risk · Collaborating closely with other departments · Diversifying and connecting across the board, spanning product, commercial and experience Innovation Tim Herrod Vice President, Procurement PotashCorp
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DAY 1 CONTINUED

10:05	INTERACTIVE CASE STUDY: The Innovation Incubator: How Procurement Becomes A Trailblazer To The Future The keys to demonstrating value through innovation can be learned - but implementing them is another story. Find out how one procurement executive created a living, breathing and evolving innovation incubator that is now spearheading new product development for his company. Come prepared with your own ideas and challenges, because he's going to ask what you can do to cultivate change for your own organization! Nicolas Marie Senior Vice President, Strategic Sourcing and Development Agropur
10:45	Networking Refreshment Break
11:15	PANEL: New Technologies: Learning To Love Digital Disruption The landscape of procurement has gone digital, and the latest technologies can be a major asset - or a huge detriment, depending on who you ask. Join us for this dynamic panel as they discuss: · A roundup of the latest tools in digital procurement and how to use them to increase efficiency · Transitioning to and working with the cloud · Preparing your team for emerging technologies · Technology's affect on procurement · How to stay ahead of the digital curve · A look to the horizon: what's next? Moderator: Wael Safwat Head of Procurement Transformation Loblaw Companies Limited Chartered FCIPS Chair of Canada Branch Chartered Institute of Procurement & Supply (CIPS) - UK Panelists: Mahmoud Aabue Sr. Technology Procurement Expert Freedom Mobile Azam Dawood Head of Technology Procurement BMO Financial Group Vitold Horodecki CPO North America Capgemini Manny Satija Director, Strategic Sourcing CSA Group

11:55	Presentation: Journey Towards Excellence In Purchasing Direct and Indirect Spend Mark Gursky Purchasing Director Meritor
12:15	KEYNOTE PRESENTATION: What's The Big Deal About Data And Analytics? Pamela Schott Vice President, Enterprise Sourcing and Productivity BMO Financial Group
12:25	PRESENTATION: Sell It! Using Sales Techniques To Sell Procurement To Internal Customers In a non-mandated environment, procurement has to consistently sell their value to their category owners and stakeholders. However, most people working in procurement rarely include sales as part of their career path. As a result, they miss out on gaining a unique perspective that will ultimately make them stronger procurement professionals. Once you have insight into the inner workings of the sales process, you will be able to build more trust and obtain more wins for your organization. In this presentation, attendees will learn about the side of sales they don't see: · What sales execs are taught to build trust · How a sales organization gathers data and builds leverage · How they approach a contract negotiation · How sales teams are compensated David Hearn Former Head of Indirect Sourcing Juniper Networks
12:45	Lunch – Conference Opens To All Attendees

DAY 1 CONTINUED

CONCURRENT WORKSHOPS BEGIN

Full Steam Ahead: Power Up In Procurement

Attendees will break into these working group sessions, facilitated by area and category specialists, who will guide the group toward crafting an action plan of five ideas that you can implement immediately to begin getting results back in the office.

