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# 10th P2P

## PROCURE-TO-PAY

www.procuretopayevent.com

Progressing and Sustaining the Purchasing and Payables Processes from End to End

February 27th-29th, 2012 | San Diego, CA

Connect with Procurement, Purchasing and AP professionals for invaluable peer-to-peer insight on today and tomorrows best P2P practices, including:

- ✓ **Optimizing Spend Management and Cash Flow** Through Strategic Supply Contracts and SAS software
- ✓ Achieving Compliance With **Leading-Edge P2P Metrics**
- ✓ **Next Generation P2P:** Preparing for Key Challenges in Tomorrow's Global Economy
- ✓ **Strategic Sourcing:** Onshore & Offshore - Managing Risks and Qualifying Benefits
- ✓ **Leveraging dynamic discounting functionality:** Leveraging Innovative and cost efficient ways to find cost reduction and dynamic discounting to improve cash flow
- ✓ **P2P In the Cloud:** Success Stories for Adopting & Implementing Advanced Automated & IT Solutions



Featuring P2P Leaders from the Following Companies:



Eric Jones, Director of Corporate Payables; Vendor Solutions and International Payments, **Lowes Companies, Inc.**

NEW



Shannon Brown Director of procurement **NIKE**

NEW



Jerker Gunnarsson Head of Americas Procurement & Tools **DHL**

NEW



Jeff Fiorini Program Manger for P2P Roadmap **HEWLETT PACKARD**

NEW



Richard Darnold Vice President of Strategic Procurement **Boyd Gaming**

NEW



Daron Whisman Director of Financial Services & Supply Chain Management **MEMORIAL HERMANN**

NEW



Jeanne Raub Sr. Manager of Procurement and Payables **ASTELLAS PHARMACEUTICALS**



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# 10th P2P<sup>TM</sup>

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Dear P2P Executive,


In any economic climate companies are always looking to cut cost and increase efficiency. With the global economy growing it is becoming necessary for many companies to increase their reach while reducing costs to compete.

**Progress in technology has led to even the smallest of suppliers and distributors needing a global reach to stay competitive.** In light of the global economic uncertainty, business organizations, large and small, are looking for business wide strategies to cut costs and improve process efficiency while trying to connect to as many customers as possible. Significant advances in P2P services and technology, and an increased traction in the widespread adoption of P2P shared services, are key indicators that business organizations are increasingly recognizing the strategic benefits of working towards improving both internal and external P2P processes. In many cases the need to establish a P2P strategy is essential to maintaining progress in today's business.

**In this conference you will not network over donuts and orange juice, nor will you endure a summit of just companies' examples to try and imitate.** In this summit you will interact with your colleagues to discuss strategies to solve common issues that can arise in your company. You will gain hands on problem solving generation with other professionals in your company's industry and those from others in round table discussions. You will learn in our workshops how to plan to start or progress your P2P strategy and how to negotiate contracts that will protect it.

**There will be presentations on how to measure your P2P performance and prepare for the future of P2P.** Align your company's goals with strategies to achieve them through P2P. Create inner communication channels that will connect multiple departments to increase cohesive focus. The P2P process creates the opportunity to extract a multitude of benefits. Extracting the maximum amount of return on the investment of this process is what could separate your company from where it is now and where it wants to be. **Check out HP, Home Depot, Lowe's, DHL and more on how they handle these pressures.** The 10th Annual Procure to Pay Summit, February 27th-29th in San Diego, is your chance to take away practical information to benefit your department and organization as a whole to achieving its goals.

Kind Regards,

  
Matt Barber  
Program Director  
Matt.Barber@iqpc.com

*P.S. Maximize your learning experience by attending our Workshop series! See page 3 and register today!*

### Who Will You Meet?

In addition to P2P VPs, Directors, Managers and Process Owners, you will also meet...

#### Procurement Function

VPs, Directors and Managers of:

- Procurement
- Purchasing
- Procurement Shared Services
- Sourcing
- Strategic Sourcing
- eSourcing/eProcurement
- Supplier/Vendor Management

#### Payables Function

VPs, Directors and Managers of:

- Payables
- Accounts Payable
- Finance
- Finance Operations
- Finance Transformation
- Finance Shared Services
- Payment Services
- Financial Operations
- Financial Reporting
- Requisition

### About the Organizer:



The Shared Services  
& Outsourcing  
Network (SSON) is

the largest and most established community of shared services and outsourcing professionals. We provide the roof under which key industry experts and organizations share their experience, knowledge and tools, and your practitioner peers connect with other all over the world, face to face and online. SSON focuses on developing its members through providing training, tools, and networking opportunities. Our staff works from international offices in New York, London, Singapore, Sydney, Johannesburg, Berlin and Dubai to research current trends and developments in shared services.

