

ProcureCon

CANADA



February 16-18, 2016 • Hyatt Regency Toronto • Toronto, ON
www.procurecon.ca

Canada's Only Peer-Led Sourcing Event

50+ speakers
from Canada's
largest and
most successful
companies

Hear from
15+ CPOs, VPs
and Procurement
Heads

2016 Featured Speakers Include:



Nicolas Marie
SVP, Strategic
Sourcing &
Development



André Beaulieu
Senior Vice
President
of Wholesale



Erin Geldard
Chief
Procurement
Officer



Geoff Parsons
Chief
Procurement
Officer



Aron Gampel
Vice-President
and Deputy Chief
Economist



Sponsored by:



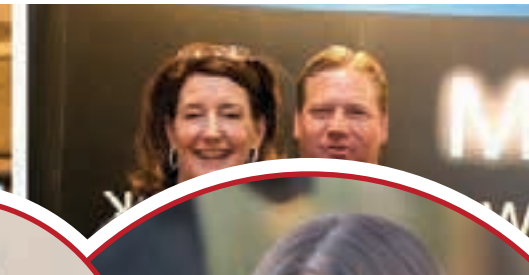
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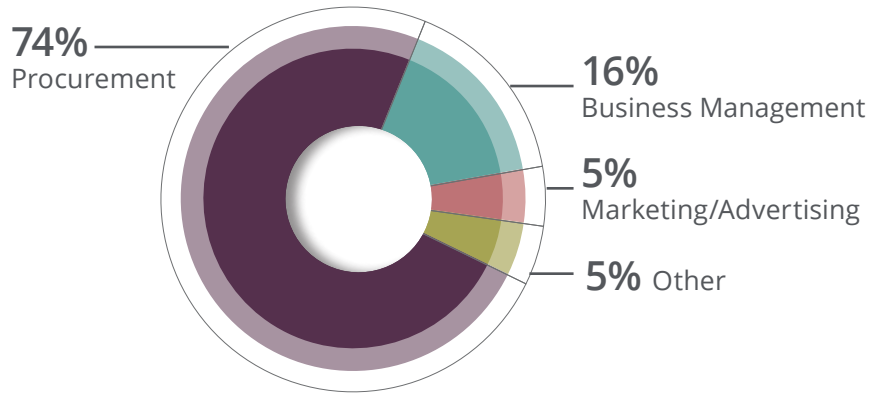
*“ProcureCon Canada is a great cross-section of sectors and geographies, and the quality of the people and discussions is very high. ProcureCon has a **much more senior** audience, and that’s one of the things that makes the event more compelling. I can meet people who are at a similar level with similar experience and have **in-depth discussions about issues that we are working through**. Because you have to realize everybody is doing a little bit of the same thing: **we are all trying to take our sourcing to a better place and improve our profession.**”*

—Stefane Belleau, Associate Vice President, Procurement and Real Estate Management, **Laurentian Bank**



HERE’S WHO YOU WOULD MEET:

Job Function



Industries

- Mining/Forestry
- Utilities
- Telecom and Media
- Transportation
- Construction/Infrastructure Contractors
- Manufacturing
- Financial
- Consulting
- Retail
- Healthcare
- Education
- Hospitality





WHAT MAKES PROCURECON CANADA UNIQUE?



PEER-LED

ProcureCon Canada is a senior-level procurement and sourcing event, researched with top sourcing professionals to ensure the agenda provides top-of-mind issues, told from the point of view of the sourcing experts.



MARKET-DRIVEN

ProcureCon Canada's agenda was created through in-depth market research with procurement practitioners. We are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business. You can be assured that ProcureCon Canada's content is independent, objective, and focused on the procurement practitioner.



COLLABORATIVE

Featuring 24 roundtable discussions, 10 interactive workshops on managing the most complex pieces of your job, and 20 main conference sessions, you'll hear a variety of viewpoints and be able to share your ideas with your peers at a variety of structured and unstructured networking activities.



INTIMATE

Asking a question in a large room can be quite intimidating for some, but when in a group of 10-15 others with likeminded problems that need solving, magic happens. That's why the ProcureCon roundtables are hands-down the most anticipated section of the conference. This is your opportunity to go in-depth with a speaker, share ideas, and make new connections in an intimate setting.












A COMMUNITY



















































From the pre-conference release of our networking app to social breaks, happy hours, and on-site entertainment (to be revealed!) ProcureCon Canada is an event where you'll have fun and network with your fellow attendees. You may have initially registered for an educational event, but you'll find yourself making new friends, learning to improve your job and advancing your career.



