World Procurement Week is the only gathering of its kind. It provides a unique opportunity for you to not only expose your procurement organisation to the best in industry and align your team, but also for you to build your network and develop your own skills.

As part of World Procurement Week, the World Procurement Congress and Strategy Deep Dives, you’ll come together with other industry leaders to exchange insights, benchmark strategies, and further elevate yourself as both a leader in procurement and within the greater business.

This includes the visionary World Procurement Congress and Strategy Deep Dives:

**World Procurement Congress 2019**
15-16 May 2019 | InterContinental London - The O2

Our two-day legacy gathering brings together the world's most senior procurement leaders to network and discuss relevant, forward-looking topics that will help make business growth a reality.

**Strategy Deep Dives 2019**
14 May 2019 | InterContinental London - The O2

A focus day to deep dive on SRM or Business Alignment, providing executive leaders with strategic-execution support and a forum to share and learn from unique ideas.

**VIEW AGENDA**

**VIEW AGENDA**
High velocity procurement: The competitive advantage

15 May 2019 - 16 May 2019
InterContinental London - The O2

WPC 2019 CPO Speaker List

Len DeCandia, CPO, Johnson & Johnson
Daniel Keyworth, Chief Procurement Officer, Legal & General
David Ingram, CPO, Unilever
Ali Turk, Executive Vice President of Supply Chain Management, Turkcell
Laurent Brunel, VP Global Procurement, Mondelez
Lorenzo Morretta, Group CPO, Assicurazioni Generali
Sebastien Bals, CPO, UCB
Ulrike Salb, CPO, OSRAM Licht AG
Jorge Esteve, Head of Indirect Procurement, Philip Morris International
Eric Espinasse, CPO, Ferring Pharmaceuticals
Hari Sundaresan, CPO, BT
Herve Le Faou, CPO, Heineken
Cindy Elliott, VP Global Strategic Sourcing, The Clorox Company
Samsudin Miskon, VP, Group Procurement, PETRONAS
Charlotte Nellist, Vice President, Global Procurement, American Express
Chalam Kalahasti, Senior Director Global Supplier Management, Cisco Systems
Ruben Orquin, EVP Supply Chain & Procurement, Cofares
Nina Guezenne, CPO, Vandemoortele

Johannes Giloth, CPSCO, Nokia
Christian Holzer, Chief Procurement Officer, thyssenkrupp AG
Dr. Klaus Staubitz, CPO, Siemens
Keith Forsyth, CPO, Vestas Wind Systems
Markus Mergler, CPO, Clarant
Nikolaus Kirner, CPO, Thomas Cook
Kristian Saksida, CPO, Solvay
Salvatore Bernabei, CPO, ENEL
David Wylie, CPO, Transport for London
Volker Purschke, CPO, Siemens Healthineers
Jean-Christophe Deville, Purchasing Director, Toyota
John Jordan, Head of Strategy and Planning, Sony
Lloyd Switzer, Chief Procurement Officer, TELUS
Louise Evans, Former Group Finance Director, Braemar Shipping and Williams Grand Prix Racing Holdings PLC
Emmanuel Erba, Group CPO, Capgemini
Imran Rasul, CPO & Group Procurement Director, BAE Systems
Rachael Legg, CPO, Johnson Matthey
Graham Wright, Vice President Global Procurement Transformation Operations Global Business Services, IBM

PLx Speakers

Robert Guest, Foreign Editor, The Economist
Dr. Anita Sengupta, Chief Product Officer/Co-Founder Airspace Experience Technologies
Daniel Hulme, Director of Business Analytics, University College London

Christian Horner OBE, Team Principal, Red Bull Racing
Simon Usherwood, Reader in Politics, University of Surrey

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GEP

Broadcast Partner
barclaycard
amazonbusiness

Insight Plus Partners
INTEGRITY NEXT

Knowledge Partners
BAIN & COMPANY
coupa
creatives
Globality
IBM Watson
IVALUA
JAGGER
Proxima
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Insight Partners
AlixPartners
C2FO
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<th>Time</th>
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<tr>
<td>07.15</td>
<td><strong>REGISTRATION &amp; NETWORKING BREAKFAST</strong></td>
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<tr>
<td>08.20</td>
<td><strong>HEADLINER STAGE</strong>&lt;br&gt;<strong>HIGH VELOCITY PROCUREMENT: THE COMPETITIVE ADVANTAGE</strong></td>
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<td>08.20</td>
<td><strong>PROCUREMENT LEADERS WELCOME</strong>&lt;br&gt;Nandini Basuthakur, CEO, Procurement Leaders</td>
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<td>08.35</td>
<td><strong>CHAIR’S INTRODUCTION</strong>&lt;br&gt;Joe Agresta, Procurement Leaders Ambassador&lt;br&gt;Jet Antonio, Procurement Leaders Ambassador</td>
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<td>08.50</td>
<td><strong>POST TRADE WAR SCENARIOS: HOW WILL IT ALL PLAY OUT?</strong>&lt;br&gt;▪ Global trend and geopolitical shifts that are impacting the business, the supply chain and procurement organisation&lt;br▪ Predictions for the short, medium &amp; long term&lt;br▪ Strategies post Brexit&lt;br▪ Setting a new tone for global trade relations – are we witnessing a total reshape of global trade?&lt;br▪ What will be the impact and repercussions on procurement organisations?&lt;br&gt;Robert Guest, Foreign Editor, The Economist</td>
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**POWERING BUSINESS GROWTH. ACTIONABLE CASE STUDIES FROM BUSINESS LEADERS**

