

ISM 2020 ANNUAL CONFERENCE AGENDA

	Date	Start Time	End Time	Session	Track	Description
SUNDAY	4/26/2020	2:00 PM	3:00 PM	Emerging Professionals Kickoff		
	4/26/2020	3:00 PM	4:00 PM	New Attendee Orientation & Networking		
	4/26/2020	4:00 PM	5:45 PM	Exceeding Expectations: A Success Roadmap to Your Next 100 Days	MAKING AN IMPACT IN THE NEXT 100 DAYS	Chris Sawchuck from the Hackett Group will lead the discussion of a CPO panel from Ryder, Dupont and Freddie Mac discussing traits, methods and strategic steps taken in their first 100 days. Learn how these leaders handled taking on a team with ethical issues, launched an organizational transformation, worked through an acquisition, handled a significant downsizing and more. Attendees will walk away with examples on how to handle similar challenges in their own careers to take on their next 100 days successfully.
	4/26/2020	4:00 PM	5:45 PM	Indirect Value Warriors: Winning the Indirect Game	DEALING DIRECTLY WITH INDIRECT	Forward-thinking companies strategically leverage indirect procurement to unlock the hidden value across the organization. Learn from MGM Resorts International's journey of creating value through supplier relationships. Also join in the conversation with a diverse group of industry executives from MGM, Rent A Center, CDK Global, Everest Group and Vice Media who will provide their insight and advice on how to create and deliver value, organize leadership support and influence stakeholders. Attendees will walk away with ideas on how to effectively communicate the strategic importance of indirect procurement as well as have a greater understanding on the importance of talent development to be successful in capturing and managing indirect spend within the organization.
	4/26/2020	4:00 PM	5:45 PM	Project Blueprint and Michelin: Danone's Story to Digitalization	GETTING REAL WITH DIGITAL TRANSFORMATION	Armijn Verweij, Vice President, Procurement Excellence will share the path to digitalization for procurement at Danone. Mr. Verweij discusses project Blueprint which consists of establishing how categories are to be led and where they are managed (Global, Regional and Local) and how digitalization tools and systems will assist in carrying out procurement duties. Inspired by the Michelin star restaurant quality rating, Verweij will discuss Project Michelin, detailing the insights into driving value for both the procurement teams as well as it's stakeholders to increase adoption and success for digitization at Danone. The in depth discussion will be followed by a panel of procurement leaders discussing their own projects and approaches to digital transformation.
	4/26/2020	4:00 PM	5:45 PM	Transform and Elevate: Understanding the Art and Science of Negotiation	TODAY'S WIN-WIN NEGOTIATOR	Hear the latest real-world research and application best practices from Milan Prilepok, Founder & Global Leader of McKinsey & Company's Negotiation Service Line. Milan works closely with organizations in developing negotiation strategies, conducting scenario-analysis and designing situation specific negotiation game-plans. This highly interactive session includes a discussion on the contrasting negotiation mind-set between sales and procurement professionals, learning how to implement negotiations as a cross-functional team sport, a review which behaviors create genuine trust, exercises to help you know your personality and negotiation style and tactics on how to best manage irrational actors and what role technology can play in negotiations.
	4/26/2020	6:00 PM	7:00 PM	ISM Award Recipient Networking Reception (INVITATION ONLY)		
	4/26/2020	7:00 PM	9:00 PM	Welcome Party		

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	Date	Start Time	End Time	Session	Track	Description
MONDAY	4/27/2020	7:30 AM	8:30 AM	Continental Breakfast		
	4/27/2020	8:30 AM	9:45 AM	General Session with General James Mattis		
				Behind the Scenes with General James Mattis		
	4/27/2020	10:00 AM	11:15 AM	(ExecIn Invitation Only)		
	4/27/2020	10:00 AM	10:45 AM	Building Trust "Smartnership" Strategy	TODAY'S WIN-WIN NEGOTIATOR	Did you know typically most negotiations leave approximately 42% of value on the table-which is not captured by either side? In this session, you'll learn how to use trust to gain that 42% back. The "Smartnership" strategy will teach you methods and techniques to help you in negotiation and ongoing supplier relationship management.
