

7<sup>th</sup>

# P2P<sup>TM</sup> Summit

## PROCURE-TO-PAY

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July 27-29, 2009 • Hyatt Cambridge, Boston Metro Area

Leveraging Current Opportunities around Corporate Spend Management whilst Minimizing the Impact on A/P

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**Kenneth Mitchell**  
Vice President, Purchasing Operations, FX Corporate Agreements  
**Xerox Corporation** – **NEW!**



**Debbie Prinzler**  
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**Daron Whisman**  
Director of Finance  
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Benchmark Your Purchasing and Accounts Payable Processes Against these Success Stories:

Anders Lillevik, Chief Procurement Officer, WEBSTER BANK **NEW!**

Bart Burza, Americas Indirect Procurement Manager, DOW CORNING **NEW!**

Sandy L'Herault, Director, Purchasing & AP, FAIRVIEW HEALTH SERVICES **NEW!**

Eric Jones, CPA, Corporate Payables Payment Services, LOWE'S COMPANIES **NEW!**

Robert Bendl, P2P Lead, LOCKHEED MARTIN CORPORATION **NEW!**

Kate Short, Senior Sourcing Manager, CARGILL **NEW!**

Jennifer C. Alley, Director of Cash Processes, OSI RESTAURANT PARTNERS **NEW!**

Jessica Hill-Johnson, Director of Financial Disbursements, AMGEN

Karen Author, Accounts Payable Manager, VENOCO, INC **NEW!**

Debbie Rich-Walker  
CAPP, Senior Manager of Financial Operations, Merchandize & Payable Services, THE HOME DEPOT **NEW!**

Jerker Gunnarsson, Director, Procurement Solutions Group, DHL GLOBAL BUSINESS SERVICES

### Attend this Conference and Learn How to:

- **Minimize your company spend** by transforming your sourcing practices, taking advantage of global procurement and optimizing AP functions
- **Identify and develop new sourcing and purchasing strategies** by taking advantage of current market conditions and new e-procurement technologies
- **Eliminate errors and tackle the complexity of payment methods** by enhancing visibility, compliance and control in your company's procurement practices
- **Achieve significant cost savings** by applying Strategic Sourcing and re-negotiating current contracts
- **Create World-Class Accounts Payable Processes** by leveraging next generation easily adoptable technology and solutions

### New at this Summit

- In-depth coverage of various AP optimization approaches: Centralization, Outsourcing and Automation
- New emphasis on Strategic Sourcing and Global Procurement
- New Techniques and Tools for Maximizing Supplier Relationships in Procurement and Efficiently Expediting Supplier Payments in AP

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# P2P<sup>TM</sup> Summit

## PROCURE-TO-PAY

Dear Colleague:

Most companies recognize the importance of a cohesive Sourcing and Procurement strategy and its affect on the Accounts Payable function. Yet all too often, companies are either too cautious or too quick in developing new strategies in the light of the current market situation which leads to unrealized potential in both Procurement and A/P.

**But the challenge remains – what is the best way to take advantage of the lowest ever prices and negotiate or re-negotiate contracts ensuring better payment terms and at the same time not overloading A/P departments with double or triple the work load?** How to on one hand realize all the benefits that the current market provides for the procurement and on the other hand not to put too much pressure on your suppliers? How to optimize current A/P functions at the same time not spending too much money on expensive solutions?

7th Procure-to-Pay Summit will help you to look at various components of the P2P cycle and to develop a cohesive strategy for your company's sourcing, procurement and A/P functions taking advantage of new exciting opportunities that exist in the current market!

Mark your calendar for July 27-29, 2009. Seats are limited, so call 1-800-882-8684 to save your spot today.

I look forward to meeting you in Cambridge!



Oksana Shubchinskaya  
Conference Director  
IQPC

*PS. Maximize your learning by attending our interactive workshops! See page 7 and sign up today.*

### About Our Sponsors:



**iPayables** is a leading provider of Internet invoice delivery services and payment

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### Who Will Attend

VPs, Directors, Managers involved in:

- Purchasing/Procurement/Sourcing
- Accounts Payable
- Supply Chain Management
- Information Systems/Solutions
- Warehousing/Distribution
- Logistics
- Contract Management

### Sponsorship and Exhibition Opportunities

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For more information on sponsoring or exhibiting at the 7th Procure-to-Pay Summit, please contact Mario Matulich at (212) 885-2719 or [sponsorship@iqpc.com](mailto:sponsorship@iqpc.com).