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<tr>
<th>Time</th>
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<tr>
<td>09.25</td>
<td><strong>Visionary session</strong>&lt;br&gt;PROCUREMENT AS A BUSINESS PARTNER: Creating purpose led, future fit partnerships&lt;br&gt;David Ingram, Chief Procurement Officer, Unilever</td>
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<td>09.50</td>
<td><strong>Visionary session</strong>&lt;br&gt;PROCUREMENT AS A VISIONARY: Building a future-ready organisation&lt;br&gt;Len DeCandia, Chief Procurement Officer, Johnson &amp; Johnson</td>
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<td>10.15</td>
<td><strong>Visionary session</strong>&lt;br&gt;PROCUREMENT AS AN INNOVATIVE STRATEGIC PARTNER: The PETRONAS journey&lt;br&gt;Samsudin Misko, VP, Group Procurement, PETRONAS</td>
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<td><em>Session host:</em> GEP</td>
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<td>10.45</td>
<td><strong>Networking Break</strong></td>
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<td><strong>Speaker Corner</strong>&lt;br&gt;Meet the speakers of the previous sessions and take the opportunity to pose questions and find out more about their projects and roles</td>
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**INFLUENCER STAGES – DELIVERING VALUE**

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<th>Time</th>
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| 11.15 | **PROCUREMENT AS A VALUE DRIVER**<br>(Headliner Stage)<br>Panel debate<br>PROCUREMENT AS A DRIVER OF SUSTAINABLE COMPETITIVE ADVANTAGE<br▪ What are the different dimensions for value creation by Procurement?<br▪ How to successfully incorporate them into a robust Procurement transformation program which drives sustained, durable value beyond the initial, one-off impact?<br▪ Specifically, what are the best practices to secure sustained value creation? How to ensure that not only we “save it”, but we “keep it” and “sustain it”? How to<br>**PROCUREMENT AS A VISIONARY**<br>(Influencer Stage 2)<br>Panel discussion<br>HOW TO SUPPORT YOUR SUPPLY CHAIN THROUGH A RAPIDLY CHANGING ECONOMY<br▪ Extended or late payments are bad for everyone, with negative effects across all business sizes<br▪ Large corporates are increasingly being named and shamed about payment performance, and the<br>**PROCUREMENT AS AN INNOVATOR**<br>(Influencer Stage 3)<br>Proof of concept<br>HARNESSING THE LATEST TECHNOLOGY TO BUILD OUT YOUR DIGITAL PROCUREMENT TRANSFORMATION JOURNEY<br▪ Having new perspectives for future procurement by using creative disruption.<br▪ How can we apply AI, Machine Learning and RPA to Procurement<br>**PROCUREMENT AS A BUSINESS PARTNER**<br>(Influencer Stage 1)<br>Case study<br>CROSSING THE CHASM: EVOLVING GLOBAL SUPPLIER MANAGEMENT<br▪ The complexity of change continues to challenge all industries—customer consumption patterns are shifting in record speed.<br▪ Moving to an end-to-end digital business while taking a strategic approach to operations has never been more<br>**AI INNOVATION THINK TANK**<br>Come and be a part of this Innovation Think Tank where you will have the opportunity to help shape the future of procurement with the power of AI.<br>**In this session, you will:**<br▪ Experience how AI plays a role in driving the success of procurement today and give feedback on what AI can do better<br▪ Brainstorm with your peers and technology experts about how AI
In this session, we will talk about the skills that a procurement team needs now and in the future. Government will continue to legislate unless the industry self-solves. How can corporates improve their payment terms and avoid reputational damage?

David Wylie, CPO, Transport for London

Alan Barratt, Group Supply Chain Director, Cox Automotive

Rob Tuckwell, Director of Partnerships & B2B, Barclaycard

Moderator: Steve Hall, Director of Content & Communities, Procurement Leaders

In this session, we'll share essential processes that enable transformation of the sourcing and supplier management practice. These include leading with agility and collaboration in areas of risk management, digitization, and talent development.

Joe Mc Morrow, Director, Global Supplier Management, Cisco Systems

For competitive advantage:
- What are the possible outcomes for procurement and what are the positive impacts on the wider business?
- Ali Turk, Executive Vice President of Supply Chain Management, Turkcell

If we can't deliver on our strategy and what are we doing differently to advance teams for tomorrow's challenges?
- What are they doing differently to advance their teams – and what could today's leadership learn here?
- Joe Pazak, Director, Mechanical Commodities, Flex

Panel Discussion

THE FUTURE OF PROCUREMENT – CAPABILITY & TALENT

- The demands on Procurement are numerous and varied; from transforming the cost base, to managing risk, to innovating and leading the charge on digital transformation. For many Procurement functions there is, quite simply, too much to know and too much to do. This is especially true when you consider that over half of CPO's in 2018 doubted if they had sufficient levels of skills and capabilities to deliver on their procurement strategy.

- If we can't deliver on our strategy and we can't get the right skills for now, how do we position ourselves for the exciting opportunities ahead? Put simply: is there a looming crisis in our profession, with talent at its core?

- In this session we will talk about the skills that a procurement team needs now and in the future. We'll share essential processes that enable transformation of the sourcing and supplier management practice. These include leading with agility and collaboration in areas of risk management, digitization, and talent development.

- Joe Mc Morrow, Director, Global Supplier Management, Cisco Systems

Can help solve your broad procurement challenges in the future.
- Learn through hands-on collaboration with other progressive thought leaders while contributing your thoughts by participating in this strategic product vision exercise.

Facilitated by: John Davidson, Vice President, Customer Success, Globality

Jared Hyatt, Vice President, Globality

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<th>12.25</th>
<th>Networking Lunch</th>
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<td>Enel Procurement Transformation journey, pushing the boundaries and assuming a new central role for the business</td>
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<td>How to launch and execute a massive procurement change programme in a multi-geography and multi-business company</td>
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**DIGITAL TRENDS IN SUPPLY CHAIN**
- What should matter to Procurement and Supply Chain executives as they look for enhanced value from operations?
- What are three key things every procurement pro should know about how to shape the supply chain of tomorrow?
- What uncertainties do businesses have to face in this day and age and how are companies hampered by inflexible legacy systems to respond to these uncertainties?

