

Day 1: Monday, September 15, 2014 (Practitioner Only Day): Mastering Procurement Operations					
7:45-8:30	Registration and Breakfast				
8:30-8:40	Welcome Remarks & Chairperson's Opening Remarks Deborah Stanton, Managing Director, CAPS Research				
8:40-9:00	Communicating Up, Down and Sideways (Part 1): A Networking Exercise Doug Spence, Managing Partner, Spence Associates				
9:00-9:40	Panel: Redefining Procurement's Role In Today's Enterprise – What Really Matters? Moderator: Deborah Stanton, Managing Director, CAPS Research Panelists: Frederic Khalil, Chief Procurement Officer, The Guardian Life Insurance Company Rubik Babakanian, Senior Vice President & Chief Procurement Officer, Western Digital Corp. Frank Sanders, Director of Corporate Strategic Procurement, Intel AnnMarie Moran, Director Strategic Sourcing - Marketing Services Category, Novartis				
9:40-10:10	Keynote Presentation: How Technology Is Changing Procurement Walter Charles, Global CPO, Kraft Foods				
10:10-10:20	Transition to Working Group Sessions & Coffee Break				
10:20-11:25	Working Groups For Improving Procurement Operations				
Working Group 1:	Automation Of The Tactical To Focus On The Strategic Facilitators: Jamie Lancaster, Vice President Indirect Sourcing, Kroger John Proverbs, Senior Director, Corporate, Indirect and Technology Procurement, KLA-Tencor				
Working Group 2:	Harvesting Innovation From Outside The Enterprise Facilitators: Mary Lewis, Sourcing Manager, Sprint Frank Sanders, Director of Corporate Strategic Procurement, Intel				
Working Group 3:	Creative Resource Management: Overcoming Talent Shortages To Build Your Optimal Team Facilitators: Gene Till, Global Category Manager, EPC & Major Equipment, ConocoPhillips Quave Burton, VP Global Expense Management, Abercrombie & Fitch				
Working Group 4:	Build Vs. Buy: Assessing Your Company's Goals and Capabilities To Determine If Outsourcing Can Drive Down Costs and Deliver Efficiencies Facilitators: Nathan Ayres, Executive Director - Global IT Procurement, Merck Neil Schloss, Procurement Manager IT and Marketing, Perdue Farms				
Working Group 5:	Aligning Procurement Best Practices Across The Globe Facilitators: Luz Aragon, Head of Indirect Procurement, Leprino Foods Tim Slade, Manager Global Indirect Procurement, Amway				
11:25-11:40	Networking Break				
11:40-12:45	Working Groups For Mastering Complex Categories				
	Working Group 1: Marketing Facilitators: Kathy Kladoopoulos, President, The	Working Group 2: Legal Services Facilitators: Dawn Buchanan, Chief Procurement Officer, Digital	Working Group 3: HR and Benefits Facilitators: Kanita Harris, Global Category Manager- Human	Working Group 4: IT Hardware and Software Facilitators: Crystal Schoenhals,	Working Group 5: Consulting Services Facilitators: James Haynes, Director, Strategic

	<p><b>Midas Exchange, A WPP Company</b>  <b>Powered by GroupM</b>  <b>Teresa Rausch</b>, Dir., Strategic Sourcing &amp; Contract Mgt.,  <b>Douglas County School District</b></p>	<p><b>River</b>  <b>Andy Krebs</b>, Legal and Professional Services Strategic Sourcing Manager,  <b>Intel Corporation</b></p>	<p>Resources,  <b>Halliburton</b>  <b>Karen Webley</b>, Senior Manager, Deputy Director  Global Supply Management,  <b>GLOBALFOUNDRIES</b></p>	<p>Director of Indirect Materials,  <b>SunPower Corporation</b>  <b>Andrew Russell</b>, Director Global Indirect Procurement, IT,  <b>Asurion</b></p>	<p>Sourcing, Indirect Procurement - Materials &amp; Services, <b>RJ Reynolds</b>  <b>Jana Kennedy</b>, Executive Director General Procurement, <b>Dell</b></p>