NEW FOR 2016: SESSION FORMATS AND DESCRIPTIONS

-  **Presentation/Keynote:**
A short, sharp 20 minute presentation focused on specific key take-aways for the audience.
-  **Panel:**
An interactive, moderated discussion on stage featuring 3-4 panelists, audience Q&A throughout.
-  **Workshop:**
A one hour deep-dive into a particular topic led by a facilitator and featuring hands-on activities/or group work.
-  **Masterclass:**
A 30-minute intensive presentation on high level topics, with an extended Q&A.
-  **Roundtables:**
Peer-led discussions focused on specific challenges. 10-12 participants per table with one rotation.
-  **Case Study Revolution:**
A 20 minute case study followed by an interactive group exercise.
-  **Head to Head Debate:**
An oxford-style debate where the merits of today's hottest trends are discussed.
-  **Fire-Side Chat:**
A cozy interview with high level visionaries.
-  **Storytelling:**
Professionals from the public and private sector share their 'side' of an issue through a 15 minute case study. Questions are then opened to the audience who are welcome to compare and contrast the differing approaches.

2016 SPEAKERS INCLUDE:

-  Aron Gampel
Vice-President and Deputy Chief Economist
ScotiaBank
-  Geoff Parsons
Chief Procurement Officer
Deloitte
-  André Beaulieu
Senior Vice President
Bell
-  Erin Geldard
Chief Procurement Officer
Cogeco
-  Vitold Horodecki
North America CPO, Procurement
Capgemini Canada
-  Nicolas Marie
Senior Vice-President, Strategic Sourcing & Development
AGROPUR Dairy Cooperative
-  Siobhan Chinnery
Vice President Supply Chain
Sanjel Corporation
-  Andrew Leich
AVP, Sourcing Services
Sun Life Financial
-  Marnie Banting
Director of Procurement
Walmart Logistics CA
-  Tim Herrod CA, CTP
Vice President, Procurement
Potash Corporation of Saskatchewan Inc.
-  Oliver Fernandez
Regional Category Manager, Latin America-Canada
Novartis
-  Eric Noue
Director, Strategic Sourcing and Vendor Relations
eHealth Ontario
-  Stefane Belleau
Vice President Contracts and Procurement
Banque Laurentienne
-  Michael Haynes
Head of Procurement and Supply Chain Management, North American Cluster
Siemens
-  Michael Shelton
Director, Supply Chain
Electrovaya
-  Marcy Seymour
Senior Manager
TD Bank
-  Ann Dolan
Executive Director Strategic Sourcing
FacilicorpNB
-  Jeff Van Geel
Sourcing Manager
3M Canada Company
-  Michael C., Johnson
Senior Contracts Manager
Shell Canada Limited
-  Mathew Moore
Head of Corporate Sourcing, Procurement & Payables
Blackberry
-  Daniele Gorla
Director Supply Chain, Strategic Sourcing
Shaw Communications
-  Claudio Caruso
Director Supply chain & Procurement
SNC Lavalin
-  Munish Dhanker
Senior Manager, Strategic Procurement
Bell
-  Tracy Joshua
Vice President, Procurement Indirect
Kellogg Company
-  Kathleen Roberge
Vice President Global Sales
etouches
-  Jack Bradley
Vice President, Supply Chain & Inventory
StrongCo
-  Kyle Brown
Acting Director, Supply Chain Management
ATB Financial
-  Kim Teichroeb
Director of Procurement
The Brick Group
-  E. Brooke Hayes
Executive Director | Strategic Business and Procurement Transformation
Shared Services BC
-  Monica Feregrino M. Eng, P.Eng.
Senior Director, Supply Chain & Key Supplier Relationships
Westport
-  Edward Adekunle Adelakun
Director, Procurement
Contract Pharmaceuticals Limited
-  Markus Lenarczyk
Strategic Sourcing Manager
Mohawk Shares Services
-  Michael Romano
Sr. Global Vendor and Contract Management Executive
Appnovation Technologies
-  Dipesh Pattni
Director of Procurement
The Niagara Parks Commission
-  Agnes Tijet
Sourcing Manager
OECM
-  Laura Hodges
Director, Purchasing
IHS
-  Michael Pacholok
Director Purchasing & Materials Management
City of Toronto
-  Ben Sopol
Director Continuous Improvement and Strategic Planning, Supply Chain Ontario, Ontario Shared Services
Ministry of Government and Consumer Services
-  Jamie Crump
Director, Strategic Sourcing & Supplier Diversity
United Rentals
-  Jeff Russell
Director, Procurement
Crane Supply
-  Jeff Byrne
Chief Procurement Officer
City of Ottawa
-  Linda Neufeld
Chief Procurement Officer
Holcim
-  Pallabee Bera
Strategic Sourcing
Mosaic Group
-  Ryan Fernandes
Director of Supply Chain
Sun Rich
-  Stephen Evans
Director of Propulsion & Mechanical-Electrical Systems
Bombardier Aerospace
-  Brian Peters
Sourcing Center of Excellence
Gilead Sciences
-  Kathy Simon
Director, Strategic Sourcing and Vendor Relations
Indigo
-  Hans Casteels
VP and Chief Procurement Officer
Telecommunications
-  David Ho
Senior Vice President, Procurement and Records Management
Infrastructure Ontario
-  Mari (Avgerinou) LeCoche
Director, Strategic Sourcing
Ontario Lottery & Gaming Commission