**SMART DECISION MAKING IN THE AGE OF AI**
- During this round table, participants will discuss how to optimize decision-making in the age of artificial intelligence in order to:
  - Establish effective supplier management
  - Negotiate the best pricing and terms for your company
  - Ensure terms are upheld
  - Source the best suppliers

**ADVANCED SRM IN A DIGITALISED WORLD**
- The role new technology plays in risk mitigation
- How should we be communicating with our suppliers and through what channels?
- What components of SRM should we automate
- Organisational best practices for SRM
- 2019 trends to maximise supplier relationships & returns

**There are Innovative solutions Banks can offer which offer straight through processing, we can include partnerships with FinTechs**

**As trade with China declines, which other developing countries off the best trading opportunities?**
- How do we manage the supply chain to mitigate tariff impacts?
- How are procurement functions helping their organizations become more resilient in the face of massive uncertainty?

**Markus Mirgeler, CPO, Clariant**
- **Hendrik G. Seliger, Director, Innovation & Product Officer, Procurement Leaders**

**Session host:**

**Session host:**

**DIGITALISED ADVANCED SRM IN A WORLD**

**Case study**
- ENEL Procurement Transformation journey, pushing the boundaries and assuming a new central role for the business
- How to launch and execute a massive procurement change programme in a multi-geography and multi-business company
- What was done, main results and lessons learned.

**Salvatore Bernabei, CPO, Nokia**
- Session host:
### 13.55 PROCUREMENT AS AN INNOVATOR

**Proof of Concept Case Study**

**AI: MOVING BEYOND THE MYTH**

- For many years, procurement departments have been talking about applying artificial intelligence in order to improve their decision making but few have significantly advanced along the journey.
- During this session UCB will show how you can start moving along the journey from awareness through action with some examples of use cases as well as lessons learned.

**Sebastien Bals**, CPO, UCB

### 13.55 PROCUREMENT AS A BUSINESS PARTNER

**EBITDA AND WORKING CAPITAL METRICS, PROCUREMENT AND FINANCE**

- Managing conflicting financial metrics to achieve a common and greater business goal
- The importance of collaboration for procurement and finance teams
- How convergence can be for the benefit of the overall supply chain

**Kristian Saksa**, CPO, Solvay

**Hari Sundaresan**, CPO, BT

**Matt McQuillan**, Managing Director, UK, **C2FO**

**Moderator**: Steve Hall, Director of Content & Communities, Procurement Leaders

### 13.55 (INVITATION ONLY)

**CPO Challenger Series**

**BREXIT: THE STATE OF PLAY FOR EUROPE & BEYOND**

**Simon Usherwood**, Reader in Politics, University of Surrey

### 14.25 CHANGEOVER

#### 14.35 PROCUREMENT AS A VALUE DRIVER

**(Headliner Stage)**

**CPO debate**

**THE BENEFITS OF A NEXT-GENERATION OPERATING MODEL FOR SOURCE-TO-PAY**

- Driving differential performance from the procurement function
- Institutionalizing a new operating model for procurement
- Defining the capabilities needed for the procurement professional of the future

**Christian Holzer**, CPO, Thyssenkrupp

**Milan Prilepok**, Global Leader, Negotiation Service Line, McKinsey & Company

**Moderator**: Errol Rasit, Chief Innovation & Product Officer, Procurement Leaders

**Session Host:** McKinsey & Company

#### 14.35 PROCUREMENT AS A VISIONARY

**(Influencer Stage 2)**

**Case Study**

**BARCLAYS: A PROCUREMENT TRANSFORMATION DRIVEN BY A CHANGING REALITY**

Join this breakout to hear from Barclays’ procurement leaders about the challenges, achievements and lessons learned from their journey to date, and how they are now creating a programme on Frictionless Procurement to integrate Coupa into their business process, increasing automation of the end-to-end process and remove the need for users to interface with the system!

**Phil Thomas**, Managing Director, Head of Global Sourcing, Barclays

**James Lace**, Director, Procurement Centre of Excellence, Barclays

**Session Host:** Coupa

#### 14.35 PROCUREMENT AS A BUSINESS PARTNER

**(Influencer Stage 3)**

**In conversation with...**

**SUSTAINABILITY**

**PROCUREMENT LEADERS BRIEFING: DRIVING POSITIVE CHANGE THROUGH SUSTAINABLE PROCUREMENT**

**David Ingram**, CPO, Unilever

**Imran Rasul**, CPO & Group Procurement Director, BAE Systems

**Moderator**: Sam Wrest, Principal Analyst, Procurement Leaders

**Session Host:** C2FO

#### 14.35 PROCUREMENT AS AN INNOVATOR

**(Influencer Stage 1)**

**Proof of concept Case Study**

**BUILDING A ROBOTIC PROCESS AUTOMATION (RPA) CENTRE OF EXCELLENCE**

- What is Robotic Process Automation (RPA) and how can it be applied within a Procurement context to drive automation and efficiency?
- Real-life examples of RPAs streamlining key Procurement activities including running spend reports
- Hints and tips on how to get started with RPA within your own organisation