	4/27/2020	10:00 AM	12:00 PM	Innovation Hall	ISM	
	4/27/2020	10:00 AM	10:45 AM	Porsche: Driving Process and Tools to Power Shift Procurement	MAKING AN IMPACT IN THE NEXT 100 DAYS	In this informative session, you'll learn how Porsche transformed its procurement team through growth and development. Learn first-hand, the processes and tools leveraged to help propel the procurement team to maximize value for their stakeholders, as well as, embrace communication at the executive level.
	4/27/2020	10:00 AM	10:45 AM	Practical Advice for Using RPA in Procurement	ISM	There has been a lot of buzz around using RPA and IA within procurement but what are companies actually doing when the rubber hits the road. Learn from one of the top RPA vendors in the space (UI Path), a leading procurement solution provider (Synertrade), and an adopter RPA customer (AGCO) about tips and tricks for utilizing RPA in a practical manner within your procurement organization. This session will feature best practices and lessons learned from all sides when implementing RPA.
	4/27/2020	10:00 AM	10:45 AM	Reduce Friction, Increase Value	DEALING DIRECTLY WITH INDIRECT	In an increasingly digital world, learn how HERE Technologies created stronger partnerships and continues to increase value (cost & revenue!) through deep skills, memorable storytelling and making recognition truly fun. Walk away with insights into their experience and tips on how you can take this experience into your own organization.
	4/27/2020	10:00 AM	11:45 AM	Value Chain Super Hero Hack-a-thon	BECOMING A VALUE CHAIN SUPERHERO	Join in this interactive problem-solving session focused on delivering value in supply chain.
4/27/2020	11:00 AM	11:45 AM	Accelerate Agreement Completion: The Power of Cross-Functional Experts in Negotiation	TODAY'S WIN-WIN NEGOTIATOR	Learn from an experienced contract manager and attorney the best practices for accelerating agreement closure by leveraging a structured negotiation process comprised of cross-functional experts. Each expert on the negotiation team brings their knowledge, owning specific elements of the agreement to accelerate reaching an optimized contract while allowing for the supplier relationship to be intact and remain a top priority. Walk away with information on how to form a negotiation strategy keeping the supplier relationship in focus, leverage experts strategically, and balance critical elements such as cost, quality, availability, technology and sustainability. Learn the importance of partnership between a contact manager and attorney to expedite a successful contract negotiation.	

	Date	Start Time	End Time	Session	Track	Description
MONDAY	4/27/2020	11:00 AM	11:45 AM	Digital Procurement: How to Achieve Procurement Excellence for Indirects	DEALING DIRECTLY WITH INDIRECT	The continual explosion of new technology solutions is completely transforming how indirect procurement is done. Those that deploy a great digital strategy are creating all kinds of new value opportunities while promoting excellence in the procurement function.  No hype, no buzzwords, no delusionary visions of the future. This session will explain how to do digital procurement for indirects. Specifically, what is digital procurement, why it is so impactful for indirects, and how to build the roadmap and business case for change.  The future has arrived, now is the time to start the journey.
	4/27/2020	11:00 AM	3:00 PM	Exhibit Hall Open		
	4/27/2020	11:00 AM	11:45 AM	You "InPowered": How to Onboard and Upboard Your Career Success in the Next 100 Days	MAKING AN IMPACT IN THE NEXT 100 DAYS	This never-before presented experiential breakout session is designed to provide you with a clear path to greater career success within 100 days utilizing three key levers to elevate your performance and impact: 1) Inside-Out (Career InPowered®); 2) Outside-In (Career Empowered); and 3) The Dead-on Dozen Do's and Do Not's for greater career success in the next 100 Days. This content is grounded in industry best practices plus the presenter's 30-year career in supply chain and leadership development. You will walk away with practical tools and a personal action plan for the next 100 days.
	4/27/2020	12:00 PM	2:00 PM	Lunch in Exhibit Hall		
	4/27/2020	2:00 PM	3:45 PM	Digital Transformation Hack-a-thon	GETTING REAL WITH DIGITAL TRANSFORMATION	Join in this interactive problem-solving session focused around digital transformation.