1:45	Category Management: In The Now And Future Category management doesn't have a universal definition, because its function differs based on the size of a company. This session will revisit category management to ensure the approach is still relevant to today's procurement function, and will remain relevant tomorrow, including: · Co-leading category management with stakeholders · Conducting audits on mature categories to limit bad habit creep · Developing subject matter experts: What level of experience should category managers have? · Looking to the future from a client's POV and reducing spend through consolidation Pierre Mayence Category Manager/Senior Consultant RSA Norman Xi Procurement Team Lead Bombardier Aerospace	From So-So To Stellar: Transforming Your Procurement Department If A) the goals of your organization are not being met by your department B) you lack resources for negotiations C) PO's are issued with little to no strategy or D) All of the above, it's time for a change - and not just a little one. A full on transformation may sound daunting, but this workshop with a leader in procurement who successfully transformed their departments will clarify the steps needed for transformation victory. Key topics include: · Establishing a vision for your department · Getting stakeholder buy-in for change · Moving from Tactical to Strategic activities · Governance · Conducting Spend Analysis · Revamping your team to achieve goals Kathy Simon CEO/Owner, Wisevolution! Former Director, Indirect Procurement, Rexall
2:30	Warp Speed: Your Future In Procurement Whether you're an established CPO or at a junior level, it's vital to constantly ask: what's next? But working at today's pace, who has time to keep up on trends, or plan for the next step in their career? You do! This expert led innovative workshop will cover modern methods of quick learning, enabling you to consistently progress your knowledge. Additionally, making yourself indispensable and planning your next career steps will be covered - from moving into leadership roles to the next step up for a CPO. Topics include: · Maintaining your knowledge database · Using webcasts, white papers, blogs and networking to your advantage · Keeping your position not only relevant but essential to your organization, now and in the future · Capabilities development of the procurement professionals in the new era · Propelling forward in your procurement career from any level Wael Safwat Head of Procurement Transformation, Loblaw Companies Limited Chartered FCIPS Chair of Canada Branch, Chartered Institute of Procurement & Supply (CIPS) - UK	Totally Worth It!: Procuring On Total Cost Of Ownership Most suppliers promise savings. The question is: how do you clearly define cost savings vs. immediate price savings, and know which suppliers can really make it happen? Advanced companies are looking for systematic ways to choose suppliers that help them create the most profit by combining cost reduction and revenue improvement, as well as ways to implement a process to find and execute those savings. Discover the experiences and pitfalls to watch out for, as well as the do's and don'ts of buying on TCO. Learn the newest procurement strategies for negotiations, what checklist should be used, and how to measure the value you help create. Topics include: · Updated strategies, techniques, and methodologies to lower costs by reducing Total Cost of Ownership · Figuring out the true total cost of ownership by analyzing inventory, business costs, production line downtime, and realizing the best TCO is not necessarily the lowest cost. · Influencing the supply chain to drive out costs Todd Snelgrove Former Global Manager of Value SKF
3:15	Networking Break And Grand Opening Of The Solutions Zone	

DAY 1 CONTINUED

3:55

Who's Next?: Finding And Developing New Talent

There is perhaps no more universal a problem for procurement professionals than finding and developing new talent - but the procurement leaders of tomorrow require different skills than the leaders of today. This workshop will help you determine what qualities you want in your new hires, how to spot potential leaders, and develop a comprehensive training program.

- Determine the skill-sets needed to ensure success
- How to work with universities to align curriculum to real life procurement skill-set needs
- How to develop a stable recruiting source
- Develop an internal organizational culture to nurture them, and win the retention battle

Michael Shelton

Director, Strategic Supply Chain Management

Electrovaya Corp.

Lean And Mean: Using Operational Analysis To Ensure Optimal Savings

Delivering value still means delivering savings - but you can't do that if you don't know where you stand. Learn how to conduct a thorough analysis of your process, people and technology. Weed out inefficiencies and create true budget savings in this invaluable workshop. You'll learn to determine:

- What tools are needed to maximize efficiencies
- How to analyze who does what, and how much value their function brings
- How lean your processes are

Zdravko Dimitrov

Assistant Manager, Procurement Enablement Transformation and Best Practice

Loblaw Companies Limited

4:40

Interactive Roundtable Discussions

These interactive roundtable sessions take a deep dive into the specific areas you came to learn about. Learn in an intimate format from the speakers who have had an impact on their company and industry. Take control of your own event experience and don't be shy! Ask questions (or answer them!) alongside other conference attendees who are dealing with the same challenges as you network with industry peers with very similar challenges, interests and responsibilities. Don't miss out on the discussions you want to participate in—you'll get to select a new topic after 30 minutes.