<b>12:45-1:45</b>	<b>Networking Luncheon</b>				
<b>1:45-2:35</b>	<b>Working Group Report Backs</b>				
<b>2:35-2:55</b>	<p><b>Creative Workforce Management: Overcoming the Common Hurdles in Your Talent Management Program</b>  <b>Barry Shields</b>, Sourcing Business Partner, Global Sourcing Services (GSS), <b>NetApp, Inc.</b></p>				
<b>2:55-3:30</b>	<b>Networking Break and Opening of The Solutions Zone (conference opens to all attendees)</b>				
	<b>Track A: Procurement Process</b>		<b>Track B: Procurement Technology</b> Track Chair: <b>Michael Shaw</b> , Board Member, <b>American Council of Sourcing and Procurement Executives (ACSPE)</b>		
<b>3:30-4:10</b>	<p><b>Panel Discussion: Employing New And Innovative Practices To Drive Savings</b>  Moderator: <b>Dale S. Rogers</b>, Professor, Logistics &amp; Supply Chain Management, W. P. Carey School of Business, <b>Arizona State University</b>  Panelists:  <b>David Rau</b>, Sr. Director, Indirect Spend Procurement, <b>US Foods</b>  <b>Dan Linney</b>, Director, Global Indirect Procurement, <b>Asurion</b>  <b>Marianne Levandoski</b>, VP Strategic Sourcing and Procurement, <b>LabCorp</b></p>		<p><b>Panel Discussion: Increasing User Adoption In Your Technology Platforms to Unlock Value</b>  Moderator: <b>Michael Shaw</b>, Board Member, <b>American Council of Sourcing and Procurement Executives (ACSPE)</b>  Panelists:  <b>Frans C. Barends</b>, Senior Director, Procurement &amp; Business Services, <b>Georgia Institute of Technology</b>  <b>Stephen Sinnott</b>, Purchasing Operations Manager, <b>Caesars Entertainment</b>  <b>Joseph Richardson</b>, Manager, Corporate Indirect Procurement (Retired), <b>FMC Technologies</b></p>		
<b>4:10-4:40</b>	<p><b>Presentation: How To Build A Successful Strategic Sourcing Organization From The Ground Up In Turbulent Times</b>  <b>Pete Manni</b>, Vice President-Global Strategic Sourcing, <b>PTC</b></p>		<p><b>Presentation: Integrating Social Tools Into The Procurement Process</b>  <b>Curtis McEntire</b>, Founder &amp; President, <b>Mazree</b> and Senior Manager, Supply Chain Solutions, <b>Intermountain Healthcare</b></p>		
<b>4:40-5:00</b>	<p><b>Fact Or Fiction: What You Need To Know NOW About Supplier Agreements &amp; Your Meetings</b>  <b>Lisa English</b>, Managing Director, <b>Carlson Wagonlit Travel</b></p>		<p><b>Three Leading Procurement Challenges &amp; Best Practices to Resolve Them</b>  <b>Tom Beaty</b>, Chief Executive Officer, <b>Insight Sourcing Group</b></p>		
<b>5:00-6:00</b>	<b>Interactive Roundtable Discussions (2 rotations)</b>				
	<p><b>Table 1: Creative Workforce Management: Overcoming the Common Hurdles in Your Talent Management Program</b>  Hosted by: <b>Barry Shields</b>, Sourcing Business Partner, Global Sourcing Services, <b>NetApp, Inc.</b></p>		<p><b>Table 7: Tackling Inefficiencies In MRO Spend</b>  Hosted by: <b>Brad Cook</b>, Director of Purchasing, Indirect &amp; Ammunition, <b>Remington Arms</b></p>		