Tuesday, 16 February 2016

DAY 1: PRACTITIONER-ONLY WORKSHOP DAY

The Practitioner-Only Workshop day is an exclusive event for buyers and executives involved in the day-to-day, 'in the trenches', and visionary management of procurement. These workshops provide a series of one hour deep-dives into a particular topic led by a facilitator and featuring hands-on activities/or group work. Deep-dive into the "brain drain" problems being experienced by procurement professionals.

8:00 **Registration Opens & Breakfast**

8:40 **Welcome Remarks**

Natasia Langfelder
Event Director
ProcureCon Canada

8:45 **Chairperson's Opening Address**

9:00 **Getting To Know You: Procurement Practitioners Ice Breaker**

In this all-new networking session, we will display a series of pain points on the screen, and you'll have to determine which is your most pressing business matter is for 2016. Find others who also share that pain point and for 20 minutes chat in your group before a new set of challenges is displayed. This is an exciting way for you to meet other ProcureCon attendees who share the same challenges, make new connections, and collaborate on new ways to solve them.

Morning Workshop Theme: Succession Planning & Employee Training

These interactive sessions allow attendees to hear solid solutions to leading talent shortage problems as well as work through their own challenges with peers.

9:30 **The Succession Problem: Tackling the Shortage of Procurement Talent**



The list of reasons why there's a shortage of procurement talent is well known. This workshop explores solutions:

- How did we get here? Exploring the lack of industry investment in procurement
- Qualification processes and education requirements for potential hires
- Managing the costs associated with high turnover
- Developing a contingency plan - can automation sustain a smaller procurement department?

Dipesh Pattni
Director of Procurement
The Niagara Parks Commission

10:30 **Morning Refreshment & Networking Break**



Day 1: Tuesday, 16 February 2016 *continued*

11:15

**Developing Leaders Through Targeted Staff Training and Development to Build a High Performance Team**

There is no “shortcut” when it comes to training up staff internally to take over important leadership roles. This session features a unique case study from AGROPUR Dairy Collective, followed by a group exercise.

Explore “SS&D”:

- A unique approach to bring VALUE to the business
- Bringing Strategic Sourcing & R&D under 1 roof
- A young organization, leading the change in AGROPUR !

Hence the importance of building a high-performing team through a strategic plan, covering:

- ATTRACT Young Graduates
- RECRUIT High Potentials
- DEVELOP Talents
- ENGAGE & RETAIN

Interact: Come prepared to:

- Build your own TALENT Roadmap
- Which INITIATIVES would you focus on ?
- How do you EMBARK HR & TOP Management in this roadmap ?

Nicolas Marie

Senior Vice-President, Strategic Sourcing & Development

AGROPUR Dairy Cooperative

12:15

Luncheon For All Attendees

1:15

**Contract Negotiation Training for Your Direct Reports and Department**

You might have great negotiation skills when it comes to contracting with vendors. But do your direct reports? This session will explain how to share your knowledge in order to create a team you can depend on.