Roundtable 1: IT

HOST: Eugene Fernandez, President, **EF and Associates**

Roundtable 2: Contingent Staffing

HOST: Lori Wensley, Manager, Global Procurement/ Enterprise Labor Services and Canada, **Xerox Corporation**

Roundtable 3: MRO

HOST: Todd Snelgrove, Former Global Manager of Value, **SKF**

Roundtable 4: Data Harmonization

HOST: Rainer Machek, Executive Vice President, **Synertrade**

Roundtable 5: Supplier Diversity

HOST: Stephanie Fontaine, VP Business Development, **WBE Canada**

Roundtable 6: Journey Towards Excellence In Purchasing Direct And Indirect Spend

HOSTS: Peter Nummi, Director, **Ivalua Canada** & Thierry Jaffry, Vice President-Operations, **Flucticiel**

Roundtable 7: Advancing Your Career in Procurement

HOST: Kathy Simon CEO/Owner, Wisevolution! Former Director, Indirect Procurement, **Rexall**

Roundtable 8: The Best Tactics When Negotiating Microsoft Cloud Offerings

HOST: Mike Austin, Vice President, **Method180**

Roundtable 9: P2P Optimization

HOST: Michael Shelton, Director, Strategic Supply Chain Management, **Electrovaya Corp.**

Additional Roundtable Topics TBA

5:40

Cocktail Reception In The Solutions Zone

Tuesday April 11, 2017

DAY 2: ADVANCING SUPPLIER RELATIONSHIPS

For full session details, please visit www.procureconindirect.com/agenda.

7:30 Women In Procurement Breakfast

ProcureCon
WOMEN IN PROCUREMENT



Women bring a different perspective to procurement and supply chain management and are increasingly becoming an integral part of many supply chain organizations. The ever-popular ProcureCon Women in Procurement Breakfast

returns to provide an intimate setting for executives to discuss the challenges women in procurement face and celebrate their successes. Participation provides you with access to a growing network of peers you can connect with throughout the year.

Host: Mary Anderson, President, **WBE Canada**

7:45 Breakfast In The Solutions Zone

8:30 Welcome

8:40 Chairman's Remarks

Caroline Comeau
Director of Sales - Canada, Americas Sales
IHG

8:50 KEYNOTE PRESENTATION: The Keys To The Castle: Unlocking the Value Of Procurement By Redefining Roles And Relationships

Procurement is often thought of as purely transactional, but its role and relationships can go far beyond that, as the function continues to become more complex, yet segmented. In this keynote presentation, a leading procurement exec will explore the three key levels to unlocking procurement's value and truly raising the bar: Service provider, solution provider and business enabler. Topics include:

- Cross-pollinating skills for capital project procurement and non-capital project procurement
- Forming strong, strategic supplier relationships, going beyond the transactional level
- Practical and leading practices in lifecycle supplier relationship management including know your suppliers, supplier stratification, senior level engagement and performance management.

John Chen
Senior Director, Procurement, Mining & Metallurgy
SNC-Lavalin

9:10

FIRESIDE CHAT: Partner Up: Strategic Sourcing And Supplier Relationships

Every procurement practitioner wants the better price, the bigger value, and the best innovation. The key to all 3? Forming strong relationships with your suppliers. In this Fireside chat, you'll hear a leading executive divulge their indispensable methods for cultivating long-term partnerships and lasting value.

Interviewer:

Caroline Comeau
Director of Sales - Canada,
Americas Sales
IHG

Vitold Horodecki
CPO North America
Capgemini

9:40

PANEL: Prepare For Lift Off: Getting Innovation Off The Ground By Leveraging Supplier Relationships

A critical component to bringing change and value is innovation - but you can't do it alone. Working closely with suppliers to propel your products or services into the future is vital, and knowing how to do it is no longer a mystery, as these leaders in procurement innovation discuss what it takes to get moving.

- How to identify and find innovative suppliers in new markets
- How to encourage existing suppliers to be the potential source of new products or services
- How to become a customer of choice when dealing with highly innovative suppliers
- How to think small and get big results by collaborating with start-ups

Moderator:

Caroline Comeau
Director of Sales - Canada,
Americas Sales
IHG

Sherry Saunders
Senior Vice President & GM
**Carlson Wagonlit Travel, Canada
& North American Leisure**

Panelists:

Christopher Marko
Strategic Sourcing and Category
Manager
Shaw Communications

Ryan Fernandes
Director of Supply Chain
Sun Rich Fresh Foods

Dimitrios Manolopoulos
Senior Director, Strategic
Sourcing and IT
National Bank of Canada

