

AGENDA

The Global Virtual Conclave
for Procurement, Legal and
Accounts Payable Teams

In Focus

**Sustainable
Performance**



DAY 1: AMERICAS, 14th MARCH 2023

Mainstage Sessions	Eastern Time (ET)
<ul style="list-style-type: none">Welcome Address & Day at a Glance Emcee: Richard Waugh, Vice President Corporate Development, Zycus	11:00 AM – 11:05 AM
<ul style="list-style-type: none">Sustainable Business Growth: Trends, Opportunities & Predictions Speaker: Micky Keck, Director Analyst, Gartner	11:05 AM – 11:25 AM
<ul style="list-style-type: none">In Focus: Sustainable Business Performance Speaker: Aatish Dedhia, Founder & Chief Executive Officer, Zycus	11:25 AM – 11:50 AM
<ul style="list-style-type: none">Keep Climbing: Delta's Competitive Advantage Powered by Supply Chain Excellence (A Case Study) Speaker: Niteen Suresh, Managing Director – Supply Chain Management, Delta Air Lines	11:50 AM – 12:10 PM
<ul style="list-style-type: none">3 Women Trailblazers: Scoping Scope 3 Emissions for a Greener World (A Panel Discussion) Panelists: Ruth Bromley, Director – Procurement Enablement, Heineken Suzanne Greene, Global Purchasing Environmental Sustainability Director, Dow Chemical Amy Vernon, Director of Sustainability, ESG & Global Product Compliance, La-Z-Boy Moderator: Richard Waugh, Vice President Corporate Development, Zycus	12:10 PM – 12:35 PM
<ul style="list-style-type: none">Sailing Seamlessly: Anchoring Source-to-Pay Excellence at Hapag-Lloyd (A Case Study) Speaker: Daniel Braune, Head of Strategic Procurement, Hapag-Lloyd	12:35 PM – 12:55 PM
Zycus Awards & Fun-filled Extravaganza (An innovative tech-based dance act, a tribute to all our attendees)	12:55 PM – 1:25 PM
Expert Tracks	1:25 PM – 1:45 PM
<ul style="list-style-type: none">Track 1: Procurement Performance Surviving & Thriving in Recession: Unlocking Cost Savings with Source-to-Pay (A Panel Discussion) Panelists: John O'Connell, EVP Global Account Management and Supply Chain, Sirva Nikhil Kotru, Head of Global Supply Chain, Spirent Communications Opi Gahunia, Director Indirect Procurement, Belden Moderator: Canda Rozier, President, Collabra Consulting & Procurement Evangelist	

■ **Track 2: Contracting Cohort**

3 Ps of Contracting for GCs: Planning, Promise & Pitfalls in 2023 (A Panel Discussion)

Panelists:

Yesenia Santiago, Vice President, Head of Legal Operations, Tel-uni

Deisha Vazquez, Director of Legal Operations and Assistant Corporate Secretary, Benevis

Jonathan Johnson, Senior Legal and Business Operations Manager, Uber

Richard Waugh, Vice President Corporate Development, Zycus

Moderator:

Ari Kaplan, Legal Analyst & Principal, Ari Kaplan Associates

■ **Track 3: Consistent Collaboration**

From Silos to Synergies: Procurement & Accounts Payable Alliance (A Fireside Chat)

Panelists:

Glenn Frank, Senior Manager Purchasing & Accounts Payable, Brother

Chris Donofrio, Senior Procurement Manager, Spirent Communications

Moderator:

Jon W Hansen, Editor and Lead Writer, Procurement Insights

■ **Track 4: Analyst Advice**

Cognitive Procurement: Teams Transcending from Tactical to Strategic Goals with AI

Speaker: Jeffrey Rajamani, Senior Analyst, Forrester Research

Expert Tracks

1:45 PM – 2:05 PM

■ **Track 1: Procurement Performance**

Third Party Risk Management: People, Process, Technology (A Case Study)

Speakers:

Zachary Engels, Leader Operational Procurement, Westfield

Lisa Leemans, Third Party Risk Management Leader – Procurement, Westfield

■ **Track 2: Consistent Collaboration**

AI Council: Pervasive Adoption for Business Users (A Panel Discussion)

Panelists:

Kishore Pejavara, Director, Supply Chain Center of Excellence, Delta Air Lines

Rajeev Karmacharya, Head of Strategic Sourcing and Category Management, Fannie Mae

Dawn Tiura, President & CEO, Sourcing Industry Group (SIG)

Moderator:

Richard Waugh, Vice President Corporate Development, Zycus

■ **Track 3: Analyst Advice**

CPOs Agenda 2023: Key Issues, Priorities & Initiatives

Speaker: Kurt Albertson, Principal Procurement Advisory, The Hackett Group

2023 Crash Courses

2:05 PM – 2:25 PM

Maximize Procurement's Potential: Growth Rebalancing Amidst Price Inflation

Speaker: Thomas W. Derry, CEO, Institute for Supply Management (ISM)

The ROI of Effective Contract Management: Measure What Matters for Success

Speaker: Tim Cummins, President, World Commerce & Contracting (WCC)

Accounts Payable Makeover: Elevate Your E-Invoicing Game

Speaker: Mark Brousseau, President at Brousseau & Associates and AP Evangelist, Institute of Finance & Management (IOFM)

Commanding Change: Proven Principles for Enterprise Implementation

Speaker: Walter Lee, Associate Partner & Digital Procurement Leader, Ernst & Young

Focused Networking & Live Product Demonstrations

Demo Pod 1 – Source-to-Pay

Speaker: Shibu Nair, Director Solution Consultants US, Zycus

Demo Pod 2 – Merlin Innovations

Speaker: Devika Sanil, Solutions Consultant, Zycus

Demo Pod 3 – Enterprise Contract Lifecycle Management

Speaker: Deepesh Karnatak, Solution Architect, Zycus

Demo Pod 4 – Certinal eSign

Speaker: Ashutosh Kumar, Solutions Consultant, Zycus

Demo Pod 5 – AppXtend

Speaker: Pridhvi Kare, Senior Product Manager, Zycus

2:25 PM – 3:00 PM