- Setting objectives and goals based on organizational priorities
- Deep dive into the essential skills needed in contract negotiation
- How do you impart these skills to your staff in order to transform them into leaders during the negotiation process
- Interactive exercises designed to increase personal negotiating skills

Daniele Gorla

Director Supply Chain, Strategic Sourcing

Shaw Communications



Day 1: Tuesday, 16 February 2016 *continued*

Afternoon Workshop Theme: Supplier Relationship Management

2:15 Building and Maintaining Positive Long-term Relationships with Suppliers



Constantly sourcing, vetting and negotiating with suppliers is a drain on time and resources. Investing in long term relationships with good vendors is key to driving savings. This session explores:

- Communicating partnership goals and expectations early on to avoid miscommunications down the line
- Designing a process to provide rapid feedback to vendors in order to stay on track
- Foster an environment of trust and collaboration to accomplish mutual goals

Jeff Van Geel

Sourcing Manager

3M Canada Company

3:15 Afternoon Refreshment & Networking Break

3:45 Leveraging Scorecarding to Measure Your Suppliers Performance



Scorecarding can be one of the best ways to measure a partner's performance over the long-term. This interactive workshop will feature an example of a working, successful scorecard and teach you how to build your own.

- Select relevant metrics and structure a scorecard that will accurately measure supplier performance against your goals
- Proactively running periodic supplier audits to ensure that standards are kept high
- Follow up – praise suppliers who are doing well and provide constructive feedback to those who aren't meeting expectations

Jeff Byrne

Chief Procurement Officer

City of Ottawa

4:45 **MASTER CLASS:** Leverage Data Analytics to Demonstrate the Value Added by the Procurement Department



Showing value above and beyond the range of traditional procurement department roles is fundamental to the evolution of the department.

- How to gain credibility as a department through proving value with relevant metrics
- Creation of KPIs and savings tracking tools in order to meet objectives

Vitold Horodecki

North America CPO, Procurement

Capgemini Canada



Day 1: Tuesday, 16 February 2016 *continued***5:15 MASTER CLASS: Best Kept Secrets in Canadian Public and Private Sector Procurement**

There are many differences when it comes to public and private sector procurement. This session explores:

- Working environment (legal, risk mitigation, stakeholders, collaboration, demands)
- Ethics/Transparency
- Strategies and Techniques
- Skillsets/Professional Training/ Certification
- Total Compensation
- Future Career Opportunities

Markus Lenarczyk
Strategic Sourcing Manager
Mohawk Shared Services

5:45 Kick off! Cocktail Reception in the Networking Lounge

After a busy day of interactive, solution-focused workshops, relax with fellow speakers and attendees. Take advantage of the opportunity to network, share ideas off-line and check out new products and services from innovative procurement solutions providers.

6:45 End Of Day One

Wednesday, 17 February 2016

DAY 2: HISTORY, TRENDS AND STRATEGIC SOURCING

8:00 Continental Breakfast & Registration In The Networking Lounge

8:30 Welcome Remarks

Natasia Langfelder
Event Director
ProcureCon Canada

8:35 **CHAIRPERSON'S OPENING ADDRESS:** The Economy and The Canadian Procurement Professional

Morning Session Themes: The State of Procurement and Future Trends

8:50 **KEYNOTE:** The State of Procurement: Current & Future Trends



A look back on the factors that have shaped procurement policy and initiatives in Canada and a glimpse into the future.

- Exploring the impact of the strong U.S. dollar and what that means for local vs. domestic purchasing strategies
- Where are we going? What is the procurement world of 2020 going to look like?

Geoff Parsons
Chief Procurement Officer
Deloitte

9:10 **KEYNOTE:** The Global Economy and The Canadian Procurement Professional



The global economy has a huge impact on how supply chain professionals are planning their 2016/17 buying strategies. This session lays out the crucial data that must be accounted for:

- Background on the current state of the Canadian economy
- Surveying the state of the global economy
- What this means for purchasing strategies throughout the nation
- How to be as lean and economic as possible in a global environment with high economic uncertainty

Aron Gampel
Vice-President and Deputy Chief Economist
ScotiaBank



Day 2: Wednesday, 17 February 2016 *continued***9:30 Fire-Side Chat with a CPO: Driving Long-Term Success While Meeting Immediate Goals**

In Canada, the CPO is a relatively new role. It is important to explore how is that role going to evolve in 2016 and what that means for the structure of the industry.

- A rundown of the essentials of managing a successful procurement department
- How to get a seat with upper management
- Proving the worth of the Procurement Department through adding value beyond monetary savings

Erin Geldard
Chief Procurement Officer
Cogeco

**10:00 Keynote Presentation**

Presented by, **Ariba**

10:20 Morning Refreshment & Networking Break In The Networking Lounge**10:55 CASE STUDY: Transforming from a Tactical Procurement Strategy into a Strategic Department**

Modern procurement departments are rapidly switching from tactical to strategic. Departments that aren't ready to make this switch will be left behind. This case study explores what a strategic procurement department looks like and what you need to have in place to make the change from tactical to strategic.