Jack Bradley
Vice President, Supply Chain and
Inventory
Strongco

DAY 2 CONTINUED

10:30 **Networking Break In The Solutions Zone**

11:15 **PANEL: The Dotted Line: Mastering Best Practices For Contract Management**

What are the contract strategies and practices that will carry procurement beyond 2017? Topics include:

- Demonstrating year over year continuous improvement within the contract
- Understanding the value of contract management as a lever in spend management
- Using non-disclosure agreements as a risk mitigation tool with key suppliers
- Examining how to manage complex contracts and cross-organizational demands
- Measuring the importance of process vs technology vs people in effective contract management

Moderator:

Caroline Comeau
Director of Sales - Canada,
Americas Sales

IHG

Panelists:

Michael Johnson
Site Contracting and Procurement
Manager
Shell

Priscilla Nesbitt
Director| Supply and Studio
Design
Best Western

Jeff Seaman

Director, Procurement and
Contract Management
SCI Group Inc.

Maya Walker
Director, Procurement
Canada Post Corporation

Shawn King
Managing Director
MERX CLM Division

12:25

CASE STUDY: Revolutionizing For A Win-Win: Consumers Want Value Too!

Savings for an organization is, of course, the most desired result for every procurement department – but what about attaining robust reliability and distinction amongst end-consumers? Their experience can be critical to establishing your company's value. Make it happen by taking a cue from a leading health care exec who transformed a key function of her organization by rethinking supplier management, creating a modern, inspiring and innovative new model. Fundamental topics include:

- Consolidating service deliveries, implementing best value for the organization and end- consumer
- Creating a sustainable savings strategy with suppliers that extends to the end- consumer
- Lowering risk by providing a split award with a secondary vendor
- Including language in tender documents that encourage vendors to think about innovations, culminating in major rewards for both the end-consumer and organization
- Providing reliable services and products, resulting in a stellar reputation for your company

Melinda Mui

Vice President, Supply Chain
BC Clinical and Support Services Society

12:05 **Presentation: Greater Transparency. Greater Security. Lower Costs.**

Jason MacKay
GM
Comparex Canada

Christian Terwiel
Global Director of Software Asset Management
COMPAREX

12:55	PRIVATE LUNCH HOSTED BY AMERICAN EXPRESS	LUNCH FOR ALL ATTENDEES	
	TRACK A: SUPPLIER MANAGEMENT FUNDAMENTALS	TRACK B: ADVANCED SUPPLIER MANAGEMENT	TRACK C: BOARDROOMS
1:55	Track A Chairperson's Remarks Sherry Saunders Senior Vice President & GM Carlson Wagonlit Travel, Canada & North American Leisure	INTERACTIVE CASE STUDY: It's A Buyers Market! (Or is it?): The Art of Negotiating In A Limited-Leverage Environment Usually, buyers assume it's a buyer's market - but many suppliers are now consolidating, leaving organizations less choice and bargaining power than they once had, and making it increasingly difficult to use buying power as leverage. Most think they're getting best price – but often when companies compare, inconsistencies in supplier pricing and agreements can prove otherwise. This case study will explore how one company negotiated fair and balanced evaluations and contracts, along with best practices in negotiations today. Afterwards, you'll be encouraged to conceptualize your own revamped negotiation.	THE PUBLIC BOARDROOM: An Exclusive Think Tank For Public Procurement The public sector often experiences a unique set of procurement challenges not shared by that of private. In this public only think tank, take part in an open discussion of issues and solutions led by forward-thinking leaders in public procurement. At the end, you'll break off into small brainstorming groups according to your greatest challenge, conceptualize brilliant solutions together and later share them with the larger group so all can benefit from this rare opportunity. Topics include: · Transforming from tactical to strategic sourcing · The need for governance · Catching up with technology · Talent retention · Negotiated RFP's · Workload balancing
2:05	PRESENTATION: Return To Tender: Essential Tendering Basics Once you've established the products you're sourcing, who the potential suppliers are, and the alignment of project goals with company goals, you're ready to consider your "go to market" approach and methodology for managing your sourcing project. Most think they know the tendering process as the act of obtaining competitive bids from potential suppliers - but often, they get confused and bogged down in the process. In this presentation, you'll learn or return to master clear and simple tendering basics and figure out how to put them into immediate and effective use in your own organization. Markus Lenarczyk Manager Strategic Sourcing Mohawk Shared Services Inc.	· Determine the right balance of relationship and power - how many suppliers do you need to retain buying power? And how low can you go without handing it all over? · Revisit old contracts – a good deal today isn't necessarily a good deal tomorrow · Explore best practices for getting through to suppliers · Determine the outcome you need, and where you'll be willing to compromise before negotiation begins · Balancing supplier market pricing power · Create a win-win situation through volume purchasing Joseph Richardson CEO Professional Purchasing Partners Jeanette Nyden, Commercial Contracts Expert and Author, Getting To We	Ann Dolan Executive Director Strategic Procurement, Health Services Service New Brunswick Arianne Reza Assistant Deputy Minister, Procurement Public Services and Procurement, Canada

