



ISM Indirect 2015

Elevating Your Impact through Innovation

December 3-4, 2015 | Orlando, Florida

The 16th Annual Conference hosted by the ISM Indirect/Services Group

www.instituteforsupplymanagement.org/indirect



Who You Will Meet



200+

Indirect Professionals



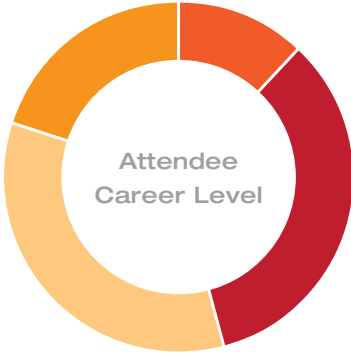
20+

Business Solutions Advisors

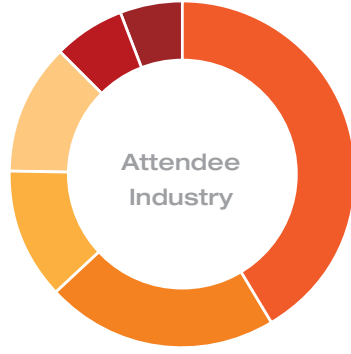


17+

Industry Leading Speakers



- 34% Executives and Leaders
- 34% Purchasing Managers and Professionals
- 20% Professors and Academics
- 12% Other



- 44% Services
- 23% Consumer Products
- 13% Durable Goods
- 7% Financial Services
- 7% Other
- 6% Energy

How you will benefit



Dynamic Learning Sessions

Hear from industry leaders on hot-button topics in indirect spend.



Networking Events

Participate in 4+ hours of designated networking.



Roundtable Discussion

Receive and share insights in roundtable discussions.

Previous Companies Attended

Pepsi | University of San Diego | Disney | ADTRAV Travel Management | Sprint | IBISWorld | Aetna
American Airlines | Geometric Results, Inc. | TRC Global Solutions Inc | Burlington Stores Inc.
PROACTIS | Corporate United | SDI Inc. | DXP Enterprises Inc | Energy Future Holdings
Intel Corporation Companies

Conference Agenda

Wednesday, December 2, 2015

5:00 – 7:00 p.m.

Welcome Reception

Thursday, December 3, 2015

7:00 – 8:00 a.m.

Continental Breakfast

8:00 – 8:15 a.m.

Welcome Remarks

8:15 – 8:30 a.m.

Announcement of 2015 Scholarship Winners

8:30 – 9:45 a.m.

Keynote

Sourcing & Procurement: A Trusted Advisor

Sourcing and Procurement brings tremendous value to an organization and its internal clients by providing a multitude of benefits to the organization including competitive commercial terms, quality products and services, supply chain integrity, brand protection, innovation, new revenue streams, robust category strategies, supplier relationship management, etc. Earning the trusted advisor role requires intimate knowledge of the client, category and supply base, a strong and collaborative sourcing and procurement team, and strong supply chain leadership. Rick Wertsching will share how his global team has become a trusted advisor supporting diverse initiatives and how sourcing and procurement have evolved within The Walt Disney Company.

Presented by Richard Wertsching, Vice President Sourcing & Procurement, Theme Parks and Resorts, Disney Worldwide Services, Inc.

10:00 – 11:00 a.m.

General Session

Building an Indirect Strategic Sourcing Team

A successful journey begins with a vision and a plan. It evolves through effective implementation, deployment of technology and change management. This session reveals how to build an Indirect Strategic Sourcing team from the ground up, while transforming indirect spend into a value-creating process.

Presented by Daniele Gorla, Director Supply Chain and Strategic Sourcing at Shaw Communications and Janice Davis, Senior Vice President, Supply Chain at Shaw Communications

11:00 a.m. – 12:00 p.m.

Roundtable Discussion

Pick a topic that grabs your interest and interact with conference mates. Each table will be facilitated by a practitioner, specialist, or an ISM member so that you get the most out of these timely discussions.

A variety of topics will allow you to interact with other attendees to share best practices and lessons learned.

12:00 – 1:30 p.m.

Lunch & Special Presentation

Leadership Lessons Learned From Walt Disney

Using Walt Disney's journey as an example, see how he achieved his dreams and the challenges he overcame along the way, and learn how to leverage them for your own business and personal life. From innovation to competition to dealing with adversity, Walt Disney's life and words will serve as lessons that you can apply to your business and brands.