**Lloyd Switzer**, Chief

**Moderator**: Steve Hall, Director of Content & Communities, Procurement Leaders

**Session Host:** C2FO

#### 13.55 (INVITATION ONLY)

**CPO Boardroom**

**CPO Challenger Series**

**TOPIC TBC**

**Dr. Anita Sengupta**, Chief Product Officer/Co-Founder Airspace Experience Technologies
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<td>15.05</td>
<td>Networking Break</td>
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</table>
| 15.35 | **Visionary session**  
TRANSFORMING A DE-CENTRALISED GLOBAL GIANT: HOW TO CREATE SCALE AND LEVERAGE THE SIZE OF HEINEKEN IN A MULTI-COUNTRY MODEL  
- Introducing “Scale & Simplicity”- delivering clear goal of €1bn of cost savings alongside €1bn of cash in 3 all  
- Starting by “cleaning the house” – getting all of the fundamentals correct  
- Creating a “great place to work” – developing the team in order to deliver the results  
- Implementation of “leading edge technology solutions” - to underpin, standardise and accelerate the journey  
Hervé Le Faou, CPO, Heineken |
| 16.00 | **Visionary panel**  
HOW CAN WE BEST ORCHESTRATE PROCUREMENT TO TAKE ADVANTAGE OF FUTURE TRENDS?  
Hervé Le Faou, CPO, Heineken  
Emmanuel Erba, Group CPO, Capgemini  
Cindy Elliott, VP Global Strategic Sourcing, The Clorox Company  
Moderator: Joe Agresta, Procurement Leaders Ambassador |
| 16.35 | **Visionary session**  
DIGITALISATION OF PROCUREMENT: THINK HARD, ACT SMART!  
- How an effective digitalisation journey can provide opportunities to you and your function in demonstrating value to the business  
- What organisational considerations should be made to best implement a successful digitalisation strategy  
- How can you manage the changes across the company as well as the function to create a synergised plan?  
Dr. Klaus Staubitzer, CPO, Siemens |
| 16.55 | **Visionary session**  
LEADING & SUCCEEDING IN A DYNAMIC, FAST-PACED, RESULTS-ORIENTED WORLD  
- How Red Bull Racing use data transmitted from tracks the other side of the world to the UK and back again to make split-second decisions  
- How Red Bull find and retain the best talent in the face of the greater money and resources of rivals.  
- Whilst the cars may represent the peak of engineering, the teams are human, and the most important rule is to understand individuals and their goals.  
Christian Horner OBE, Team Principal, Red Bull Racing Formula 1  
Interviewer: David Rae, Director, Insights & Innovations, Procurement Leaders |
| 17.35 | **CHAIR’S SUMMARY OF DAY ONE**  
Joe Agresta, Procurement Leaders Ambassador  
Jet Antonio, Procurement Leaders Ambassador |
| 17.40 | **WORLD PROCUREMENT WEEK LATES**  
Networking evening drinks and festivities designed to bring the community together to discuss learnings, strengthen and expand connections and have fun with industry peers. |
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<td><strong>IDENTIFYING &amp; LEVERAGING NEW AVENUES FOR BUSINESS ALIGNMENT &amp; GROWTH</strong></td>
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<td><strong>CHAIR’S WELCOME</strong> (Headliner Stage)</td>
<td>Joe Agresta, Procurement Leaders Ambassador</td>
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<td><strong>DIGITALISATION</strong></td>
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<td>Procurement Leaders Insights</td>
<td><strong>INNOVATION FOR EXPONENTIAL VALUE</strong></td>
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<td>Roseanne Spagnuolo, Head of Research &amp; Insights, Procurement Leaders</td>
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<td>09.00</td>
<td>Visionary session</td>
<td><strong>PROCUREMENT REWIRED: CHANGING WHILE YOU DELIVER</strong></td>
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<td>• How to combine the cost agenda with a digital transformation of the procurement landscape</td>
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<td>• Not losing sight of the long-term transformation while executing in today’s cutthroat world</td>
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<td>• How the digital transformation will increase efficiency and focus</td>
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<td>Jacob Gorm Larsen, Head of Digital Procurement, AP Moller Maersker</td>
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<td><strong>BUSINESS PARTNERING</strong></td>
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<td>09.30</td>
<td>Visionary session</td>
<td><strong>LEGAL &amp; GENERAL GROUP PROCUREMENT: EVOLUTION AND VISION IN AN AGILE, DIGITAL WORLD</strong></td>
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<td>Daniel Keyworth, Chief Procurement Officer, Legal &amp; General</td>
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<td>10.00</td>
<td>Visionary panel debate</td>
<td><strong>FREEING UP BANDWIDTH FOR STRATEGIC GAIN: EMPOWERING AND ALIGNING WITH STAKEHOLDERS</strong></td>
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<td>• Using a marketplace to enact employee-focused policies and establish an effective relationship with stakeholders</td>
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<td>• Procurement as a business innovation and simplification driver</td>
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<td>• Recommendations for measuring and reporting on efficiencies gained</td>
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<td>Ulrike Salb, SVP Procurement, OSRAM Licht AG</td>
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<td>Laurent Brunel, VP Global Procurement, Mondelez</td>
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<td>Todd Heimes, Director, Amazon Business Europe</td>
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<td>Moderator: Errol Rasit, Chief Innovation &amp; Product Officer, Procurement Leaders</td>
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<td><strong>amazon business</strong></td>
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<td></td>
<td><strong>INFLUENCER STAGES – BUSINESS PARTNERING FOR BUSINESS IMPACT</strong></td>
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<td>10:30</td>
<td>Networking Break</td>
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<td>10:30</td>
<td><strong>Speaker Corner</strong></td>
<td>Meet the speakers of the previous sessions and take the opportunity to pose questions and find out more about their projects &amp; roles</td>
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<td>11.00</td>
<td><strong>DEEP DIVE ROUNDTABLES</strong> (Headliner Stage)</td>
<td><strong>2019 TRENDS IN PROCUREMENT</strong></td>
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<td></td>
<td></td>
<td>• How do you enable corporate wide “agile” operations, deeper insights and greater collaboration today</td>
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<td>• In what ways are new digital procurement solutions such as guided workflows and conversational</td>
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<td><strong>HOW CAN PROCUREMENT DRIVE A MORE SUSTAINABLE SUPPLY CHAIN?</strong></td>
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<td>• Key drivers for making your supply chain more sustainable</td>
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<td>• Engagement with suppliers to drive change and measure progress</td>
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<td><strong>EXPLORING THE POTENTIAL OF RPA AND COGNITIVE AUTOMATION</strong></td>
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<td>• Why, after 30 years of automation and disruptive technologies, are most business processes still manual?</td>
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<td>• Which procurement processes are</td>
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<td>11.00</td>
<td><strong>PROCUREMENT AS AN INNOVATOR</strong> (Influencer Stage 2)</td>
<td>In Conversation With….</td>
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<td><strong>HOW WATSON AI IS TRANSFORMING THE PROCUREMENT SPACE</strong></td>
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<td>• What are the largest pain points in the procurement space?</td>
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<td>• How can artificial intelligence be used to address these pain points?</td>
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<td>• What is Watson Compare &amp; Comply, why it was created and how it is unique</td>
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<td><strong>PROCUREMENT AS A VALUE DRIVER</strong> (Influencer Stage 3)</td>
<td><strong>Case study</strong></td>
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<td><strong>SUCCESS FACTORS FOR VALUE-CREATING NETWORKS</strong></td>
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<td>• Rules of engagement in agile, future-orientated networks</td>
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<td>• Driving business clarity and commitment to premium of together</td>
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<td>10.40</td>
<td><strong>10.40-11.25 (INVITATION ONLY)</strong> (CPO Boardroom)</td>
<td><strong>CPO Challenger Series</strong></td>
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<td><strong>GOING BEYOND INSTANT SAVINGS TO CREATE A DURABLE ADVANTAGE OUT OF PROCUREMENT EFFORTS</strong></td>
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<tr>
<td>Topic host:</td>
<td>Graham Wright, Vice President Global Procurement Transformation Operations Global Business Services, IBM</td>
<td>Christian Holzer, CPO, Thyssenkrupp</td>
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<tr>
<td>Topic host:</td>
<td>Marco Romano, Procurement Data &amp; Analytics Officer, IBM</td>
<td>IBM Watson</td>
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**11.30 PROCUREMENT AS A BUSINESS PARTNER**