DAY 2 CONTINUED

2:45	SPOTLIGHT SESSION: The Rise of the Chief Spend Officer · Procurement should own all spend within a company, including T&E spend, invoice spend, and of course, procurement spend. · VPs of Sales are now called Chief Revenue Officers, VPs of Procurement should follow suit and start titling themselves Chief Spend Officers. Align the job titles with your company's P&L. · Silos between AP and Procurement are leading to spend leakage all over the place. This needs to stop. Sunny Manivannan GM Coupa Expenses Coupa	SPOTLIGHT SESSION
2:55	INTERACTIVE CASE STUDY: Reap The Rewards Of Rewarding Suppliers 3M's ingenious 3M Canada Service Quality Supplier Awards have set the standard for supplier excellence. In this case study, find out how they measure strategic spend, contract compliance, and overall supplier performance to award the best and brightest for optimal impact on the organization. Afterwards, you'll be inspired to conceive of ways in which you can measure performance and reward suppliers at your own organization. Jeff Van Geel Strategic Sourcing Manager 3M	INTERACTIVE CASE STUDY: Steering Through The Storm: Crafting Contracts In Mergers And Acquisitions Mergers and acquisitions are happening at a faster pace than ever, and for procurement, that means contracts need to keep up. This case study will explore how one executive led his supply team through to the other side, engaging in contract negotiations during all phases including due diligence, M & A negotiations, and post acquisition. Afterward, you'll conceptualize your own potential solutions to this challenging scenario. Munish Dhanker Director, Category Management and Strategic Sourcing OpenText
3:35	Networking Break In The Solutions Zone	

DAY 2 CONTINUED

4:15

PANEL: IQ, EQ And Negotiation Styles: Why Smart Emotions Matter At The Bargaining Table

Your attitude, not your aptitude will determine a your altitude in life. The same is true for negotiating business agreements; to master the process you will need both logical reasoning and smart emotional responses. While professionals are encouraged to rely on their intelligence and reasoning skills (IQ), they are not always encouraged to develop their emotional intelligence (EQ). But, as customers and their suppliers become increasingly interdependent, and their relationships more complex, negotiators will also have to develop their ability to emotionally interact with their counterparts in an appropriate way. This interactive panel discussion will address:

- Common EQ characteristics for negotiating business deals
- Suggestions on how to develop your EQ or that of your team members
- How a stronger EQ lead to better business.

Moderator:

Jeanette Nyden

Commercial Contracts Expert and Author, **Getting To We**

Panelists:

Lula Kosanic

Senior Director, Expense, Vendor, Asset Management

CIBC

Joseph Richardson

CEO

Professional Purchasing Partners

Michael Shaw

Founder and Board Member

American Council of Sourcing and Procurement Executives (ACSPE)

PANEL: What's New In Supplier Scorecarding And Benchmarking?

Whether you have a supplier that wants more of your business or one who's not performing up to your standards, you need an effective way to review and audit their performance that produces viable information to make informed decisions.

