

# Tuesday - October 5

Time	Advisory Board & Council	Workshop	Workshop	CXO Roundtables
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AM Events

**SIG Advisory Board Meeting**  
8:00 - 12:00 pm  
Salon F

**Summit Registration Open**  
Grand Foyer East

Lunch: non-hosted  
12 to 1:00 pm

PM Events

1:00 - 2:30 pm

**Workshop 1:**  
Embedding a Cost Culture:  
A Guide to Sustainable Cost Leadership  
*BMO Financial Group*  
Huntington Ballroom North  
1:00 - 2:30 pm

**Workshop 2:**  
Contract Talent, Not Risk: Best Practices in Managing an Independent Contractor Workforce  
By MBO Partners  
Huntington Ballroom South  
1:00 - 2:30 pm

**CXO Roundtables (RT):**  
**1:00 to 3:30 pm**

CPO Roundtable - Salon A  
CFO Roundtable - Salon C  
CIO Roundtable - Salon E  
BPO Roundtable - Salon G

Break 2:30 to 3:00

3:00 - 4:30 pm

**Workshop 3:**  
Learning From History,  
A Workshop on Remediating Outsourcing Relationships  
By *Sonnenschein Nath & Rosenthal LLP,*  
and *Vantage Partners*  
Huntington Ballroom South  
3:00 - 4:30 pm

**Workshop 4:**  
Driving Procurement's Alignment with The Business  
By The Smart Cube, Inc.  
Huntington Ballroom North  
3:00 - 4:30 pm

Break

4:30 - 7:00 pm

Break

CXO Combined Roundtable  
4:00 to 6:00 pm  
Grand Ballroom Salon D

7:00 - 10:00 pm

Cocktail Welcome Reception  
California Courtyard (Salon D as Backup)  
All Delegates

# Wednesday - October 6

Delegate Breakfast (SALON A-B) / First time Delegates Breakfast (SALON DEFG)

AM Events

Time	Sourcing	Outsourcing	Performance / Risk Management	Leadership
8:00 - 9:00 am	<b>Keynote:</b> You Don't Need to be a Leader By Mark Sanborn, Leadership Author/Speaker SALONS DEFG			
9:00 - 10:00 am	<b>Featured Session:</b> From Highly Fragmented to High Performing: Microsoft's Procurement Transformation By Tim McBride, Microsoft GM & Chief Procurement Officer SALONS DEFG			
10:00 - 10:30 am	Break			
10:30 - 11:20 am	<b>Session 1</b> Unleashing Procurement Value Through Next Generation Sourcing 2 Pay BPO By TCS / Denali Sourcing Services (HUNTINGTON BALLROOM NORTH)	<b>Session 2</b> New IT Models - E.W. Scripps' Journey and How to Sustain the Gain and Promote Innovation By E.W. Scripps / EquaTerra (HUNTINGTON BALLROOM SOUTH)	<b>Session 3</b> Expert Panel Discussion on Vendor Governance - Performance and Risk Management By KeyBank / National Bank of Canada / Wellmark / ONTALA (SALON A)	<b>Session 4</b> Emerging BPO Models in Finance & Industry Vertical BPO - Executive Panel By Con-way / TPI / WellPoint / Pfizer / Direct Energy (SALON B)

11:20 am - 12:30 pm	Lunch General Session: (Lighthouse Courtyard - Backup SALONS DEFG)			
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PM Events

12:45 - 1:30 pm	<b>Session 5</b> Proprietary GPOs: Unlocking the Promise of Group Purchasing Organizations By Quest Software / Aarete (HUNTINGTON BALLROOM NORTH)	<b>Session 6</b> Data Denters: The Art of Controlling the Beast By Celera / Deloitte Consulting (HUNTINGTON BALLROOM SOUTH)	<b>Session 7</b> Supplier Performance Management - From Design to Implementation with Lessons Learned and Pitfalls to Avoid By Walters Kluwer (SALON A)	<b>Session 8</b> Mitigating Risk in Cloud Computing By Mayer Brown LLP / Booz & Co / TPI / ONTALA (SALON B)
1:45 - 2:35 pm	<b>Session 9</b> New Way of Benchmarking IT with the CIO of Standard Register By Standard Register / Alsbridge (HUNTINGTON BALLROOM NORTH)	<b>Session 10</b> Procurement Outsourcing: Get More From Your Non-Core Spend By Everst Group / ICG Commerce (HUNTINGTON BALLROOM SOUTH)	<b>Session 11</b> Beyond the Benchmark Survey: How Cloud Computing Innovations are Transforming the Way Organizations Measure Results and Drive Performance By Williams Sonoma / Coupa Software (SALON A)	<b>Session 12</b> Managing Procurement Performance By Huntington National Bank / KeyBank (SALON B)

Break 2:35 - 3:05 pm Grand Foyer				
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3:05 pm - 3:55 pm	<b>Session 13</b> Global Supply Chain Trends: Are Our Supply Chains Able to Support the Recovery By PRTM (HUNTINGTON BALLROOM NORTH)	<b>Session 14</b> The Outsourcing Contract Process "Unscripted" Part II By Loeb & Loeb / PA Consulting Group (HUNTINGTON BALLROOM SOUTH)	<b>Session 15</b> Supplier Information Management: Don't Stop Short By Microsoft / Hiperos (SALON A)	<b>Session 16</b> Globalization: It's Not Just Outsourcing Anymore By Fiserv (SALON B)
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4:15 - 6:00 pm	Speed Networking - User/Provider (SALONS DEFG)			
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6:00 - 7:00 pm	Break			
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7:00 - 10:00 pm	Dinner & Networking (SALONS DEFG)			
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# Thursday - October 7