**Panel Discussion**

**HOW EVOLVING SUPPLIER PAYMENTS CAN UNLOCK BUSINESS GROWTH**

- How streamlining supplier payments can lead to efficiencies and savings to drive business growth
- Opportunities in B2B payments
- How new payment technologies can open up opportunities

**Keith Forsyth**, CPO, *Vestas Wind Systems*

**Charlotte Nellist**, Vice President, Global Procurement, *American Express*

**Jorge Esteve**, Head of Indirect Procurement, *Philip Morris International*

**Moderator: Tim Burt**, Editor, *Procurement Leaders*

**11.30 PROCUREMENT AS AN INNOVATOR**

**Case Study**

**FROM PROPERTY TO VALUE-ENGINE: WHY DIGITAL TRANSFORMATION IS A NON-NEGOTIABLE FOR PROCUREMENT**

- What it means to operate in an “always-on” transformation model
- How to leverage technology to develop elevated operating models
- How to demonstrate value across the business from cost savings and operational efficiencies to commercial advantages

**Rob Alexander**, Chief Procurement Officer EMEA, *JLL*

**David McBride**, SCMP Transformation & Strategy Director, *JLL*
### 12.00 CHANGEOVER

**12.10**  
**PROCUREMENT AS A VALUE DRIVER**  
(Headliner Stage)  
Case Study  
TRANSFORMING THE PROCUREMENT FUNCTION IN A SUCCESSFUL BUSINESS ENVIRONMENT  
Volker Purschke, CPO, Siemens Healthineers

**PROCUREMENT AS AN INNOVATOR**  
(Influencer Stage 2)  
Panel Discussion  
THE KEYS TO SUCCESSFUL PROCUREMENT DIGITAL TRANSFORMATION  
- What are the benefits of successful digital transformation of procurement?  
- How can procurement help build a competitive advantage?  
- What are the typical roadblocks encountered on the path to best-in-class procurement?  
- How can you plan a path that maximizes your chance of a rapid, effective digital transformation?

Sebastien Bals, CPO, UCB  
Nikolaus Kirner, CPO, Thomas Cook  
Arnaud Malarde, Senior Product Marketing Manager, Ivalua  
Moderator: Joe Agresta, Procurement Leaders Ambassador

**PROCUREMENT AS A VISIONARY**  
(Influencer Stage 3)  
Case Study  
ALL OR NOTHING: AGGREKO’S WORKING CAPITAL STORY  
In 2017 Aggreko launched an ambitious and unique working capital improvement programme. Learn from CPO Trevor Latham how Aggreko embarked on a three-pronged strategy to tackle payables, receivables, and inventory simultaneously to transform the company, create a healthy and efficient working capital culture in order to give the business the ROCE momentum to gain competitive advantage.

Trevor Latham, CPO, Aggreko

**PROCUREMENT AS A BUSINESS PARTNER**  
(Influencer Stage 1)  
Panel Discussion  
THE KEYS TO SUCCESSFUL PROCUREMENT DIGITAL TRANSFORMATION  
- Visibility gaps across supplier compliance, payments and risks  
- Data analytics as a key driver for Generali

### 12.40 CHANGEOVER

**12.50**  
**PROCUREMENT AS A BUSINESS PARTNER**  
(Headliner Stage)  
Panel Discussion  
THE 4 PILLARS OF STRATEGIC BUSINESS ALIGNMENT  
Take a step back and examine your strategic business

**PROCUREMENT AS A VISIONARY**  
(Influencer Stage 2)  
Interview & interactive discussion  
WPL BRIEFING: HOW TO TAKE ACTION TO BE A LEADER IN DIVERSITY

**PROCUREMENT AS A VALUE DRIVER**  
(Influencer Stage 3)  
Panel Discussion  
TRANSFORMING VISIBILITY INTO ADVANTAGE

**PROCUREMENT AS AN INNOVATOR**  
(Influencer Stage 1)  
Case Study  
SIMPLIFICATION LEADING TO EXCELLENCE WITH PROCUREMENT 4.0

### INFLUENCER STAGES - SUPERCHARGING OPERATIONAL EXCELLENCE

**Sam Wrest**, Principal Analyst, Innovation & Sustainability, Procurement Leaders  
**David Pendlington**, Global Procurement Operations Manager - Sustainable Sourcing, Mars  
**Session Host:**  
**Procurement Leaders**
impact - are you adding the right kind of value to your business?
4 key pillars of effective value co-creation are:
• Mindset – getting the team in the right strategic frame of mind
• Operating model – Are you structured appropriately to support the fast-paced needs of your business?
• Technology/digitisation – how are organizations leveraging technology enablers? There is no one-size-fits all, so how do you know what is right for you?
• Growing capabilities – building your team with the needs of the business in mind is critical. Building capabilities such as influencing, selling, stakeholder management, and other soft skills are just as important to today’s procurement teams as negotiations training was 10 years ago.