	4/27/2020	2:00 PM	6:00 PM	Innovation Hall	ISM	
	4/27/2020	2:00 PM	2:45 PM	Pursuing End-to-End Supply Chain Operations Excellence in an 'Indirect' World	DEALING DIRECTLY WITH INDIRECT	Are you fully versed in all major facets of your company's supply chain operations? As a functional expert in sourcing and category management, it's imperative that you have the acumen and proficiency of other areas in your supply chain operations (such as supplier enablement, third-party risk management, purchase requisitioning, etc.) to help your company optimize operations and achieve end-to-end supply chain excellence. Learn how JP Morgan Chase is taking their category and supplier management practices to the next level, leveraging new technology and getting more integrated with their functional counterparts, helping unlock value beyond typical price, rate and service-level negotiations.
	4/27/2020	2:00 PM	2:45 PM	The 100-day Game Plan - The Importance of Gaining Early Traction and Taking Charge in a New Role	MAKING AN IMPACT IN THE NEXT 100 DAYS	In this interactive discussion, CPOs and recruiters will provide insights on enabling a successful transition to a new role and organization. You'll learn about important areas of focus such as clarifying the performance mandate, prioritizing initiatives, developing key internal relationships and optimizing staff and resource allocation. Walk away with a playbook on how to implement these best practices and make a plan for short- and long-term success.

	Date	Start Time	End Time	Session	Track	Description
MONDAY	4/27/2020	2:00 PM	2:45 PM	Your Personality May Be Blowing Your Negotiation	TODAY'S WIN-WIN NEGOTIATOR	One of the unique and interesting things about negotiation and communication as a whole is that each of us has our own personalities and communication styles. If you don't understand your communication style, your personality and how they interact with other communication profiles and personalities, you could be blowing your negotiations. In this information-packed discussion, learn how your personality and communication profile directly affects your negotiations and how to better communicate with and persuade your colleagues and vendors.
	4/27/2020	3:00 PM	3:45 PM	Driving Procurement's Value with Stakeholders and Finance	DEALING DIRECTLY WITH INDIRECT	In this session, you'll learn how to uncover opportunities and the benefits of aligning with the current enterprise strategy to improve procurement's traction and success. Presenters will go over the art of how to educate your business on procurements' role as a partner to the business, with the end goal of driving improved service and benefit to the enterprise, all while making your stakeholders look good. Presenters will also outline the importance of alignment with finance to ensure benefits are validated and captured to support bottom-line growth drivers.
	4/27/2020	3:00 PM	3:45 PM	The First 100 Days of a Global Sourcing Transformation	MAKING AN IMPACT IN THE NEXT 100 DAYS	Learn from an accomplished sourcing executive in this exciting presentation as he walks you through his playbook for kicking off a global sourcing transformation. You'll hear about mission-critical topics like stakeholder relationship and brand development, organizational planning, delivering quick wins and foundation building for long-term sourcing strategies. Benefit from real-life examples and takeaways of these concepts. Plus, this interactive session will provide the opportunity for the audience to share their unique strategies. Share your story and learn from others!
	4/27/2020	3:00 PM	3:45 PM	Women Negotiators Think Tank	TODAY'S WIN-WIN NEGOTIATOR	This interactive session will be roundtable style where presenters will focus on negotiation tips, experiences and lessons learned. We'll cover a variety of topics such as: negotiating when the salesperson keeps going around you, negotiating a proposal with no detail, style differences between male and female salespeople, and more. In this exciting and interactive session, you'll learn and share best practices and real-world examples. This unique approach provides options and modeling as you develop and excel at your own personal style.
	4/27/2020	4:00 PM	5:45 PM	Behind the Scenes with Procurement Superheroes	BECOMING A VALUE CHAIN SUPERHERO	Engage with three accomplished Supply Chain/Procurement leaders from Walmart, World Bank and Hershey, getting behind the scenes to learn the source of their value chain superpowers. Each leader shares their tangible and translatable techniques that have enabled each to deliver value throughout their careers. Attendees are invited to further connect and learn from these notable leaders through a robust Q&A panel discussion.