## Delegate Breakfast (GRAND BALLROOM CDEF)

Time	Sourcing	Outsourcing	Leadership	Governance	
<b>AM Events</b>	8:00 - 9:00 am	<b>Featured Session:</b> The Transformation of Walgreens Distribution Centers: Employing Individuals with Disabilities for Success <i>By Randy Lewis, Walgreen's Senior Vice President</i> (SALONS DEFG)			
	9:15 - 10:05 am	<b>Session 17</b> Indirect Spend Management 2.0: A New Way to Drive Substantial and Enduring Value in Your Organization <i>By AGCO / Ariba</i> (HUNTINGTON BALLROOM NORTH)	<b>Session 18</b> Water Scarcity: A Threat to Outsourcing Contracts <i>By Cleantech Group, LLC / Kaye Scholer LLP</i> (HUNTINGTON BALLROOM SOUTH)	<b>Session 19</b> Creative Outsourcing Utilizing a Virtually Untapped and Proven Labor Source <i>By Boeing / NISH</i> (SALON A)	<b>Session 20</b> Governance, Risk & Compliance - The Devil is in the Details: Phase II of CA's Procurement Transformation <i>By CA / Expense Management Solutions</i> (SALON B)
	10:05 - 10:35 am	Break			
	10:35 - 11:25 am	<b>Session 21</b> Driving the Next Generation of Strategic Sourcing at Newell Rubbermaid <i>By Newell Rubbermaid / SAP</i> (HUNTINGTON BALLROOM NORTH)	<b>Session 22</b> How Yahoo Used Sourcing Strategies to Deliver Significant Cost Savings in a High Service Environment <i>By Yahoo, Inc. / Jones Lang LaSalle</i> (HUNTINGTON BEACH SOUTH)	<b>Session 23</b> Reshaping Legal Services: Implications of the Coming of Age of LPO <i>By Cisco / Vantage Partners</i> (SALON A)	<b>Session 24</b> Shift Change: How to Transition from a Staff Augmentation and T&M Model to a Deliverable Based Model <i>By Anheuser-Busch / Softtek</i> (SALON B)
11:25 am - 1:00 pm	Lunch / General Session: Executive Roundtable Report on Outsourcing <i>By</i>				
<b>PM Events</b>	1:15 - 2:05 pm	<b>Session 25</b> Value Focused Supply: Linking Supply to Competitive Business Strategies <i>By A.T. Kearney</i> (HUNTINGTON BALLROOM NORTH)	<b>Session 26</b> Near Shore Sourcing and Outsourcing Success Factors <i>By LPL Financial / CPM Braxis</i> (GRAND BALLROOM SOUTH)	<b>Session 27</b> Breakthrough Procurement Innovations that Increase Procurement's Value Many-Fold <i>By Johnson &amp; Johnson / Denali Group</i> (SALON A)	<b>Session 28</b> Warner Bros. Perspective of What Works Well and the Mistakes to Avoid in Outsourcing Engagements <i>By Warner Bros.</i> (SALON B)
	2:20 - 3:10 pm	<b>Session 29</b> Strategies for More Profitable and Innovative Supplier Relationships <i>By Con-way Inc. / Emptoris</i> (HUNTINGTON BALLROOM NORTH)	<b>Session 30</b> Reaping the Rewards of Social Media - Outsourcing Case Studies <i>By Spirit Voyage / Firstsource Solutions</i> (HUNTINGTON BALLROOM SOUTH)	<b>Session 31</b> Low Cost Innovation: How Western Companies Can Leverage Low Cost Sourcing Partners for Innovation <i>By RSA / Patni Computer Services / Booz &amp; Company</i> (SALON A)	<b>Session 32</b> Risk and Value: How SVB Utilizes Their Vendor Management Organization to Deliver Client Value <i>By SVB Financial Group / Mindtree Ltd.</i> (SALON B)
	3:10 - 3:40 pm	Break			
	3:40 - 4:30 pm	<b>Session 33</b> Managing Risk and Creating Value in the Supply Chain <i>SCMI / Baker &amp; McKenzie / Wells Fargo</i> (HUNTINGTON BALLROOM NORTH)	<b>Session 34</b> The End of Outsourcing As We Have Known It: The Demise of the Traditional ITO and BPO Players <i>By A.T. Kearney</i> (HUNTINGTON BALLROOM SOUTH)	<b>Session 35</b> Transforming the Procurement Organization into a C-Level Strategic Function <i>By Reynolds America / Global eProcure</i> (SALON A)	
	4:45 - 6:00 pm	<b>Corporate User Networking - Industry / Functional Area</b> (SALON D) <b>Provider / Provider Speed Networking</b> (SALONS EFG)			
	6:00 - 7:00 pm	Break			
7:00 - 10:00 pm	Dinner & Pool Party All Delegates (POOL)				