

AGENDA

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

In Focus

**Sustainable
Performance**



DAY 2: EMEA & INDIA, 15th MARCH 2023

Mainstage Sessions	Central European Time (CET)	Gulf Standard Time (GST)
<ul style="list-style-type: none">Welcome Address & Day at a Glance Emcee: Richard Waugh, Vice President Corporate Development, Zycus	10:00 AM – 10:05 AM	1:00 PM – 1:05 PM
<ul style="list-style-type: none">Sustainable Business Growth: Trends, Opportunities & Predictions Speaker: Micky Keck, Director Analyst, Gartner	10:05 AM – 10:25 AM	1:05 PM – 1:25 PM
<ul style="list-style-type: none">In Focus: Sustainable Business Performance Speaker: Aatish Dedhia, Founder & Chief Executive Officer, Zycus	10:25 AM – 10:50 AM	1:25 PM – 1:50 PM
<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	10:50 AM – 11:10 AM	1:50 PM – 2:10 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	11:10 AM – 11:35 AM	2:10 PM – 2:35 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	11:35 AM – 11:55 AM	2:35 PM – 2:55 PM
Zycus Awards & Fun-filled Extravaganza (An innovative tech-based dance act, a tribute to all our attendees)	11:55 AM – 12:25 PM	2:55 PM – 3:25 PM
Expert Tracks	12:25 PM – 12:45 PM	3:25 PM – 3:45 PM
<ul style="list-style-type: none">Track 1: Procurement Performance Procurement Transformation in Action: Success Stories (A Panel Discussion) Panelists: Sophie Macquet, Group Chief Procurement Officer, SPIE Jaswinder Saini, Head of Procurement, Tata Play Ltd Gabriel Kiewek, Director of Productivity and Procurement, Nippon Gases Moderator: Gareth Adams, Regional Sales Director, Zycus		

■ **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

12:45 PM - 1:05 PM

3:45 PM - 4:05 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

1:05 PM – 1:25 PM

4:05 PM – 4:25 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: Varun Kukreja, Associate Director – Solutions Engineering, Zycus

Demo Pod 2 – Merlin Innovations

Speaker: Laurent Probst, Principal 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: Tejit Mittal, Director – Product Management, Zycus

1:25 PM – 2:00 PM

4:25 PM – 5:00 PM