Monica Feregrino M. Eng, P.Eng.
Senior Director, Supply Chain & Key Supplier Relationships
Westport

**11:15 PANEL DISCUSSION: Global Perspectives: American Procurement Best Practices**

What are your counterparts in the United States working on? This panel gives you a glimpse into their best practices.

- Gaining executive and stakeholder buy-in through communicating potential value that lies in supply chain management
- Developing a culture of continuous improvement in order to keep strategies evolving and relevant as the economy changes
- Examining key performance indicators to determine which provide the most value for your department

Tracy Joshua
Vice President, Procurement Indirect
Kellogg Company

Brian Peters
Sourcing Center of Excellence
Gilead Sciences

Jamie Crump
Director, Strategic Sourcing & Supplier Diversity
United Rentals



Day 2: Wednesday, 17 February 2016 *continued*

11:50 **Keynote Presentation**



Presented by, **Coupa**

12:10 **The Importance of the Procurement Department in a Competitive Global Economy**



The global economy is more competitive than ever and the procurement department has a unique opportunity to take center stage through driving savings and adding value to the organization. This session explores innovative ways the procurement department can add value to the organization, as well as how to demonstrate the importance of the procurement department in the organizational ecosphere.

André Beaulieu
Senior Vice President
Bell

12:30 **Luncheon For All Attendees**

Concurrent Sessions

Stream 1: Public Sector Bids & Auctions
This track delves into the complex rules and regulations that must be abided by in the bidding and tendering process.

Stream 2: Category Management
This track is an in-depth introduction to category management along with the tools to take away with you on your largest spend areas.

1:30 **Chairperson's Afternoon Address**

Chairperson's Afternoon Address

1:35 **Procurement Transformation – A Provincial Perspective**

The Province of BC is a \$45 billion organization, with over 26,000 employees. This organization is complicated by a highly decentralized organizational structure, aging technology, and a workforce that has declined by 5,000 staff in the last 5 years. In this context a complete paradigm shift was required to impact people, process and technology. By putting users at the centre of transformation, the Province has been able to deliver 1,000s of hours of outreach, a new two-page request for proposals template, a public 250 page website and new technology to automate and streamline the source to contract process

E. Brooke Hayes
Executive Director | Strategic Business and Procurement Transformation
Shared Services BC

An Introduction to Category Management

Category/Commodity management is a must-have approach to procurement efficiency for American companies. However, only about half of Canadian companies use this structure.

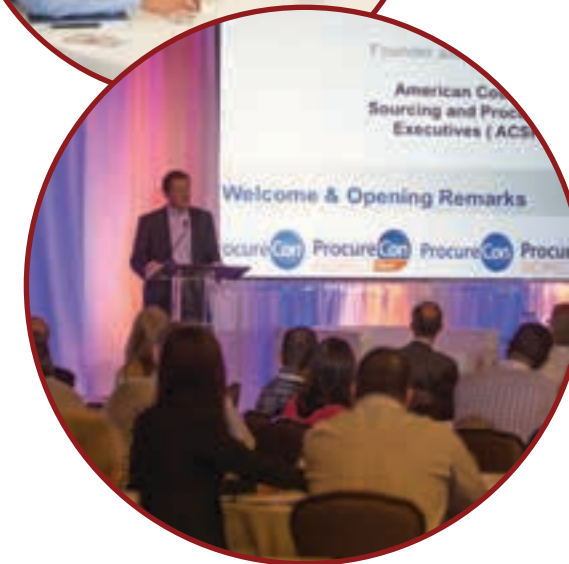
- What is category management?
- What are the benefits?
- What are the drawbacks?
- What do you need to do to implement it?
- What skillsets do employees need to have to migrate into this role?