Al Williams, CPO, Barclays
Nina Guezennec, CPO, Vandemoortele
Alpar Kamber, Executive Vice President, WNS

Session host:

Neha Shah, President, GEP
Rachael Legg, CPO, Johnson Matthey
Barna Szima, EMEA Building Services Category Lead, Citigroup
Moderator: Steve Hall, Director of Content & Communities, Procurement Leaders

Session host:

reduce efficiency and strategic value.
• How leveraging technology helps Procurement organizations bridge these gaps
• Achieving advantage through faster, better decisions and more resilient supply chains.

Andreas Ruehe, VP, Consumer Supply Chains, Johnson & Johnson
Andrea Sordi, Sr Director Global Procurement Strategy, Capability and Business Services, Mondelez International
Claire Thompson, Executive Vice President, Enterprise Partnerships, Mastercard

Session host:

Roseanne Spagnuolo, Head of Research & Insights, Procurement Leaders

• The journey so far: from identifying areas and processes in which Robotics could have a real impact to developing pilot activities
• The journey for tomorrow: measuring first results and developing ideas for 2019 and beyond

Lorenzo Morretta, Group CPO, Assicurazioni Generali

13.20 Networking Lunch

Speaker Corner
Meet the speakers of the previous sessions and take the opportunity to pose questions & find out more

14.20 Visionary session
BUSINESS ENABLEMENT BY HOLISTIC SUPPLIER RISK MANAGEMENT
• Supplier risks facing our companies today
• Holistic risk management delivering competitive advantages
• Extending from suppliers to customers and across the value chain
• What is in for the business?
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<th>Time</th>
<th>Session</th>
<th>Description</th>
<th>Speakers</th>
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| 14.50 | Visionary session | PROCUREMENT’S NEXT FRONTIER: PLOTTING THE 2020’S                                                     | David Rae, Director, Insights & Innovations, Procurement Leaders  
Nandini Basuthakur, CEO, Procurement Leaders |
| 15.10 | Visionary session | THE FUTURE OF TRANSPORTATION & EXPLORATION: FROM FLYING CARS TO HUMANS ON MARS                        | Dr. Anita Sengupta, Chief Product Officer/Co-Founder Airspace Experience Technologies      |
| 15.50 | TOP TIPS & THANK YOUS |                                                                                                       | Joe Agresta, Procurement Leaders Ambassador  
Jet Antonio, Procurement Leaders Ambassador                                                                 |
| 16.00 | END OF CONGRESS & PROCUREMENT LEADERS THANK YOU                                                      |                                                                                           |
| 18.45 | WORLD PROCUREMENT AWARDS DRINKS RECEPTION                                                           |                                                                                           |
| 19.30 | WORLD PROCUREMENT AWARDS 2019                                                                       | Recognised as the pinnacle of professional achievement, each year the greatest procurement organisations and thought leaders from around the world gather for a spectacular evening of anticipation, entertainment, and inspiration at the World Procurement Awards. |
Join us before the World Procurement Congress for a Strategy Deep Dive Day

To supplement the strategic themes of the World Procurement Congress agenda, two separate Strategy Deep Dive focus days have been curated to provide CPOs and executive leaders with networking opportunities, strategic-execution support, a forum to share and learn from unique ideas, and a deep dive into timely topics.

The Strategy Deep Dives have been designed to give you the opportunity to dedicate a day to take a step back, assess and evaluate the state of your business and industry, and re-align your function’s strategic goals, priorities and action plans to re-tool SRM as the current macro-economic shifts, uncertainty surrounding Brexit, the rise of tariff-led policies and subsequent volatility increase all create significant risk in the supply base while the business imperative of being better aligned with the business value streams remain.

Armed with new connections, insights, and a renewed focus, return to the workplace eager to take on the challenges of the future and drive real results.

We pulsed procurement leaders to develop the agenda for the Strategy Deep Dives, including:

- **Gordon Tytler**, CPO, Rolls Royce
- **Sebastian Bals**, CPO, UCB
- **Joseph Martinez**, CPO, MUFG
- **Nickolas Kirner**, CPO, ThomasCook
- **Sylvie Noel**, CPO, Covéa Group
- **Laks Natarajan**, CPO & Head of Corporate Real Estate, Marsh and McLennan
- **Chris Sandford**, Global Purchasing Director, Volvo
- **Andrea Sordi**, Senior Director Global Procurement Strategy, Capability and Business Services, Mondelêz
- **Edna Conway**, Chief Security Officer, Global Value Chain, Cisco
- **Sharad Bohra**, VP & Chief Supply Chain Officer, ADT
- **Nolan Smith**, Director, Global Supply Management, Corning Incorporated
- **Carmen Radut**, Head of Capability and Procurement Excellence, Asahi Breweries
- **Yann Teste**, Global Director 35urchasing & Supplier Management, Powertrains & Rolling systems, Volvo
- **Ebru Karakaplan**, Head of Sourcing & Vendor Management – Americas, Macquarie Group
- **Adriaan Hörmann**, Procurement Manager Wind O&M, Vattenfall
- **Lars Jönzén**, Director Strategic Purchasing, Holmen AB
- **Liz Allen Ballieu**, Senior Director, Global Sourcing, Illumina
- **Andrew Mussalli**, Director Strategic Sourcing – IT, MUFG
- **Antonio Desmay**, Director of Procurement AMEA, CEMEX
- **Harm Veerkamp**, Procurement Strategy & Excellence, SHV Energy
- **Kurt Shafer**, Senior Manager - Global Indirect Procurement, Global Supply Chain, Jabil
- **Danielle Shilton**, Category Sourcing Team Manager, Abu Dhabi Investment Authority (ADIA)
- **Nigel Rowland**, Group Head of Procurement Strategy and Planning, British American Tobacco
- **Veronica Mercer**, VP Head of Corporate Services, GSK
- **Sam Dowell**, VP Procurement, Pfizer
- **Matteo Stefani**, Head of Non-Commercial Indirect, UCB
Business Alignment Strategy Deep Dive: UNLEASHING THE POWER OF BUSINESS ALIGNMENT