### Sponsorship and Exhibition Opportunities

Sponsorships and exhibits are excellent opportunities for your company to showcase its products and services to high-level, targeted decision makers attending the 10th Procure-to-Pay Summit. IQPC and the SSON help companies like yours achieve important sales, marketing and branding objectives by setting aside a limited number of event sponsorships and exhibit spaces – all of which are tailored to assist your organization in creating a platform to maximize its exposure at the event.

For more information on sponsoring or exhibiting at this or upcoming events, Please contact Anil Persaud at 1 (212) 885-2730 or Anil.Persaud@IQPC.com

*"Excellent presentations! Good job of identifying problems and implementing the new procedures"* - Cooper Standard Automotive

*"Illustrated common problems - Excellent"* - Director, Global Financial Shared Services – Motorola

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# PRE-CONFERENCE WORKSHOPS

## Monday, February 27th, 2012

Our pre conference work shop series are lead by dynamic leaders that have proven techniques and strategies that will provide benefits that you can take and implement at your own company. Get in depth learning and development solution applications that can progress your own expertise.

Separately Bookable

9:00-11:00 8:30 Registration for Workshop A

### **A** The 8 Pitfalls Of Accounts Payable Automation: Author Chris Elmore Discusses the proper strategies to developing your P2P process without falling in one of the common pitfalls

Getting the paper out of the Accounts Payable process is not a new idea; however, with the rise of the internet and the adoption of web based technology middle to small market companies are looking at investing in an Automated Accounts Payable solution. Even larger companies desire to improve an existing Automated AP process. With change come questions... . What service provider or solution is best for my company? How do I know if I am getting what I want? Who will benefit of automation? Does my company have the time to make a change? With unanswered questions comes fear and delay of making a decision. Companies know that one day AP Automation will be the norm and we will wonder how we operated with all that paper. This workshop is dedicated to helping you ask the question that need to be asked to find the right time, service provider, project plan and most importantly GOALS to ensure that your company's Accounts Payable Automation project is a success

#### What will be covered:

- What is AP Automation and Current State
- Evaluating Best Practices (not every best practice is best for every company)
- Laying the ground work for successful goal setting
- Find your current cost

#### How will you benefit:

- Know your automated cost (ROI)
- Live Case Studies on New Time use
- Change management factors and things to consider (especially the vendor)

Workshop Leader:

**Chris Elmore**, Author, "The 8 Pitfalls of Accounts Payable Automation"

11:30-1:30 11:00 Registration for Workshop B \*Lunch Will Be Served\*

### **B** P2P Contract Negotiation: Protecting your company from start to finish

In entering into any contract or lease, a company must look to protect itself. Clearly defining what you expect from your vendor today and ensuring that is communicated clearly enough extremely important in protecting your company's interests and optimizing the investment today and into the future. In these tough economic times, protecting your financial investment (time & money) is even more valuable and something that should not be ignored.

#### What will be covered:

- Establishing what your companies needs upfront and ensuring the vendor is clearly obligated under the contract or lease to provide them
- Crafting metrics to monitor and measure all aspects of your P2P process to value the benefits to be achieved
- Pricing, support, termination and supplier management

#### How will you benefit:

- Acquire abilities to create a contract that provides a full circle solution for your company, as well as protects your business goals
- Establishing what you expect from your P2P strategy now rather than establish what you needed later
- Cultivate strategies to structure your contracts and negotiations to fully benefit your company now and in the future

Workshop Leader:

**Robert F. Connolly**, MST, Co-Managing member, **BC Compliance Group, LLC**

2:00- 4:00 1:30 Registration for Workshop C

### **C** Leveraging Shared Services And Cutting Costs In The Global Economic Downturn

Moving P2P into Shared Services is becoming an increasingly popular strategy for organizations looking to cut costs in this global economic downturn. Regardless of whether your organization is currently outsourced to a third party (or considering it), or considering consolidating it into an internal centralized shared services operation you will benefit, it is vital to remain aware of the processes, tactics and metrics which will allow your organization's shared service strategy to remain sustainable and succeed. In this workshop, explore, discuss and investigate a variety of shared services models which have proven to cut both soft and hard costs.