- Crafting mutually beneficial supplier scorecards so they know exactly how they're performing against your SOW
- Obtaining the right mix of data to benchmark
- At what point do you determine your suppliers need to be audited—is there a regular schedule or review process?
- What are the best methods to audit your suppliers?
- Is it possible to work with underperforming suppliers to bring them back up?

Moderator:

Geoff Parsons

Consultant and Former CPO

Deloitte

Panelists:

Melissa Kolling

Director, Procurement-Strategic Sourcing

PotashCorp

Ankur Thakur

Sourcing Manager

Dimplex

Paul Davidson

Senior Manager, Client and Vendor Relations,
Procurement Services

Metrolinx

Marina Chin

Manager, Supplier Delivery Assurance

Volvo Bus Corporation

BOARDROOM 2

Hold On Tight!: the top Pitfalls In Contract Management

The loss of value through ineffective contract management is estimated at over 9% of revenue, and as much as 15% in complex projects and construction environments. The leadership at the International Association for Contract & Commercial Management (IACCM) has identified the industries and the areas of the world that are most at risk of value leakage, and the ways in which you can avoid major pitfalls in contract management and thus, loss of value. Attendees will learn why these pitfalls occur, and come away with both a simple set of tips to make an immediate impact, and an understanding of how their contracting must evolve to further stem these losses over time.

Nick Seiersen

Director, Business Development, North America

International Association for Contract & Commercial Management

DAY 2 CONTINUED

4:40

Interactive Roundtable Discussions

These roundtables provide another opportunity for concept and idea exchange with your peers. This time around, discuss Best Practices in every facet of Procurement.

Roundtable 1: Payables And P-Cards

HOST: Janet Buck, Supervisor, Payables and PCard Program, **City of Toronto**

Roundtable 2: Building Trust With Stakeholders

HOST: Marnie Banting, Director, Vendor Supply Chain, **Holt Renfrew**

Roundtable 3: Strategic Partnerships

HOST: Christine Young, Manager, Procurement – Audio Visual Programs and Business Analytics, **AccorHotels**

Roundtable 4: Supply Chain Collaboration: Maximizing Value Through Procurement Decisions And Innovation

HOSTS: Catharine Gracon, Key Account Director, **IHG** & Lesley Hunter, Key Account Director, **IHG**

Roundtable 5: Digital Transformation And The Impact to the Businesses

HOSTS: Erik Moll, Director of Digital Transformation, **COMPAREX Canada**

Roundtable 6: RFP's and Auctions

HOST: Karen Taylor, Director, Strategic Sourcing, **Sun Life Financial**

Roundtable 7: Payment Terms

HOST: Guillaume Desbois, Atlantic Strategic Sourcing Manager, **Rio Tinto**

Roundtable 8: Planning, Creating and Delivering Specialized Marketing Collateral

HOSTS: Christopher Andrews, President, **The&Partnership Canada** and Malcolm Peters, Partner, **The&Partnership**

Roundtable 9: Best Practices For Contract Management

HOST: Drazen Bulat, Partner, Leader, Procurement, **Miller Thomson LLP**

Additional Roundtable Topics TBA

5:40

Cocktail Reception Hosted By Coupa

Wednesday April 12, 2017

DAY 3: THE FUTURE OF PROCUREMENT IN A GLOBAL ECONOMY

For full session details, please visit www.procureconindirect.com/agenda.