Jeff Russell
Director, Procurement
Crane Supply



Day 2: Wednesday, 17 February 2016 *continued*

1:55	<p>Tendering and the Competitive Procurement Process</p> <p>The tendering process is over in a flash. You need to know how to act fast without sacrificing quality.</p> <ul style="list-style-type: none"> • Finding opportunities in the tightly regulated atmosphere of public sector tendering • Mastering the transition from paper to electronic • eProcurement tools that can help smooth the way <p>Agnes Tijet Sourcing Manager OECM</p>	<p>PANEL DISCUSSION: Best Practices in Category Management</p> <p>Now that we know why it is beneficial to manage in categories, this panel discusses best practices in commodity management by leading Canadian thought-leaders.</p> <ul style="list-style-type: none"> • Learn the elements that will make a category management strategy successful • Exploring what the role of “category manager” should look like • What skillset to look for in a category manager <p>Oliver Fernandez Regional Category Manager, Latin America-Canada Novartis</p> <p>Claudio Caruso Director Supply chain & Procurement SNC Lavalin</p> <p>Pallabee Bera Strategic Sourcing Mosaic Group</p> <p>Eric Noue Director, Strategic Sourcing and Vendor Relations eHealth Ontario</p>
2:15	<p>Public Sector Procurement: Navigating the Legal Landscape</p> <p>Public sector purchasing bodies control millions of dollars of spend and there are many complex rules regarding how this money can be spent.</p> <ul style="list-style-type: none"> • An in-depth look at the legislative framework and judicial landscape in public sector procurement • Trends in recent court cases and judgments <p>Ben Soper Director Continuous Improvement and Strategic Planning Supply Chain Ontario, Ontario Shared Services, Ministry of Government and Consumer Services</p>	<p>Your Category Management Toolbox: IT</p> <p>IT is the largest category spend for many companies. It must be managed as efficiently as possible in order to drive savings and help internal stakeholders adapt to change.</p> <ul style="list-style-type: none"> • Learn how to approach this intimidating category • Developing a category management strategy template for IT <p>Kathy Simon Director Strategic Sourcing and Vendor Relations Indigo</p>
2:35	Innovation Spotlight	Innovation Spotlight
2:45	Afternoon Refreshment & Networking Break In The Networking Lounge	



Day 2: Wednesday, 17 February 2016 *continued***3:15 INTERACTIVE ROUNDTABLE SESSIONS**

Be sure to join these interactive roundtable sessions and take a deep dive into the specific areas you came to discuss. Opportunities to sit and learn from executives like these do not exist elsewhere. Take control of your own event experience. Don't be shy! Ask questions (or answer them!) of other conference attendees who are dealing with the same challenges as you.

- Network with industry peers with very similar challenges, interests and responsibilities
- Take a deep dive into a niche topic in an intimate and informal setting moderated by a subject matter expert
- Don't miss out on the discussions you want to participate in—you'll get to select a new topic after 30 minutes

Roundtable Discussions:

TABLE 1 Travel Procurement: Walking the Fine Line Between Savings and Service
Carlson Wagon Lit

TABLE 2 eProcurement- Take an "off-the-shelf" Product and Customize it for Your Company
Ariba

TABLE 3 How the Procurement Department Can Add Value Through Sustainable Procurement
Coupa

Afternoon Session Theme: Millennials and Social Media

Millennials are the future of the workforce and social media is the future of our world. These sessions take a look forward into the impact of these forwards trends on procurement.

4:15 Head to Head Debate: Social Media and Governance

The world is on social media- but how should you use it? This session explores both the benefits and pitfalls to social media. This 'head-to-head' debate features speakers who are passionately on either side of this issue debating the merits of their point of view.

Stefane Belleau
Director of Contracts and Procurement
Laurentian Bank



Day 2: Wednesday, 17 February 2016 *continued***4:35 PANEL DISCUSSION RESPONSIBLE SOURCING: Sustainability in Your Procurement Initiative**

How important is 'going green' to your company? Learn why it should be and how the procurement function can drive this change.

- Discussion of the benefits of sustainability to the bottom line
- Identifying suppliers who will help achieve company ideals
- Exploration of the importance of 'going green'
- The opportunity is open for the procurement department to take the lead on these projects and reinforce company mission statements and goals through strategic partnerships

Marnie Banting
Director of Procurement
Walmart Logistics CA

Marcy Seymour
Senior Manager
TD Bank

Kim Teichroeb
Director of Procurement
The Brick Group

Ryan Fernandes
Director of Supply Chain
Sun Rich

**5:15 Storytelling: Responsible Sourcing and Incorporating Diversity in Your Procurement Initiative**

This interactive session will include the perspectives of a public sector professional and a private sector professional on why and how to best incorporate diversity.