	<p><b>Table 2: Fact Or Fiction: What You Need To Know NOW About Supplier Agreements &amp; Your Meetings</b> Hosted by: <b>Lisa English</b>, Managing Director, <b>Carlson Wagonlit Travel</b></p> <p><b>Table 3: Tail Spend Management</b> Hosted by: <b>Sam Mathur</b>, Senior Director Services Procurement, <b>Agile•1</b></p> <p><b>Table 4: Putting Energy Into Your Energy Procurement</b> Hosted by: <b>Maria Murphy</b>, <b>Schneider Electric Energy &amp; Sustainability Services</b></p> <p><b>Table 5: CapEx Strategies: What You're Buying Today Didn't Exist Yesterday</b> Hosted by: <b>Craig Demarest</b>, Senior Director, Chief of Procurement, <b>RJ Reynolds</b></p> <p><b>Table 6: In-Depth: How Technology Is Changing Procurement</b> Hosted by: <b>Walter Charles</b>, Global CPO, <b>Kraft Foods</b></p>	<p><b>Table 8: Three Leading Procurement Challenges &amp; Best Practices to Resolve Them</b> Hosted by: <b>Tom Beaty</b>, Chief Executive Officer, <b>Insight Sourcing Group</b></p> <p><b>Table 9: Strategies for Achieving Supplier Diversity Mandates</b> Hosted by: <b>Mary Lewis</b>, Sourcing Manager, <b>Sprint</b></p> <p><b>Table 10: Procurement's Role in M&amp;A</b> Hosted by: <b>Jeff Danis</b>, Vice President Supply Chain, <b>Pinnacle Entertainment</b></p> <p><b>Table 11: Procurement As A Shared Service</b> Hosted by: <b>Kevin Chihak</b>, Senior Buyer, <b>PetSmart</b> <b>Greg Modlinski</b>, Director, Corporate Procurement, <b>Kohler Company</b></p> <p><b>Table 12: P2P Transformation</b> Hosted by: <b>Michelle Hawkins</b>, Vice President Procurement, <b>Charter Communications</b></p>
6:00	<p><b>Welcome Reception In The Solutions Zone</b> Hosted by <b>The Midas Exchange, A WPP Company Powered by GroupM</b></p>	

Day 2: Tuesday, September 16, 2014: Accelerating The Journey To Competitive Advantage		
7:30-8:30	Registration and Breakfast	
8:30-8:35	<b>Welcome Remarks</b> <ul style="list-style-type: none"> <li>• <b>Frank Musero</b>, Executive Director, ProcureCon Events, <b>Worldwide Business Research (WBR)</b></li> </ul>	
8:35-8:45	<b>Chairperson's Opening Remarks</b> <b>Tom Beaty</b> , Chief Executive Officer, <b>Insight Sourcing Group</b>	
8:45-9:05	<b>Opening Keynote: Incorporating Interwoven Trends In Business, Economics, And Government To Produce Unexpected Innovation</b> <b>Rob Handfield</b> , Bank of America University Distinguished Professor of Supply Chain Management, Co-Director, Supply Chain Resource Cooperative, Poole College of Management, <b>North Carolina State University</b>	
	<b>General Session</b>	<b>CPO Network (limited to 25 CPOs &amp; Global Heads of Indirect from \$1B+ revenue cos.)</b>
9:05-9:45	<b>Panel: Retaining Your Competitive Edge By Focusing On Innovation</b> <u>Moderator:</u> <b>Tom Beaty</b> , Chief Executive Officer, <b>Insight Sourcing Group</b> <u>Panelists:</u> <b>Frank Scharadin</b> , Executive Director of Global Procurement, <b>MGM Resorts</b> <b>Carlos D. Dones</b> , Head of Indirect Global Sourcing Solutions, <b>Applied Materials</b> <b>Anu Gardiner</b> , Senior Director of Procurement, <b>DocuSign</b> <b>Shaz Khan</b> , Chief Strategy Officer and co-founder, <b>Vroozi</b>	<b>Session 1: Becoming A Better CPO</b> <u>Facilitator:</u> <b>Suzanne Harris</b> , Vice President, Strategic Sourcing and Procurement, <b>First American Title</b>
9:45-10:15	<b>Special Presentation: Communicating Up, Down and Sideways (Part 2)</b> <b>Doug Spence</b> , Managing Partner, <b>Spence Associates</b>	
10:15-10:35	<b>Drive Continuous Value to Your Procurement Organization</b> <b>Sundar Kamakshisundaram</b> , Senior Director, Solutions Marketing, <b>Ariba</b> <b>Stephen Sinnott</b> , Purchasing Operations Manager, <b>Caesars Entertainment</b>	
10:35-11:10	<b>Networking Break</b>	