In association with

Business Alignment Strategy Deep Dive 2019 Chairperson
Claudia Viohl, SVP Supply Chain/Corporate Procurement (Chief Procurement Officer), E.ON

Business Alignment Strategy Deep Dive 2019 Confirmed Speakers
Gordon Tytler, CPO, Rolls Royce
Sylvie Noel, CPO, Covéa Group
Andrea Sordi, Sr Director Global Procurement Strategy Capability & Business Services, Mondelēz International
Benoit Lavinal, Procurement Director Wind, Vattenfall
Matteo Stefani, Head of Non-Commercial Indirect, UCB
Senior Representative, Enel
Christophe Van Riel, Vice President Procurement, Ecolab
Bodo Bokaemper, VP Procurement Digitalization, BMW
Harry John, Senior Research Analyst, Procurement Leaders
Geraldine Craven, Principal Analyst, Procurement Leaders

10:45 REGISTRATION & NETWORKING BREAKFAST
11:15 PROCUREMENT LEADERS WELCOME
11:20 CHAIR'S INTRODUCTION
Claudia Viohl, SVP Supply Chain/Corporate Procurement (Chief Procurement Officer), E.ON

11:30 BUSINESS STRATEGY
HEADLINER KEYNOTE CASE STUDY More than strategic partners: Driving business opportunities and being innovators and anticipators
- How procurement integrated its role within the business
- Understanding the needs of different business units and focusing on value adding opportunities
- How to embed organisations together and set up agile teams to work towards common tasks
- What systems should we use to help us with this?

Hosted by: Amazon Business

12:00 BUSINESS STRATEGY
CASE STUDY Procurement transforming offshore wind energy through end-to-end business alignment
At Vattenfall, the Procurement function for the wind business went through a radical transformation in the last 18 months, from a high performing saving machine to true value creator enabling unparalleled commercial success in the offshore wind industry. This was achieved through end-to-end business alignment including:
- Business centric organization setup and ways of working to ensure efficiency and alignment
- Deep engagement with key functions of such as engineering, project management, finance, risk and maintenance
- From savings to TCO based evaluation process that mirrors business metrics
- Transparency to suppliers about impact of their offer on the various facets of the evaluation

Benoit Lavinal, Wind Project Procurement Director, Vattenfall

12:30 Networking Lunch

AGENDA SUBJECT TO CHANGE
For speaker enquiries contact Emily Peacock, e.peacock@procurementleaders.com
For booking enquiries contact Fouad Katat, delegates@procurementleaders.com
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<th>Time</th>
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| 1:30  | BUSINESS STRATEGY               | ROUNDTABLE Aligning with changing business needs  
- How does procurement engage?  
- How to understand what you're buying and why, when the business will need it, and if the needs vary depending on the region  
- Developing questionnaires to understand the needs of different business units  
- Matching the businesses needs to be agile |
|       | TALENT                          | ROUNDTABLE Acquiring, retaining and upskilling the right talent to optimize business alignment  
- What skills should we be teaching to fully understand business needs?  
- How do you teach soft skills and emotional intelligence?  
- How do we genuinely support the needs of the business and don't jump straight to solutions?  
- How to identify and harness the behaviours required to deliver change  
- How to develop your own training strategy  
Andrea Sordi, Sr Director Global Procurement Strategy Capability & Business Services, Mondelēz International  
Harry John, Senior Research Analyst, Procurement Leaders |
|       | CULTURE                         | ROUNDTABLE Changing cultures and mindsets within procurement first and then the wider business  
- Changing the language from 'procurement and the business' in silo to 'procurement as a business partner'  
- Conving other functions procurement can and wants to add value rather than purely delivering cost savings  
- How to get the business to come to you to leverage the networks and the partnerships you already have, rather than recreating the wheel themselves  
Senior Representative, Enel*  
Geraldine Craven, Principal Analyst, Procurement Leader |
| 2:15  | OPERATIONAL EXCELLENCE          | ROUNDTABLE A balancing act: Speed vs. robust processes  
- How to be agile and have fast reaction times to address the needs of the business swiftly, whilst ensuring compliance with policies and procedures  
- How can we educate the end users to help themselves with this and better utilise tools? |
|       | ORGANISATIONAL STRUCTURE        | ROUNDTABLE Which procurement operating models best solve business needs?  
- Moving from category focused to business unit and cross-functional project focused operating models to enhance alignment  
- Organising teams around competencies and projects  
- Having Centres of Excellence as specialists and general buyers within different business units to develop a more agile, dynamic, hybrid environment that doesn't lose specialities  
- Making sure the structure is replicated at all levels |
| 3:00  | PERFORMANCE METRICS            | CASE STUDY Moving from operational to value metrics  
- Standardising performance metrics of profitability improvement activities  
- Using a balanced score card to manage stakeholders and align to their objectives  
- Decentralising targets to shared objectives to accurately reflect successes of cross-functional collaborations |
|       |                                 | Matteo Stefani, Head of Non-Commercial Indirect, UCB |
| 3:30  | BUSINESS STRATEGY              | ACHIEVER CASE STUDY Procurement transformation during company evolution to align strategies and targets and gain a competitive advantage  
Senior Representative, Enel |
| 4:00  | FUTURE OF PROCUREMENT          | PANEL DISCUSSION Moving procurement up the maturity curve: What next for business alignment?  
- Procurement needs to be something different, but what? |
- What are the values we need to show?
- Where else can we align?
- What does the future of business alignment look like?
- Do we need to find different ways of working?