7:30	Breakfast In The Solutions Zone
8:15	Welcome
8:20	Chairman's Remarks
8:30	KEYNOTE PRESENTATION: Swimming Against The Tide: The Canadian Economy The recent fluctuations of the Canadian dollar and sinking oil prices have left many businesses uncertain of how to move forward and foster growth. In this keynote presentation by a renowned economist, get the hard facts on where Canada stands now in both a local and global economy, where it's going, and how your procurement function can nimbly adapt to the ever-changing tide. Topics Include: · Innovating currency management and demonstrating value with the wavering Canadian dollar · The strong impact of the US dollar · The affect of plummeting Canadian oil prices · Importing, Exporting and Trade (Including the Comprehensive Economic Trade Agreement with the EU and The Canadian Free Trade Agreement) · The impact of the Trump administration Jean-Francois Perrault Senior Vice President and Chief Economist Scotiabank
9:10	PANEL: Global Sourcing In And Beyond 2017 With the cost of labor high in Canada, will the benefits of global sourcing be worth the risk? And how can you extend your organization's reach into the global economy? Topics in this presentation by a global sourcing leader include: · The benefits of sourcing globally · Compliance to international laws · Mitigating inherent risks: currency, ethics, quality and supply chain · Logistics and customs · Global sourcing regulations Introduction By: Jeff Russell Director, Procurement Crane Supply Panelists: Jeff Russell Director, Procurement Crane Supply Sanja Cancar-Todorovic Director – Vendor Management, Outsourcing and Site Strategy TELUS Paul Tilley Director, Strategic Sourcing Business & Network Technology Shaw Communications

10:00	PANEL: Risky Business: Facing And Mitigating Risk In A Volatile World Ask someone in procurement to run down their list of major concerns, and the number one answer will always be risk. The exact responses may vary - from economic and political risk to data and third-party, but the bottom line is the same. In this panel, leading executives will address the many real dangers that face procurement, and contemplate methods for mitigation. Key topics include: · How to Identify which risks are most pressing for your organization · Planning for risk factors · Canadian privacy regulations and their effect on data and third-party risk · The perils of economic, environmental and political risk and how to react · Adding a governance layer for strength and protection Panelists: Rosa Mauro Procurement Lawyer Miller Thomson LLP Nick Seiersen Director Business Development, North America International Association for Contract & Commercial Management Jon Heppenstall Sourcing Team Manager Inergi Hasnain Millwala, Logistics Design, Ryder System Inc. & Partner, Insideseed
10:40	Networking Break And Final Visit To The Solutions Zone
11:10	PANEL: The Future Of Sustainable Procurement And Corporate Social Responsibility Has your company set ambitious targets for sustainable sourcing in its future? While these are often generated by the CEO, it is often down to procurement to find a practical way to achieve these goals. Managing short term financial budgets while trying to secure a long term sustainable supply can create conflicting strategies, but the benefits reaped by practicing sustainable procurement and corporate responsibility can be enormously rewarding. Making changes to well-established procurement processes, however, is easier said than done. In this panel, experts in the realm will discuss the why and how to do just that, and how sustainability and CSR in procurement will evolve in the coming years. Topics include:

DAY 3 CONTINUED

- Aligning sourcing initiatives to company ethics
- Thinking green and buying locally
- The benefits and value of supplier diversification
- How recycling materials and services can result in a cost effective initiative
- Local environmental and human rights regulations
- Establishing a sustainable, progressing procurement strategy
- Assessing and quantifying sustainable procurement processes

Panelists:

Joseph Souaid
Director of Procurement and
Logistics
Keurig Canada

Paul Tilley
Director, Strategic Sourcing
Business & Network Technology
Shaw Communications

Shauna Gamble
Vice President, Operations
Danby Products Limited

Kathy Cheng
Founder and President
Redwood Classics Apparel

11:50

CASE STUDY: Not Your Father's Procurement: Reinventing Sourcing For A 21st Century Corporation

A lack of resources and funding can leave even the most innovative and forward-looking procurement practitioner bound by antiquated rules and processes. But how can you break the mold using what you have to get your suppliers and your stakeholders engaged like never before? Hear how one forward thinking exec changed the game, propelled his procurement function into the future, and is now continuing the mission. Lessons include:

- Fact based decision making and using true analytics
- Providing options to leadership
- Transparency and engagement with stakeholders – what's in it for them?
- Total cost of ownership including cost of change

- Sitting at the table when setting strategy, investments, specification, budgets/targets.
- Delivering savings that make their way to the bottom line, adding legitimacy and trust.