	4/27/2020	4:00 PM	4:45 PM	Elevate Your Impact: Drive IT Procurement through Strategic Influence	DEALING DIRECTLY WITH INDIRECT	In the age of digital transformations, it's more important than ever for sourcing and supply chain professionals to be viewed as a key stakeholder in enterprise decision-making. In this session, you'll learn the foundational building blocks to gaining influence within your organization, as well as ways to maintain and leverage that influence to elevate your impact and increase your value-add to the organization.

	Date	Start Time	End Time	Session	Track	Description
MONDAY	4/27/2020	4:00 PM	5:45 PM	Got Talent? Answers from the Experts	TACKLING THE TALENT CHALLENGE	A deep dive conversation with senior leaders from GSK, The Kellogg Company and Dropbox on their secrets to success on attracting diverse talent and how to keep and develop their teams. Leaders will discuss what it takes to progress from individual contributors through to an executive leadership position. The panel will delve into practices on how to retain top talent through rotational programs, alternative work practices and other talent attraction and retention strategies. The leaders will also share advice on incorporating programs for workforce diversity and examples of how these programs helped unlock new insights to better serve customers.
	4/27/2020	4:00 PM	4:45 PM	Leading Procurement into a World of Disruptive Technology: Preparing for an All-electrical Future in Automotive	MAKING AN IMPACT IN THE NEXT 100 DAYS	In this interactive session you'll learn leadership strategies, tools and tactics that can be used to successfully migrate an entire team, including the supply base, from traditional business practices to a rapidly changing business environment undergoing unprecedented levels of technological disruption. Walk away with practical tools and best practices to prepare you for what's to come.
	4/27/2020	5:00 PM	5:45 PM	How Procurement Can Win the Hearts and Minds of Marketers	DEALING DIRECTLY WITH INDIRECT	The benefits of having procurement professionals involved in purchasing marketing services and managing relationships with service providers has been widely understood for more than two decades. In many companies, however, the relationship between procurement and marketing (where one exists at all) is stand-offish at best. Don't miss this lively panel discussion, hosted by Real Sourcing Network (RSN), where we'll explore how sourcing pros can build a more collaborative relationship with their marketing peers. In this fast-paced panel, Sandy Kane, the CEO of RSN, will be joined by a stellar panel of marketing procurement professionals who will share their real-world strategies for creating and sustaining relationships that produce value for marketers and for the business.
	4/27/2020	5:00 PM	5:45 PM	Learning from the Experts: How to Create a High-performing Team in 100 days or Less	MAKING AN IMPACT IN THE NEXT 100 DAYS	In this dynamic and interactive session, you'll learn leadership strategies, tools and tactics that can be used successfully to reignite a stagnant team into new levels of passion and performance in ever changing and challenging business environments.
	4/27/2020	5:00 PM	7:30 PM	Networking Reception		
	4/27/2020	5:00 PM	5:45 PM	Procurement Transformation Across Industries: A Paradigm Change from Risk to Negotiating Value	TODAY'S WIN-WIN NEGOTIATOR	Procurement is a mature practice in many industries, specially manufacturing and Consumer Packaged Goods (CPG) as well as the financial industry which is heavily regulated and has traditionally focused its contracting on risk and compliance. In this session walk through the transformation across the industries and specifically walk away with an understanding of how negotiating inside an organization, shifting the culture and driving a transformation in procurement of underserved industries, can drive significant value.
	4/27/2020	6:00 PM	7:00 PM	Richter Scholarship Reception (INVITATION ONLY)		
	4/27/2020	7:00 PM	9:00 PM	Richter Scholarship Dinner (INVITATION ONLY)		
TUESDAY	4/28/2020	7:30 AM	8:30 AM	Continental Breakfast		
	4/28/2020	8:30 AM	9:45 AM	General Session with Nikki Haley		
	4/28/2020	10:00 AM	11:15 AM	Behind the Scenes with Nikki Haley	EXEC	
	4/28/2020	10:00 AM	6:00 PM	Innovation Hall	ISM	

	Date	Start Time	End Time	Session	Track	Description
TUESDAY	4/28/2020	10:00 AM	11:45 AM	Making an Impact in the Next 100 Days Hack-a-thon	MAKING AN IMPACT IN THE NEXT 100 DAYS	Join in this interactive problem-solving session focused around solving a procurement challenge in the first 100 days.