Gordon Tytler, CPO, Rolls-Royce
Sylvie Noel, CPO, Covéa Group
Bodo Bokaemper, VP Procurement Digitalization, BMW
Andrea Sordi, Sr Director Global Procurement Strategy Capability & Business Services, Mondelēz International
Christophe Van Riel, Vice President Procurement, Ecolab
Moderator: Claudia Viohl, SVP Supply Chain/Corporate Procurement (Chief Procurement Officer), E.ON

4:45 CHAIR’S CLOSING REMARKS & CLOSE OF STRATEGY DEEP DIVE
Claudia Viohl, SVP Supply Chain/Corporate Procurement (Chief Procurement Officer), E.ON

WPC WELCOME DRINKS RECEPTION
**SRM Strategy Deep Dive:**
**BUILDING RESILIENCE IN YOUR VALUE CHAIN**

In association with

SRM Strategy Deep Dive 2019 Chair
Chris Holmes, Global Head Procurement Strategy and Innovation, Novartis

SRM Strategy Deep Dive 2019 Speakers
Markus Mirgeler, Head of Global Procurement Services, Clariant
Hari Sundaresan, Chief Procurement Officer, BT Group
David Rae, Director Insights & Innovation, Procurement Leaders
Sebastian Blauel, Expert Risk Management, Risk Assessment / Purchasing Brose Group, Brose
Harm Veerkamp, Founder, AIE Company, and independent advisor, Procurement Leaders
Tony Joyce, VP Consumer & IT/BPO Outsourcing, BT Group
Marco Baren, Head Supplier Development, Supplier Sustainability, Risk management and Market Intelligence, Philips
Isil Altinkaya, VP Procurement Manager, Global Procurement, Bank of America Merrill Lynch
Otto Kocsis, Principal Engineer Business Resilience, Zurich Insurance Company Ltd.
Heiko Schwarz, Managing Director and Co-Founder, riskmethods
Delf Bintakies, Director Risk & Sustainability in Procurement, Bayer

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<td>11:15</td>
<td>PROCUREMENT LEADERS WELCOME</td>
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</table>
| 11:20 | CHAIR’S INTRODUCTION | Stepping up the maturity curve with supplier relationship management (SRM) and supply chain resilience  
Chris Holmes, Global Head Procurement Strategy and Innovation, Novartis |
| 11:30 | ACHIEVER PRESENTATION | Project ARGOS – Combining artificial and natural intelligence to mitigate risk  
Sebastian Blauel, Expert Risk Management, Risk Assessment / Purchasing Brose Group, Brose |
| 12:00 | ACHIEVER PRESENTATION | BT’s approach to Third Party Risk Management and Supplier Relationship Management  
- Our approach to supply base segmentation (17k suppliers across 10/11 key risks)  
- Model adopted to prioritise and manage critical suppliers and risks (TPRCC and SRM)  
- Examples of where BT is world class (Sustainability and Cyber Security)  
Hari Sundaresan, Chief Procurement Officer, BT Group |
| 12:25 | VISIONARY PRESENTATION | Unlocking the next level of value in SRM: Growing strategic, competitive advantages via supplier collaboration  
- Unlocking the next level of value in SRM: Growing strategic, competitive advantages via supplier collaboration  
- Strategic advantages, from supply security in times of scarcity to early access to innovation.  
- How to strengthen engagement with the right suppliers and what makes the right customer  
- Supplier Enabled Innovation: Stretching SRM to co-create and harness the power of supplier innovation  
Harm Veerkamp, Founder, AIE Company  
David Rae, Director Insights & Innovation, Procurement Leaders |

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| 12:55 | PANEL DISCUSSION What strategies and tools are you using to enhance your global risk radar and accelerate your early detection of risk? | Markus Mirgeler, Head of Global Procurement Services, Clariant  
Isil Altinkaya, VP Procurement Manager, Global Procurement, Bank of America Merrill Lynch  
Otto Kocsis, Principal Engineer Business Resilience, Zurich Insurance Company Ltd.  
Heiko Schwarz, Managing Director and Co-Founder, riskmethods  
Moderator: Chris Holmes, Global Head Procurement Strategy and Innovation, Novartis |
|       |                                                                          | Hosted by: riskmethods                                                                                                                     |
| 1:35  | Networking Lunch                                                        |                                                                                                                                              |
| 2:35  | WORKSHOP How risk insights strengthen your SRM strategies in a digital age | Heiko Schwarz, Managing Director and Co-Founder, riskmethods  
Hosted by: riskmethods                                                                 |
| 3:10  | ROUNDTABLE Managing cyber security within the supply chain               | Tony Joyce, VP Consumer & IT/BPO Outsourcing, BT  
ROUNDTABLE Achieving added value through supplier enabled innovation  
David Rae, Director Insights & Innovation, Procurement Leaders |
| 3:45  | ACHIEVER PRESENTATION From transactional compliance to collaborative improvement | Dylan McNeill, Director Supplier Sustainability, Philips |
| 4:15  | CLOSING ACHIEVER PRESENTATION Digital Supply Chain Risk Management       | Delf Bintakies, Director Risk & Sustainability in Procurement, Bayer  
4:45   | CHAIR’S CLOSING REMARKS & CLOSE OF STRATEGY DEEP DIVE                   | Chris Holmes, Global Head Procurement Strategy and Innovation, Novartis |
| 5:00-7:00 | WPC WELCOME DRINKS RECEPTION  |                                                                                                                                             |