#### What will be covered:

- Shared Services: How to make this work for your organization
- Cutting costs and improve P2P efficiency

- Achieving cooperation from the bottom up and top down to achieve immediate ROI

#### How will you benefit:

- Recognize cost cutting efficiencies by developing a personalized shared services strategy
- Deliver supplier and purchasing value through implementing key metrics and industry relevant KPIs
- Categorize key stakeholders affected by change and clearly communicate explicit long term benefits

Workshop Leader:

**Scott Walls**, Procurement Specialist, **SRM +**

# DAY 1 MAIN CONFERENCE

Tuesday,  
February 28, 2012



8:00 Registration & Coffee

8:55 **Chairperson's Welcome and Opening Remarks**

9:00 **Improving Divisional Processes And P2P Automation**  
Business organizations, big and small, continually recognize the value of moving towards advanced P2P Automation. However, persistent issues with internal push back, and a lack of compliance from external partners unnecessarily impact the ability for all businesses to fully leverage the scalable benefits of P2P automation. In this session, review the challenges that have impeded widespread adoption of P2P automation:

- Identify industry tried and tested benchmarks for change
- Achieving a complete end to end process through purchase and payable integration
- Streamline communication processes to penetrate common information silos and prevent inter departmental errors

Eric Jones  
Director Corporate Payables;  
Vendor Solutions and International Payments  
**Lowes Companies, Inc.**

Keynote

10:00 **P2P Shared Services; Lessons Learned And Strategies For Success**

In a time when strategic cost cutting and enhanced process efficiency are fundamental measures, which are required to help organizations achieve a better bottom line, adopting shared services for P2P can be among one of the most rewarding decisions. But in that same breath it can also be a disastrous one! In this panel discussion, learn from the trials and tribulations of a cross industry variety of shared services experts who will discuss and provide insight into the most crucial aspects of how to make P2P shared services work within your organization:

- PROS & CONS: Assess the long-term results of moving P2P towards shared services
- Recognize and address the fundamental challenges for using shared services in a multi-national P2P operation
- Maintaining shared services efficiency in the face of corporate downsizing and enterprise wide cost cutting

Jeanne Raub  
Assistant Director of P2P Operations  
**Astellas Pharmaceuticals**

10:45 Morning Networking & Refreshment Break

11:15 **Interactive P2P Solution Process: Learning From Your Colleagues**

How do your colleagues, in and out of your company's industry, evaluate and solve issues in the P2P process? What professionals can learn from each other is largely untapped when networking. Everyone approaches how they would solve an issue differently. Professionals within the same industry may approach the solution in generally the same manner but what about how colleagues from another industry might approach it? What can be learned from the process that P2P professionals from other industries use? Their knowledge and insight could have a direct impact on issues that you face in your own industry.

Interactive

In this interactive session delegates and speakers will interact and work together in round tables to develop solutions to case studies. They will first work with colleagues from within their same industry and then be split up into teams comprised of a mix of industries. Each table will also include a speaker as a table and discussion leader:

- In what way do we approach issues in P2P and how do we manage our employees to implement a solution?
- Classify ways that other people in and out of your specific industry approach the P2P process
- Develop new strategies for solving issues in the P2P field
- Network and learn hands on with other colleagues how they solve issues in their company and industry to positively affect your own

Chairman to present Case study and organize

Round Table Leaders:

- Table 1:** Eric Jones, Lowes Companies, Inc.  
**Table 2:** Jeanne Raub, Astellas Pharmaceutical  
**Table 3:** Deborah Schad, The Home Depot  
**Table 4:** Jerker Gunnarsson, DHL

Interactive

12:45 Networking Luncheon

1:45 **Optimizing Spend Management And Cash Flow Through Strategic Supply Contracts And SAS Software**

Negotiating strategic supply contracts with vendors can be difficult at best. But in this trying economic climate, more and more suppliers are willing to negotiate significant discounts and provisions to ensure secure long-term contracts. In this session, identify how your organization can increase cash flow and optimize spend management through engaging in successful negotiations for strategic supply and delivery contracts:

- Set up a successful Buy Channel Strategy to optimize your cash flow
- Incorporate capital procurement into catalogue initiative: spot purchase order vs. utilization of catalogue, or open type functionality
- Negotiate contract discounts and incentives for entering into P2P associated supply networks
- Leveraging SAS benefits in the supplier relationship

Deborah Schad  
Manager of Financial Operations  
**The Home Depot**

SAS Software

2:30 **Leveraging Advanced Electronic Document Management To Automated P2P and Error Resolution**

Electronic document management and automated workflows are recognized as the cornerstones of a successful P2P operation. However, achieving 100% compliance, and reducing the combined impact of human and machine error can be difficult. In this session, learn about some of the errors or issues encountered in this implementation, as well as steal ideas that enabled a successful implementation. The result was to rather painlessly implement AP best practices in the new automated P2P payment process and achieve overall organizational efficiency due to the AP electronic document management solution:

- Accounts Payable Problems Trying to Solve – Sempra's Solution Vision (A three phase project – Imaging & Workflows/Third Party Portal/Supply Management Relationship)
- Recap of First Phase – Imaging & Workflow
- Challenges:
  - Vendor Relation (Capabilities/Defining Requirements)
  - Project Schedule
  - Technology (Maturity/Integration)
  - People and Process (Change Management/Training – Both Internal

Leveraging

Leveraging

- and External)
- Benefits: What have we realized?

Steven Yevchak  
 Director Financial Systems and Business Controls  
**Sempra Energy Utilities**

3:15 Afternoon Networking & Refreshment Break

Metrics Focused

### 3:45 Achieving Compliance With Leading-Edge P2P Metrics

What metrics and KPIs does your organization utilize to monitor P2P performance and efficiency? Are they working? And how can they be improved? In this panel discussion, critically investigate P2P metrics and understand how your organization can implement the latest metrics and performance measurement techniques to improve all aspects of the P2P work cycle:

- Preventing repeat payments and missed payments
- Ensuring invoices are paid on time while taking advantage or early payment discounts and avoiding late payment penalties
- Effectively managing non-PO Invoices and preventing fraud

Jerker Gunnarsson  
 Head of Americas Procurement & Tools  
**DHL**

### 4:30 Corporate Governance Of P2P Optimization

In the P2P cycle, effective corporate governance is imperative for ensuring that all transactions remain transparent - and that compliance and accountability are clearly linked back to all relevant stakeholders within and beyond the organization. In this session, critically explore a variety of actionable strategies, that will increase process efficiency, and generate enterprise wide savings, through the adoption of best practice in P2P corporate governance:

- Advancing strategies to audit and evaluate strengths and weaknesses of P2P governance in your organization
- Promote executive awareness to the benefits of change and create actionable strategies to improve internal and external buy in
- Implementing a dedicated internal Procurement function and department; learn how to identify the right skillsets and candidates for procurement recruitment and professional development

Daron Whisman  
 Director of Financial Services & Supply Chain Management  
**Memorial Hermann**

5:15 Close of Conference Day One

# DAY 2 MAIN CONFERENCE

Wednesday,  
 February 29, 2012



8:30 Registration & Coffee

8:55 Chairperson's Welcome and Opening Remarks

### 9:00 Re-engineering your Source to Pay Process to achieve maximum value

Successfully integrating your S2P process, to achieve the greatest efficiencies and effectiveness, can sometimes mean taking a step back and evaluating what works and what doesn't work with your current process. Do you have the right people, technology, and processes to support your company's strategic imperatives? In this session, learn how Nike has elevated performance, by prioritizing the evaluation of their current S2P processes & technology by:

- Engaging with a LEAN expert to analyze current state of S2P processes across Nike, globally
- Identifying pain points from within the Procurement & Accounts Payable team, as well as those of their customers in the business
- Establishing a solid business case & gaining buy-in from the right stakeholders
- Creating a 3-year technology roadmap
- Employing effective transition management & Executing performance management to measure true value delivered

Shannon Brown  
 Global Procurement  
**Nike**

Keynote

### 10:00 Next Generation P2P: Preparing For Key Challenges In Tomorrow's Global Economy

Automating your AP department is a huge achievement, but what's the next step for organizations that are ready to advance their journey? For HP, it meant leveraging their existing automation to create additional value by developing a 5-stop vision that aligned different departments and goals to establish end-to-end metrics. In this session, find out how HP crossed organizational boundaries to build an end-to-end P2P roadmap for establishing a supplier collaboration portal, improving contract compliance, and taking advantage of dynamic discounting.