- Discussion of the benefits of diverse suppliers
- Identifying suppliers who will help achieve company ideals
- The opportunity is open for the procurement department to take the lead on these projects and reinforce company mission statements and goals through strategic partnerships

Michael Pacholok
Director Purchasing & Materials Management
City of Toronto

Jamie Crump
Director, Strategic Sourcing & Supplier Diversity
United Rentals

**5:40 End Of Main Day Two****5:45 Main Conference Day One Cocktail Reception**

Thursday, 18 February 2016

DAY 3: INTERNAL STRATEGIES, CONTRACT NEGOTIATION AND COMPLIANCE

8:00 Continental Breakfast in the Networking Lounge

8:40 Welcome Remarks

Natasia Langfelder
Event Director
ProcureCon Canada

8:45 Chairperson's Welcome

Morning Session Theme: Internal Procurement Strategies

9:00 **PANEL DISCUSSION: Best Practices for Engaging with Stakeholders**

Industry leaders discuss what works and what doesn't!

- Key stakeholders must be engaged early in the procurement process in order to ensure support for key initiatives
- Building positive relationships with stakeholders
- Too much, too soon? Avoid alienating cross departmental partners
- Best practices for internal relationship management

Mathew Moore
Head of Corporate Sourcing, Procurement & Payables
Blackberry

Jack Bradley
Vice President, Supply Chain & Inventory
StrongCo

Kim Teichroeb
Director of Procurement
The Brick Group

Ryan Fernandes
Director of Supply Chain
Sun Rich

9:40 **The New Paradigm in Hotel and Venue Sourcing**

- Benefit of integrated technology
- See the impact on the global event life cycle
- ROI is not where you think it is
- Understand that is time for a better user experience

Kathleen Roberge
Vice President Global Sales
etouches



Day 3: Thursday, 18 February 2016 *continued***10:00 CASE STUDY: Implementing Best Practices during eProcurement Tool Deployment**

People hate change. Deploying innovative technologies to make the procurement department more efficient is key, but it has to be managed effectively.

- Gain management buy-in to help drive system compliance and ensure sufficient funding and resources are dedicated to the initiative
- Focus on usability of the new tool in order to both improve efficiency and compliance of peers who must use the system
- Preparing comprehensive plans of action for each stage of the change management process: pre-deployment, implementation and post deployment monitoring

Stephen Evans

Director of Propulsion & Mechanical-Electrical Systems

Bombardier Aerospace

10:20 Morning Refreshment & Networking Break In The Networking Lounge**10:50 KEYNOTE: Effective Strategies for Optimal Risk Management**

Identify the most vulnerable areas of your supply chain in order to manage risk proactively.

- Identify the four types of risks managed by supply chain
- How to identify each one in your supply chain
- Assessing and mitigating risks
- Building resilience & value into the supply chain

Siobhan Chinnery

Vice President Supply Chain

Sanjel Corporation

Mid-Morning Session Theme: Driving Savings Internally and through Outsourcing

11:10 CASE STUDY: Organizational Performance: A Methodology to Establishing Procurement Savings Targets and Distributing Work-Load

Procurement workload depends on many factors including type and size of the project, experience/expertise of your category managers, the specific categories being handled by various employees etc. This presentation delves into how to figure out savings targets and distribute workload appropriately including examples.

- Factors to best establish overall procurement savings targets using procurement ROI
- Inform and educate employees
- Establish check-in's over time, don't consider this a "one and done"
- Prepare for 'surprise' projects that will inevitably pop-up and demand time and resources

Munish Dhanker

Senior Manager, Strategic Procurement

Bell



Day 3: Thursday, 18 February 2016 *continued*

11:30

**CASE STUDY REVOLUTION: Organizational Performance: A Methodology to Establishing Procurement Savings Targets and Distributing Work-Load**

In this innovative and interactive format, spend 20 minutes listening to a best practice case study before the speaker challenges you as an audience to find a solution to one of his key unsolved challenges. You'll then engage in a small interactive roundtable discussion before each group presents its own conclusions to the audience. Take away different approaches to the same challenge from your peers!

Munish Dhanker

Senior Manager, Strategic Procurement

Bell

11:50

**Head to Head Debate: To Outsource or Not to Outsource Supply Chain Management?**

Outsourcing all, or part of, the procurement and logistics processes is a growing trend among all global organizations, particularly those re-focusing their attention on core competencies and cost-efficiencies in the current economic slump.

This 'head-to-head' debate features speakers who are passionately on either side of this issue debating the merits of their point of view.

