

GLOBAL SOURCING SUMMIT

NASHVILLE, TENNESSEE

Nashville...named one of the Top 5 Travel Destinations in the World for 2013 by Conde Nast Traveler



SIG

1-3 April 2014

A three-day event for sourcing, outsourcing and procurement professionals, packed with executive roundtables, general sessions, workshops, breakout sessions and networking events

Global thinking

Collaborative
Collegial
Informative
Innovative
Non-commercial
Relationship-building
Game-changing

REGISTER NOW

sig.org/summits-nashville



2 executive roundtables, 3 days, 4 keynotes, 5 tracks, 50 breakouts, multiple networking opportunities



Engaging sessions
buy-side speakers
thought leaders



350-450 peers
cross-function
cross-industry



Tangible results
implementable
solutions
identifiable savings

Registered Summit delegates represent senior-leadership from all industries, primarily from the sourcing, outsourcing and procurement functions but, IT, legal, HR and finance benefit from the open dialogues as well

WHO ATTENDS

Ann Inc.
Arizona State University
BMO Financial Group
Boeing
Caesars Entertainment
Capital Group Companies
CSAA Insurance Group
Discover Financial Services
Equifax
Fidelity Investments
Friedkin Companies
Google
HBO
Honda of America
Intermountain Healthcare
McDonald's

Microsoft
Mylan
Nationwide Insurance
New York Life Insurance
Northwestern Mutual Life
Pacific Gas & Electric
Pepsico
PNM Resources
Target
Travelers
UBS
UnitedHealth Group
University of Tennessee
Vail Resorts
Visa
Wellmark



Chief Procurement Officer
Chief Procurement Officer & Vice President
Chief Sourcing Executive
Chief Sourcing Officer
Chief Strategy Officer
Director, Enterprise Sourcing
Director, Global Indirect Procurement
Director, Procurement
Group Manager
Group Manager, Supply Chain
Head of Procure-to-Pay
Head of Sourcing Center of Excellence
Managing Director, Productivity Strategies
Senior Director
Senior Vice President, Global Sourcing
Senior Leader
Unit Leader
Vice President, Strategic Sourcing
Vice President, Supplier Management
Vice President, Corporate Procurement
Vice President, Business Services
Vice President, Head of Global Sourcing

Roughly half of the Summit delegates are in senior management positions, with 70% director level or above

Sample Breakout Session Tracks and Topics

Sourcing

Outsourcing

Talent
Organizational
Development

Performance
Governance
Risk Management

Workshops

Shifting The Sourcing Equation At Weight Watchers: A Healthy Way To Slim Down Cost

The Legal Eagle: Managing Legal Spend - Legal Operations Versus Strategic Sourcing

Creating A (Not So) Risk Business: Mitigating Contingent Labor Compliance Challenges

Taming the Beast: Using Channel Strategies To Reduce Processing Complexity And Increase Control

Priming Up Your Pricing Model Prowess: Turning "Making What You Pay For" Into A Reality

Kicking It Up A Notch: Taking eProcurement To The Next Level At Monsanto

Slash And Burn: Cutting 25% Of Your Costs Through Managed Services

Strategies And Trends For Future-Proofing Your Workforce

Effective Supplier Risk Management: Lightning Up And Tightening Up

Innovation In Stakeholder Management: How A Human Touch Can Improve Engagement

Organizing Chaos: Creating A Center-Led Procurement Organization Amidst Geographic And Cultural Diversity

David And Goliath: How Big Corporations Do Deals With Small Social Media Companies

Creating A Winning Playbook That Aligns Business, Finance And Strategic Sourcing

Batten Down The Hatches: Transitioning To Global Supplier Management

The Holy Grail Of Workplace Strategy: Measuring Productivity Successfully

Presenting Companies

Arizona State University	Monsanto
BMO Financial Group	Nationwide Insurance
Boeing	Nissan Motor Company
Charles Schwab	Novartis Institutes
Cisco	Philips
Google	Puget Sound Energy
Hatch	PwC
Honda of America	Salesforce
Huntington National Bank	Southwest Airlines
Iron Mountain	State Street
JP Morgan Chase	University of Tennessee
KeyBank	Visa
Microsoft	Weight Watchers

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