	4/28/2020	10:00 AM	10:45 AM	Overcome Your Digital FOMO! Gain Actionable Advice on the Latest Procurement Technologies	GETTING REAL WITH DIGITAL TRANSFORMATION	Do you have digital FOMO-the sneaking suspicion that there are crucial new developments in digital technology and best practices? Digital transformation doesn't merely incorporate new technologies and tools-it happens in lockstep with cultural and process transformation. No technology enhancement is truly plug-and-play-the work you do in preparing for, evaluating, selecting and implementing technology and process changes is really the key success factor. In this session, you'll learn about existing and emerging "buzzword" technology, how it specifically applies to procurement, and actionable advice on when and where you should apply it.
	4/28/2020	10:00 AM	10:45 AM	So You Want to be a Superhero: How to Use Risk as a Secret Weapon for Driving Value	BECOMING A VALUE CHAIN SUPERHERO	You probably don't hear "supply chain risk" and think "opportunity", but that's because most organizations look at risk as the villain of the supply chain. In this session, we'll explain how, with the right supply chain risk management program, you can be the superhero who takes risk and transforms it from a threat to a value driver. Learn the specific ways in which a supply chain risk management program can sharpen super skills like supplier relationship management and supply chain visibility. Find out how a supply chain risk management program will help you create alliances with other good guys in logistics, finance and risk management. And, most importantly, fly away with specific tips to start raising awareness about the importance of supply chain risk management to the rest of your organization.
	4/28/2020	10:00 AM	10:45 AM	Supply Management Competencies of the Future: Insights from Recent Research	TACKLING THE TALENT CHALLENGE	Outsourcing, technology and automation are transforming the nature of work. Many traditional jobs are being eliminated as new kinds of jobs are being created- and the supply management profession is not immune. In this session, you'll gain insights from recent research conducted in partnership with ISM about trends driving change in roles and capabilities needed for success, and how to recruit, develop and retain talent.
	4/28/2020	11:00 AM	11:45 AM	Artificial Intelligence Transforms Supplier Management at Independence Blue Cross	GETTING REAL WITH DIGITAL TRANSFORMATION	When Independence Blue Cross decided to replace disjointed, paper-based onboarding processes with a new artificial intelligence-powered supplier portal, the results were transformative. In this session, you'll learn how Independence Blue Cross is now able to automate onboarding for 100% of its suppliers. Configurable controls validate the data in real time, while also allowing the company to enforce policies critical to healthcare. Through the business case and best practices, you'll learn about the impactful benefits they experienced such as upfront compliance with standard payment terms, an 86% reduction in supplier onboarding time and an even greater reduction in time to contract/time to purchase order.
	4/28/2020	11:00 AM	3:00 PM	Exhibit Hall Open		
	4/28/2020	11:00 AM	11:45 AM	PEER Mentoring: How to Build a Personalized, Engaging, Evolving and Result-Driven Program	TACKLING THE TALENT CHALLENGE	Come join four mid-career professionals as we explain how peer mentoring can change the world, or more specifically, YOUR world. In this lively discussion, learn to create your own peer mentoring relationship(s) by making it Personalized, Engaging, Evolving, and Results-Driven (PEER). Understand how to choose the right mentor/mentee and reap the benefits!

	Date	Start Time	End Time	Session	Track	Description
TUESDAY	4/28/2020	11:00 AM	11:45 AM	Total Landed Costs - Not Just Tariffs and Low Wages	BECOMING A VALUE CHAIN SUPERHERO	Whether your company is importing goods or working with a supplier that does, it's imperative to identify the true cost (total landed costs) to bring materials from overseas markets. Total landed costs can include inland transportation, export documentation, export licensing, port fees, carriage, fumigation, surcharges, insurance, customs duties, and many other factors. Are you including these costs in your selling price? Ensure your organization is not at risk and losing profit margin with every sale. Learn how to identify total landed costs and incorporate them in your pricing strategy.