11:10-11:50	<b>Panel Discussion: Overcoming Gender and Generational Differences In the Procurement Function</b> <u>Moderator:</u> <b>Eileen McCulloch</b> , Operations Director, Network for Value Chain Excellence, <b>W. P. Carey School of Business at Arizona State University</b> <u>Panelists:</u> <b>Craig Demarest</b> , Senior Director, Chief of Procurement, <b>RJ Reynolds</b> <b>Evan Davis</b> , Sourcing Execution Analyst, <b>MeadWestVaco Corporation</b> (2014 ProcureCon/MyPurchasingCenter Rising Star EPIC Award Winner) <b>Maria Gaglio</b> , Supply Chain Management, <b>Raytheon Missile</b>	<b>Session 2: Mitigating Supply Disruption By Implementing A Comprehensive Risk Management Program</b> <u>Facilitator:</u> <b>Rubik Babakanian</b> , Senior Vice President & Chief Procurement Officer, <b>Western Digital Corp.</b>

	<b>Systems</b>		
<b>11:50-12:10</b>	<b>Procurement Success: Where Do You Rank?</b> <b>Amit Duvedi</b> , Vice President - Business Strategy, <b>Coupa</b>		
<b>12:10-12:20</b>	<b>Innovation Spotlight: How Freelancer Management Systems Change Everything</b> <b>Jon Diller</b> , VP Enterprise Solutions, <b>E lance-Odesk</b>		
<b>12:20-1:30</b>	<b>Luncheon for All Attendees</b>	<b>Private Boardroom Luncheon Hosted by ZeroChaos</b>	
	<b>Track A: Executing Procurement Fundamentals</b>	<b>Track B: Optimizing Procurement Transformation</b>	<b>CPO Network (limited to 25 CPOs &amp; Global Heads of Indirect from \$1B+ revenue cos.)</b>
<b>1:30-1:50</b>	<b>Building a Business Case for Strategic Meetings Management</b> <b>Becca Bicer</b> , Executive, Enterprise Sales, <b>Cvent</b>	<b>Managing Contingent &amp; SOW Based Labor</b> <b>Michael Barney</b> , VP Business Development, <b>Fieldglass</b>	<b>Session 3: Extracting Information From Multiple Sources And Using Procurement Analytics To Convert Data Into Intelligence</b>
<b>1:50-2:30</b>	<b>Panel Discussion: Constructing A Framework To Build Procurement Influence With Internal Stakeholders</b> <u>Moderator:</u> <b>Joseph Carter</b> , Avnet Professor of Supply Chain Management, Associate Dean, W. P. Carey School of Business, <b>Arizona State University</b> <u>Panelists:</u> <b>Joel Huntington</b> , Senior Vice President, Procurement Services, <b>Zions Bancorporation</b> <b>Teresa Rausch</b> , Director, Strategic Sourcing and Contract Management, <b>Douglas County School District</b> <b>Jeff Danis</b> , Vice President Supply Chain, <b>Pinnacle Entertainment</b>	<b>Panel Discussion: Maximizing Stakeholder Engagement To Drive Collaboration And Savings</b> <u>Moderator:</u> <b>Pete Manni</b> , Vice President-Global Strategic Sourcing, <b>PTC</b> <u>Panelists:</u> <b>Dominic Wong</b> , Director, Global Sourcing & Procurement (GSP), <b>Russell Investments</b> <b>Michelle Hawkins</b> , Vice President Procurement, <b>Charter Communications</b>	<u>Facilitator:</u> <b>Jake Wojcik</b> , Senior Vice President, <b>Insight Sourcing Group</b>
<b>2:30-2:50</b>	<b>Presentation: Achieving Success Through Consistent Application Of Core Procurement Competencies</b> <b>Sheraz Kashif</b> , Sr. Procurement Manager Indirect, Logistics & Telecom	<b>Connecting Silos Across The Enterprise</b> <b>Nancy Jorgensen</b> , Director, Indirect Sourcing and Corporate Alliances, <b>Brunswick Corporation</b>	

	North America, <b>Mondelez International</b>		
<b>2:50-3:10</b>	<b>Statement of Work Program Best Practices</b> <b>Buffy White</b> , SVP, Global Account Management, <b>Pontoon</b> <b>Scott Brewer</b> , VP Service Practice, <b>Pontoon</b>	<b>Are You Paving The Cow Path – Revisiting P2P</b> <b>Kenneth G. Sebastian</b> , Director - Commercial Business , <b>Visa Inc.</b>	
<b>3:10-3:45</b>	<b>Networking Break</b>		