Michael Van Keulen
Global Procurement Director
Lululemon Athletica

12:20

KEYNOTE PRESENTATION: Next Generation Leadership: Understanding And Engaging Millennials In A Multi-Generational Workforce

Times are changing. Can you say the same about your leadership and communication skills? For the first time in history there are 4 generations in the workplace, each with a preferred way of working. Today's digital age and the multi-generational workforce require that a new leader rise. Social media, technology, and the explosion of millennials into the workplace are putting new demands on leaders. Change is inevitable but the understanding and engaging of tomorrow's employees must be intentional. Your organization's future vitality depends on it.

- Gain a clear understanding of the Millennial generation.
- Learn the varying leadership and communication preferences of each generation.
- Harness tips for meaningful communications across generations.
- Grasp emerging trends in leadership and communication.
- Actionable and practical strategies to engage Millennial employees and build company loyalty.

Kim Teichroeb
Director, Production and Distribution
Hillberg and Berk

12:40

LUNCH

1:40

CONFERENCE CONCLUDES

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IHG is a global company with 9 hotel brands. With over 4,900 hotels and nearly 674,000 rooms in nearly 100 countries around the world, we know hospitality. Our vision is to become one of the great companies in the world by creating Great Hotels Guests Love. We will deliver this through our portfolio of preferred brands, our talented people and best-in-class delivery systems. At the heart of our culture is a commitment to act responsibly in everything we do."



MERX helps thousands of private and public organizations reduce strategic sourcing costs while improving efficiencies and accountability to stakeholders. Organizations of all types and sizes use MERX to manage hundreds of billions of dollars of spend while engaging our global network of over 200,000 suppliers. MERX enables organizations to optimize procurement with a 360 degree perspective of needs, supply, risk, contracts and supplier performance. Anchored by electronic tendering, MERX offers a fully configurable Source to Contract solution, integrated with your existing systems and tuned to your industry, business and vision.



Ivalua/Flucticiel
Ivalua helps Procurement and Finance leaders create a competitive advantage by maximizing Value Beyond Savings. Ivalua's Out-of-the-box Deep Functionality and Configurable Cloud is fast to deploy and enables high supplier and employee adoption. Ivalua has been deployed to manage over \$500 Billion in spend. Learn more at www.ivalua.com
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SAP Fieldglass provides an intuitive, cloud-based Vendor Management System (VMS) to optimize external workforce and services procurement programs. More than 300 customers leverage SAP Fieldglass to gain visibility into their external workforces, including contingent labor, services managed through Statements of Work (SOW) and independent contractors.



SynerTrade is a leading international provider of cloud-based solutions for the digitalization of companies' procurement process. We bring value to our customers by providing efficient software applications which will accelerate their purchasing processes while simplifying their work, touching upon areas from strategic sourcing to spend analysis.



The&Partnership - THE BOX: An efficient delivery engine

The planning, creation and delivery of specialized marketing collateral demands a unique set of skills.

Traditional agencies all too often overlook this area, assigning it to either the most junior people or asking the client to "take it outside."

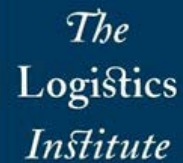
In fact, collateral can often be some of the most effective communication a brand has at its disposal.

To answer the unique challenges of this field, The&Partnership have created a dedicated unit called The BOX. The BOX is a proprietary production model that blends production and creative specialists. The result is that things happen faster. Work is better. And clients realize incredible value – with savings often upwards of 20 percent. Creative agencies are good at conceiving and developing big campaigns, but are not always built for the volume demands of everyday output. On the other hand, a well-run in-house studio may be excellent at the basics, but anything more can leave them without the creative expertise for the job. The BOX takes the best from these existing models – creative agency and studio – but delivers without the inherent compromises found in either. We have used it to lower costs and speed time-to-market for many clients. Each BOX starts with the client need and is entirely bespoke. We have specific team structures in place to ensure that speed, accuracy and incredible value are delivered for our clients.

We have BOX teams in place with clients around the globe. In Canada, The BOX team is responsible for the delivery of thousands of pieces of collateral for TELUS across the country. From in-store posters and printed collateral and digital placements across their sales channels, to the essential sales collateral deployed across the store network and door-to-door teams.

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