	4/28/2020	12:00 PM	2:00 PM	Lunch in Exhibit Hall		
	4/28/2020	2:00 PM	2:45 PM	Digital and Modular Transformation with Solid ROI, a Successful Approach by Haier	GETTING REAL WITH DIGITAL TRANSFORMATION	In this informative session, you'll learn how procurement at Haier, a China-based global manufacturer for major appliances, experienced an outstanding return on investment (ROI) through its home-grown digital platform. Walk through highlights of the 5-year transformational journey that netted results like \$200M average cost reduction, 11% increase in customer satisfaction and a 75% reduction in supplier onboarding and 62% reduction in new supplier selection. Learn how the development of their digital platform and modularization enabled Haier to automate several functions from supplier registration and bidding to contracting and delivery. The successful transformation illustrates how a traditional manufacturer in a traditional industry can invigorate new life with a customer-centric strategy focused on adoption of technology and maintaining a practical approach.
	4/28/2020	2:00 PM	2:45 PM	Extending Value of Strategic Sourcing - Cognitive New Product Introduction (NPI)	BECOMING A VALUE CHAIN SUPERHERO	One of the biggest opportunities for value creation and transformation for many global manufacturers relates to increased collaboration and joint decision making in the NPI process. In this session, you'll learn the current state of the market based on research from the 2019 Cognitive Sourcing Study, key challenges and root causes impacting product lifecycle target costing, BOM comparison/accuracy, time to market and governance. In addition, a case study from Fitbit will be presented walking you through their transformation and their road map for the future. Walkout of the session gaining an understanding of the new capabilities provided by market intelligence, cognitive analytics, and recommendations that can enable strategic sourcing/procurement leaders to expand their scope of impact and collaboration across product operations, finance, supply chain and commercial teams.
	4/28/2020	2:00 PM	3:45 PM	Influential Leverage: A Negotiation Style & Influence Technique Hackathon	TODAY'S WIN-WIN NEGOTIATOR	This interactive hack-a-thon style session challenges and potentially defines the formalization of negotiation styles and popular methods of procurement and supply management influence techniques. Great for all career levels, whether you're negotiating internally with business-unit leaders and colleagues, externally with key suppliers, or at home with family and friends, you'll reinforce your ability to identify and leverage the dynamic blend of negotiation philosophies, styles and motives. With an embedded negotiation personal assessment designed to better understand your own Personal Negotiation Styles, you'll walk away with plenty of techniques and insights on how to embrace your natural leadership tendencies, as well as, depict "go to" negotiation tactics of others.

	Date	Start Time	End Time	Session	Track	Description
<b>TUESDAY</b>	4/28/2020	2:00 PM	2:45 PM	Perception Is Reality: Refining Procurement's Identity for Maximum Impact	TACKLING THE TALENT CHALLENGE	What's procurement's biggest pain point? Lack of talent, lack of buy-in, lack of executive sponsorship? In this presentation, Corcentric's Jennifer Ulrich suggests these are just symptoms of a larger problem... an identity problem. The challenge is that procurement lacks a strong, impactful brand. Gain insights for redefining procurement's value proposition, aligning the function to serve organization-wide goals, and attracting a higher caliber of talent. If you're looking to take procurement from afterthought to ally, you won't want to miss this powerful session.
	4/28/2020	3:00 PM	3:45 PM	A Path to Paperless	GETTING REAL WITH DIGITAL TRANSFORMATION	Learn how one organization overcame the challenges of a "too small" budget and a change-resistant staff to successfully implement a new and better paperless, E-Procurement requisitioning system. This project and process change resulted in cost savings, expedited order placement, reduce supply pool, eliminate risk and take control of rogue and tail spend. The presenter will discuss the obstacles they faced during the process and the steps to overcome them including: identifying the challenges, creating the case for improvement, fighting for budget and stakeholder buy-in, performing the RFQ, managing timelines and testing, user adoption, supplier onboarding, and data integrity. You'll walk away with an understanding of best practices and change management techniques needed to stay the course and turn your stakeholders into change
	4/28/2020	3:00 PM	3:45 PM	Designing an Internship Program to Address Talent Management and Workload Challenges	TACKLING THE TALENT CHALLENGE	Do you have projects you'd like to dig into, but never have time to start? Are you trying to do more with fewer procurement personnel? Are you working internally to develop talent or externally with colleges and universities as your "talent suppliers"? Talent has a supply chain too! Today, many university supply chain programs require (or at least highly encourage) internships before graduation. This session will give you tips and guidelines for best practices in supply management internships to get the most out of an internship program, helping to address both the talent management and workload challenges within your organization.