<b>3:45-4:45</b>	<b>Interactive Roundtables (2 rotations)</b>  <b>Table 1: Drive Continuous Value to Your Procurement Organization</b> Hosted by: <b>Sundar Kamakshisundaram</b> , Senior Director, Solutions Marketing, <b>Ariba</b>  <b>Table 2: In-Depth: Procurement Success: Where Do You Rank?</b> Hosted by: <b>Amit Duvedi</b> , Vice President - Business Strategy, <b>Coupa</b>  <b>Table 3: Building a Business Case for Strategic Meetings Management</b> Hosted by: <b>Lisa Palmeri</b> , Senior Director, SMM Professional Services, <b>cVent</b>  <b>Table 4: The Future Of Contract Management... Are You Prepared?</b> Hosted by: <b>Constantine Limberakis</b> , Director – Sales and Marketing Enablement, <b>IASTA</b>  <b>Table 5: Statement of Work Program Best Practices</b> Hosted by: <b>Buffy White</b> , SVP, Global Account	<b>Interactive Roundtables (2 rotations)</b>  <b>Table 7: The Power of Collaboration with Stakeholders and End-Users to Achieve Double Digit Savings</b> Hosted by: <b>Laura Lee</b> , VP Procurement USA, <b>CEMEX</b>  <b>Table 8: Managing Contingent &amp; SOW Based Labor</b> Hosted by: <b>Michael Barney</b> , VP Business Development, <b>Fieldglass</b>  <b>Table 9: In-Depth: Are You Paving The Cow Path – Revisiting P2P</b> Hosted by: <b>Kenneth G. Sebastian</b> , Director - Commercial Business , <b>Visa Inc.</b>  <b>Table 10: The Challenges Companies Face With MRO Spend</b> Hosted by: <b>John Kronenwetter</b> , VP of Strategic Accounts, <b>SDI</b>  <b>Table 11: In-Depth: Connecting Silos Across The Enterprise</b> Hosted by: <b>Nancy Jorgensen</b> , Director, Indirect Sourcing and Corporate Alliances, <b>Brunswick Corporation</b>  <b>Table 12: Consortium Buying And GPOs: Benefits And Drawbacks</b> Hosted by: <b>Quave Burton</b> , VP	<b>Session 4: Free Flow</b>  For the next hour, enjoy a glass of wine recommended by one of the Wigwam’s renowned sommeliers. This is your opportunity to chat with your peers on anything else that might be top of mind right now, because we know that your business is never static.

	<p>Management, <b>Pontoon Scott Brewer</b>, VP Service Practice, <b>Pontoon</b></p> <p><b>Table 6: In-Depth: Achieving Success Through Consistent Application Of Core Procurement Competencies</b> Hosted by: <b>Sheraz Kashif</b>, Sr. Procurement Manager Indirect, Logistics &amp; Telecom North America, <b>Mondelez International</b></p>	<p>Global Expense Management, <b>Abercrombie &amp; Fitch</b></p>	
4:45-5:25	<p><b>Presentation: What They Don't Tell You About Software Sales</b> <b>Emon Sobhan</b>, Senior Director of IS Procurement, <b>Ingram Micro</b></p>	<p><b>Panel: Resolving Conflict Between Your Suppliers And Your Stakeholders</b> <u>Moderator:</u> <b>Joseph Richardson</b>, Manager, Corporate Indirect Procurement (Retired), <b>FMC Technologies</b></p> <p><u>Panelists:</u> <b>Rudy Lim</b>, Director, Global Procurement, <b>Colliers International</b> <b>Béatrice Walker</b>, Director, Global Indirect Procurement, <b>Asurion</b> <b>Josh Clark</b>, Director of Global Procurement-Indirect, <b>WW Grainger</b></p>	<p><b>Session 5: Making The Next CPO: Constructing A Professional Development Program To Attract, Motivate And Retain Junior Talent</b> <u>Facilitator:</u> <b>Frederic Khalil</b>, Chief Procurement Officer, <b>The Guardian Life Insurance Company</b></p>