Jeff Fiorini  
 Program Manger for P2P Roadmap  
**Hewlett Packard**

Next Generation P2P

10:45 Morning Networking & Refreshment Break

### 11:15 Interactive Discovery: Is Your Company Prepared For The Future Of P2P?

*Determine how companies in other industries are planning for the future of P2P*

The rapid growth of the global economy has forced companies to look ahead more than ever. Technology is progressing exponentially and companies unable to adapt will be left behind. The ability for companies to progress with these changes is essential to maintaining competitiveness in an ever growing market of competitors. In this second interactive session delegates will be placed at new non-industry round tables with day 2 speakers as their leaders. There will be a case study presented to each group. Then there will be an open discussion on how this would affect each delegate's industry and

Interactive

how they would be prepared to handle it. After this initial discussion the group will be split up and go to their industry specific table(s) to compare further:

- Discuss strategies that you & your colleagues are using to prepare for an ever changing business environment
- Creating in depth strategies on preparing for future changes in P2P

Round Table Leaders:

**Table 1:** Jeff Fiorini, Hewlett Packard

**Table 2:** Steve Wise, Broadcom

**Table 3:** Richard Darnold, Boyd Gaming

**Table 4:** Shannon Brown, Nike

Interactive

12:45 Networking Luncheon

## 1:45 P2P In The Cloud: Success Stories For Adopting & Implementing Advanced Automated & IT Solutions

Moving from often out dated legacy systems, to advanced cloud based P2P solutions is a lengthy and challenging undertaking. However, there remains no doubt that the explicit benefits of adopting e-Procurement and e-Invoicing in the cloud offer the wide variety of P2P stakeholders significant returns and benefits. In this session, learn key lessons in P2P cloud integration and adoption from an organization which has achieved success:

- Consolidating P2P system into a single e-Invoicing and e-Payment management cloud: a user case study
- Securing sensitive data through external networks and preventing fraud and duplicate payments
- Phasing out redundant processes and legacy systems

Richard Darnold

Vice President of Strategic Procurement

**Boyd Gaming**

## 2:30 Strategic Sourcing: Onshore & Offshore - Managing Risks And Qualifying Benefits

In today's fast paced, globally connected marketplace, digital communications technologies and flexible trading regulations have drastically increased the amount of opportunities available for business organizations to leverage the benefits of strategic sourcing relationships both onshore, and offshore. However, the end result of engaging in these relationships can frequently uncover a trail of previously unidentified issues and problems, which could ultimately

Sourcing

outweigh the benefits of the initial value proposition. In this session, learn how to pre-empt the risks, and quantify the benefits of strategic sourcing:

- Eliminating non-value added services in contract negotiation
- Apprehend how the economic growth of Asian offshore sourcing destinations will impact P2P
- In what way will the changing value of the Chinese Yuan currency will impact sourcing globally
- Assess the benefits of onshore and near shore sourcing in the changing global economy: the possibilities of returning sourcing to non union labor states, and looking at popular near shore alternatives such as Mexico

Steve Wise

Global Sourcing Manager

**Broadcom**

Sourcing

3:15 Afternoon Networking & Refreshment Break

## 3:45 Leveraging Dynamic Discounting Functionality: Leveraging Innovative and cost efficient ways to find cost reduction and dynamic discounting to improve cash flow

As is the progression of any business field, game changers arise from ideas. Dynamic discounting is what makes the P2P process pay for itself. Discuss ways to go about achieving dynamic discounting and leveraging it to improve the P2P strategy and cash flow in your company. Identifying and measuring new functions in dynamic discounting will always make sure your getting the most return on your investment. Leveraging these dynamic discounts with suppliers may also be a way to get gain better contracts as at lower prices.

- In what ways are dynamic discounting being leveraged at your company?
- Measuring metrics used to define dynamic discounting used in your P2P lifecycle
- How to identify leveraging abilities and out of the box functions of dynamic discounting

Michael Cooper

Director of Sourcing and Procurement

**Walt Disney Company**

4:30 Close of Conference Day Two

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Workshops	\$549		

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Workshops	\$549		

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