Presented by Lou Mongello, Disney Expert, Author, Speaker and Travel Podcast Host

1:30 – 2:30 p.m.

Breakout Sessions

Session 2A – E & J Gallo Winery Energy Management Program

The Gallo Winery Energy Team is comprised of cross-functional groups that work together to deliver energy best practices. The team is delivering extraordinary value in sustainability and cost benefit across multiple sites within the company.

Presented by Michelle Moorman, Director of Sourcing and Co-Man at E & J Gallo Winery, and Mahesh Mistry, Sr. Manager of Sourcing and Co-Man at E & J Gallo Winery

Session 2B – Indirect Rate Analysis

Learn how the USPS uses a best practice approach on the oversight and analysis of competitive indirect pricing rates when determining fair and reasonable pricing. The analysis will also determine fairness and reasonableness for option periods and when new labor categories are being added to the contract. Focus will be on identifying the right sized supplier providing lean indirect rates.

Presented by Prashanth Kallat, Manager, Professional & Technical Services, United States Postal Service

2:45 – 4:00 p.m.

General Session

Effective Category Strategy and Supplier Collaboration to Maximize Organizational Impact

A review of Goodyear's evolution in the indirect procurement space explores using a category strategy approach in procurement activities. Enhance the capability of our employees, and utilize supplier collaboration to grow influence and ultimately maximize your impact on the bottom line.

Presented by Peter Retterer, Director North America Procurement at the Goodyear Tire and Rubber Company and Jeffrey Schneider, Global Manager Supplier Collaboration at the Goodyear Tire and Rubber Company

4:00 – 5:00 p.m.

General Session

Commodity Price Risk Mitigation; Measurement of Risk; and Developing a Long-Term Strategy

Outlines the process we used to identify our commodity risk profile, and how we developed a business process and tools to measure and monitor our risk profile over time. Our goal is to build commodity risk mitigation into our core business processes.

Presented by Andrew Palascak, Senior Manager of Finance GSM and Business Processes, BorgWarner Morse Division at Borg Warner

5:00 – 7:00 p.m.

Networking Reception & Supplier Showcase, sponsored by ADTRAV

Friday, December 4, 2015

7:00 – 8:00 a.m.

Continental Breakfast

8:05 – 9:15 a.m.

General Session

Lessons from a (former) CPO: 5 Costly Mistakes to Avoid with Indirect Procurement

As Supply Management becomes more involved with indirect and nontraditional spend categories, learn the five costly mistakes to avoid to drive significant impact and value for your company.

Presented by Deborah Stanton, Executive Managing Director of CAPS Research

9:15 – 10:30 a.m.

General Session

Technology Contracting – Moving Into the Cloud

As five major trends continue to alter the delivery of Information Technology products and services, procurement leaders are challenged to optimally contract for measurable deliverables at the most cost-efficient price levels. Those who acquire technology product often encounter a plethora of contracting challenges, such as: IP Right Ownership (or transfer); Software Licensing Types; Development vs. Licensing Language; Software as a Service (SaaS); Hardware Purchase or Lease; Maintenance Language; Source & Object Code Language; Contingency Operating Plans (COP); Technical Professional Services; etc. And all occurs in an environment where the industry wants to use its own contract paper!

Presented by Mark Trowbridge, Principal at Strategic Procurement Solutions

10:45 – 11:50 a.m.

Keynote

Maximizing Your Impact in the World!

How do you take what you learn, not only from this conference, but every day and “Maximize Your Impact” in the world? How do you share what you’ve learned with others? How do you use what you learned to make an impact at the office, in your family or in the world? We’ll wrap up ISM Indirect 2015 by talking about how you can take what you learn and have MAXIMUM impact in YOUR world every single day!

Presented by Jill Bossi, C.P.M., CEO & Founder, Thrive GPO, Inc. & SCM3, LLC

11:50 a.m. – 12:00 p.m.

Closing Remarks and Raffle

www.instituteforsupplymanagement.org/indirect

Registration

Early Bird Registration

Register by September 30, 2015

\$200 discount

Standard Registration

\$949 Member, \$1,149 Non-Member

Location

Rosen Shingle Creek

9939 Universal Blvd

Orlando, Florida 32819

(866) 996-9939

*Disney tour limited, see website for details.



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