5:25-6:00	<p><b>Managing The Post-Savings Hangover: Approaches To Reinventing Procurement</b> <b>Cheryl Shelton</b>, Director of Corporate Purchasing, <b>InnovAge</b></p>	<p><b>Presentation: Sourcing And Procurement's Role In M&amp;A</b> <b>Bradley Bulger</b>, Manager, Global Purchasing Market &amp; Supply Intelligence, <b>Xerox Corporation</b></p>	
6:00-7:30	<p><b>ProcureCon Pow Wow on the Lawn Hosted by Zycus</b> After a busy day of solution-focused sessions, relax with fellow speakers and attendees. Take advantage of the opportunity to network and share ideas off-line under the desert sunset.</p>		

Day 3: Wednesday, September 17, 2014: Influencing Top Line Activities	
7:30-8:45	<b>MyPurchasingCenter Invitation-Only Focus Breakfast</b> Hosted By: <b>Susan Avery</b> , Editor, <b>MyPurchasingCenter</b>
7:30-8:45	<b>Women In Procurement Breakfast (Pre-Registration Required)</b>
7:45-9:00	<b>Breakfast &amp; Registration</b>
9:00-9:10	<b>Chairperson's Opening Remarks</b> <b>Michael Shaw</b> , Board Member, <b>American Council of Sourcing and Procurement Executives (ACSPE)</b>
9:10-9:50	<b>Panel Discussion: A Holistic Approach To Responsible Sourcing</b> Moderator: <b>Michael Shaw</b> , Board Member, <b>American Council of Sourcing and Procurement Executives</b> Panelists: <b>Shannon Hess</b> , Senior Manager, Responsible Sourcing & Sustainability, <b>The Clorox Company</b> <b>Judy Wentz</b> , Director of Supply Chain Environmental, Social, Governance, <b>Intel Corporation</b>
9:50-10:00	<b>Innovation Spotlight: Trends in the MRO Supply Chain</b> <b>Kurt Meiers</b> , Director of Strategic Sourcing, <b>SDI</b>
10:00-10:30	<b>Networking &amp; Refreshment Break For All Attendees &amp; Final Visit To Solutions Zone</b>
10:30-11:00	<b>Driving Innovation Into Your Contracting Process</b> <b>Matthew T. Yancy</b> , Business Operations Manager, Corporate Strategic Procurement, <b>Intel Corporation</b>
11:00-11:40	<b>Innovation In Supplier Relationship Management: How Key Suppliers Drive Your Company's Competitive Advantage</b> Moderator: <b>Michael Shaw</b> , Board Member, <b>American Council of Sourcing and Procurement Executives</b> Panelists: <b>Maria Nosovets</b> , Manager, Central Procurement and Profit Improvement, <b>J. Crew</b> <b>Brad Cook</b> , Director of Purchasing, Indirect & Ammunition, <b>Remington Arms</b> <b>Tracy Joshua</b> , Vice President, Procurement Indirect, <b>Kellogg Company</b>
11:40-12:10	<b>Industry Vertical Roundtable Discussions</b> Attendees of ProcureCon Indirect West will be broken into groups based on their industry vertical for a small-group discussion to find solutions to niche issues directly related to their specific industry.  <b>Table 1:</b> Manufacturing <b>Table 2:</b> Financial Services <b>Table 3:</b> Public Sector <b>Table 4:</b> Consumer Businesses <b>Table 5:</b> Technology, Media & Telecommunications <b>Table 6:</b> Business and Professional Services <b>Table 7:</b> Energy & Resources <b>Table 8:</b> Healthcare & Life Sciences
12:10-12:35	<b>The Four Pillars of Travel Trends</b> <b>Greeley Koch</b> , Executive Director, <b>Association of Corporate Travel Executives</b> <b>Ralph Colunga</b> , Senior Director Global Travel, Meetings and Expense, <b>salesforce.com</b>
12:35-1:30	<b>Luncheon</b>
1:30	<b>End Of ProcureCon Indirect West</b>
1:30-3:45	<b>ACTE Travel Procurement Workshop: Building A Traveler-Centric Program Your Employees Will Embrace</b> <b>Greeley Koch</b> , Executive Director, <b>Association of Corporate Travel Executives (ACTE)</b> <b>Ralph Colunga</b> , Senior Director Global Travel, Meetings and Expense, <b>salesforce.com</b>