Stefane Belleau

Director of Contracts and Procurement

Laurentian Bank

Linda Neufeld

Chief Procurement Office

Holcim

Afternoon Interactive Roundtables

12:10



Be sure to join these interactive roundtable sessions and take a deep dive into the specific areas you came to discuss. Opportunities to sit and learn from executives like these do not exist elsewhere. Take control of your own event experience. Don't be shy! Ask questions (or answer them!) of other conference attendees who are dealing with the same challenges as you.

Roundtable Discussions:**TABLE 1****Change Management Tactics to Employ when Introducing New Systems & Suppliers**

Kathy Simon

Director, Strategic Sourcing and Vendor Relations,

Indigo

TABLE 2**Understanding the Nuances of Marketing Procurement**

Andrew Leich

AVP, Sourcing Services

Sun Life Financial

TABLE 3**New Solutions to an Old Problem: Contingent Labour**

Michael Haynes

Head of Procurement and Supply Chain Management, North American Cluster

Siemens

TABLE 4**Overcoming Logistics/Freight Pain Points**

Edward Adekunle Adelokun

Director, Procurement

Contract Pharmaceuticals Limited



Day 3: Thursday, 18 February 2016 *continued***TABLE 5** **Managing Professional Services**

David Ho
Senior Vice President, Procurement and
Records Management
Infrastructure Ontario

TABLE 6 **How to Build Long Term & Symbiotic Relationships with Suppliers**

Kyle Brown
Acting Director, Supply Chain Management
ATB Financial

TABLE 7 **Obtaining C-Level Buy-in to Increase Departmental Resources**

Linda Neufeld
Chief Procurement Office
Holcim

TABLE 8 **The New Paradigm in Hotel and Venue Sourcing**

Kathleen Roberge
Vice President, Global Sales
eTouches

TABLE 9 **Align Activities & Outcomes with Internal Stakeholder Expectations**

Ann Dolan
Executive Director Strategic Sourcing
FacilicorpNB

TABLE 10 **Advantages and Disadvantages of a Bonus or Incentive plan for Procurement Staff Members**

Michael Shelton
Director, Supply Chain
Electrovaya

TABLE 11 **Managing Risk, Sourcing Suppliers And Building Relationships in Emerging Markets**

Laura Hodge
Director, Purchasing
IHS

1:10 Luncheon For All Attendees**2:10** **Fostering an Atmosphere of Increased Process Compliance to Drive Savings**

Every Supply Chain professional knows that you can have the best program in the world, but without compliance, the savings aren't going to reach maximum potential.

- Innovative communication strategies to ensure knowledge of processes and partners
- Training and change management best practices
- Simplifying Pcard programs and the expenses process to drive compliance

Tim Herrod
CA, CTP, Vice President, Procurement
Potash Corporation of Saskatchewan Inc.

2:20 **Mitigating Supplier Risk and Supply Risk**

- Reigning in supplier risk: what should you measure and what does a cohesive supplier management strategy look like?
- Communicate with your vendor your expectations for information security and privacy and ensuring they have preventative measures in place, as well as a proactive strategy to handle security breaches
- Building shared risk into supplier contracts through effective negotiation

Hans Casteels
VP and Chief Procurement Officer
Telecommunications

2:40 **End Of Conference**

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To find out more about CWT please go to www.carlsonwagonlit.com



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Over time we added coverage of events and publications. We share our unique perspective through articles and guest posts on our own site and as a guest contributor on many others. We have built up a large, active social media network on LinkedIn and Twitter and our direct site traffic continues to grow steadily month over month. We apply the same approach to multimedia content channels that we have taken with written content collecting, consuming and filtering: continuing to help spend management professionals make the most of their scarce professional development time.



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My Purchasing Center provides the essential information required by procurement professionals to keep their companies competitive in a dynamic global marketplace. My Purchasing Center reports news, pinpoints trends, interprets events and presents pricing and supply data through unique content developed by its editorial staff and strategic partnerships.



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In every issue, Supply Chain World's editors profile the leading companies in supply chain management across multiple industries, including retail, manufacturing and healthcare. Whether the goal is to tap into the benefits of third-party logistics or to learn how to partner more efficiently with suppliers, Supply Chain World keeps its readers up to date on the latest developments, trends, and strategies.

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Rate: \$199 CDN

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“Thank you for bringing ProcureCon to Canada. From the feedback I received from the other participants, it was a big success. I'm looking forward to next year's event already.”

-Jeff Russell, Director of Procurement,
Crane Supply

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