	4/28/2020	3:00 PM	3:45 PM	Procurement's Impact in Business Transformations	BECOMING A VALUE CHAIN SUPERHERO	In this session you'll learn the value creation opportunities and overall impact procurement can have in major business transformations. See the potential value creation and the role supply chain organizations have in driving business transformations. Know and apply strategies and programs that have proven to be successful in leveraging the procurement process to gain competitive advantage in your business. Ultimately, walk out understanding key elements like organizational engagement, technology, and use of BPO outsourcing options and evaluating the applicability.
	4/28/2020	4:00 PM	5:45 PM	Dealing Directly with Indirect Hack-a-thon	DEALING DIRECTLY WITH INDIRECT	Join in this interactive problem-solving session focused around solving an indirect-related challenge.
	4/28/2020	4:00 PM	4:45 PM	Uncovering Innovation Opportunities and Delivering Cost Savings: Harnessing the Power of Extended Value Chain Thinking and Collaboration	BECOMING A VALUE CHAIN SUPERHERO	Decades after the advent of strategic sourcing, the low-hanging fruit has been picked at most companies. Meanwhile, global competition and accelerating technological change creates pressure to continually reduce costs, increase speed of execution and time-to-market, and innovate. Using a combination of company case studies and recent benchmarking research you'll learn about a model for harnessing the power of extended value-chain thinking to uncover innovation opportunities and deliver sustainable cost savings.
	4/28/2020	5:00 PM	7:30 PM	Networking Reception		

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	Date	Start Time	End Time	Session	Track	Description
<b>TUESDAY</b>	4/28/2020	5:00 PM	5:45 PM	Procurement Used for Good at Johnson & Johnson	BECOMING A VALUE CHAIN SUPERHERO	The Johnson & Johnson Global Procurement team has a Center of Excellence dedicated to driving citizenship in partnership with their suppliers. Through world-class programs and partnerships, the procurement function creates business practices to drive measurable and sustainable benefit for society. Join this session to learn more about the why and the how of this program making Johnson & Johnson a leader in this area.
	4/28/2020	5:00 PM	5:45 PM	Your Employer Brand: An Asset or a Hindrance?	TACKLING THE TALENT CHALLENGE	Are you attracting the best talent? In the fight for talent, your "employer brand" can make or break you before a candidate even walks in the door. This session covers the Farmers Insurance journey and their employer brand reinvention. Considered a classic (or "old") employer brand, Farmers recognized their need to rethink and reinvent to attract the best talent. Learn how to look at your own employer brand from the candidate's perspective by evaluating how you appear in the marketplace, how to involve and pulse your internal organization and how to measure success. Walk out understanding a real corporate case study in progress and how you can start to build your own talent brand strategy.
	4/28/2020	6:00 PM	7:30 PM	30 Under 30 Connection Reception		
	4/28/2020	6:00 PM	7:30 PM	Volunteer Reception (INVITATION ONLY)		
<b>WEDNESDAY</b>	4/29/2020	8:30 AM	12:30 PM	Global Risk - Coming Soon	WORKSHOP	Join this interactive workshop that takes a deep dive into developing your global risk plan.
	4/29/2020	8:30 AM	12:30 PM	Supplier Capabilities - Coming Soon	WORKSHOP	Join this interactive workshop that takes a deep dive into developing your supplier capabilities.
	4/29/2020	8:30 AM	12:30 PM	Talent Development - Coming Soon	WORKSHOP	Join this interactive workshop that takes a deep dive into creating your talent development plan.