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13th Annual North American  
**Shared Services  
& OUTSOURCING SUMMIT**

**September 28 - October 1, 2009**  
**Swissôtel Chicago, Chicago, IL**

**SSON** is proud to announce the 13th installment of its successful **Shared Services & Outsourcing Summit<sup>TM</sup>** series! Catering to all professionals involved with shared services and outsourcing, at every stage of adoption, this customizable program provides key knowledge that you can bring back to your organization. We have added new features for this year's event, including an Executive Agenda for Mature SSOs, as well as the expansion of the program tracks to include Smart Contracting for BPO Success. With 50+ industry leaders speaking directly to you during the program's new interactive formats, attendees will learn first-hand and up-close from some of the best in the field.  
[www.sharedservicesummit.com](http://www.sharedservicesummit.com)

8:00am – 11:00am (Coffee/Tea Served)

## A Transforming your Procurement Practices by Applying Best in Class Procurement Techniques and Technology

In the current economic climate, organizations continue looking for ways to realize greater savings and performance from their supply base and procurement function. However, procurement leaders have faced a number of impediments to attaining real transformational results: spend analysis is not performed comprehensively as part of a strategic program; there is little transparency in supplier costs leaving organizations at a disadvantage in supplier selection and negotiation decisions; organizations take a transactional sourcing focus and leave on the table the additional value that is available through Supplier Relationship Management and Category Management; investments in tools and technologies are not sufficiently paired with improvements to process and people skills; management incentives are not adequately aligned to drive full value in supplier negotiations and management; new policies and contracts are rolled out but compliance tends to be limited.

This workshop session will provide examples of management strategies and techniques that can help organizations enhance Sourcing and Procurement effectiveness to take advantage of the current market and prepare for future growth. Topics will include spend analysis strategies, applying advanced cost analysis techniques across the supply base, deploying Supplier Relationship Management, shifting an organization from transactional sourcing to sustained Category Management, and driving savings to the bottom line through better organizational alignment and compliance.

### Participants will learn how to:

- Manage the spend analysis process to obtain strategic value
- Deploy advanced cost analysis to target and realize additional savings
- Create and expand strategic Category Management and Supplier Relationship Management capabilities
- Maximize investments in technology through organizational and process alignment
- Manage compliance to policies and contracts
- How you will benefit from this workshop:
- Build a programmatic approach to Sourcing and Procurement analytics
- Drive additional cost savings and supplier value through effective Category and Supplier Relationship Management
- Align capabilities, incentives and policy compliance across the procurement process to optimize the value of your Procurement and Sourcing functions

**Workshop Leaders: Timothy Yoo, Director, Operations Practice, Archstone Consulting**  
**Ryan Graham, Manager, Strategy and Operations, Archstone Consulting**

11:15am – 2:15pm (Lunch Served)

## B Sustainable Change Management: Creating a Competitive Discriminator During P2P Redesign

Recognizing that your P2P needs to change is easy, enabling your organization in that plan for change is a difficult feat to overcome. The cornerstone to this is identifying, understanding, supporting and influencing key individuals or groups to ensure buy-in and then build your P2P redesign around a strong "commitment to action" with stakeholders. Though companies are driven by the need to consolidate and streamline their processes for greater returns, the risk of stakeholder concerns conflicting with project goals are a major barrier in the change management processes. This interactive workshop session will explore the keys to communication plans and how to be an effective, dynamic strategic communicator.

### How attendees will benefit:

- Accelerate 2-3 years of experiential learning into 6 months of finely-tuned management
- Ensure faster ROI by utilizing coaching to develop change management plans and how best to communicate them

- Learn how to sustain change through gaining strong senior management commitment and executing a strategy that is prepared to deal with new processes and or technology

### What will be covered:

- Repositioning highly skilled leaders capable of manning a specific stage in the P2P process and that is set to perform at high level
- Understand key metrics that show a strong correlation of this methodology in addressing organization change management needs
- Identifying key stakeholders affected by change and understand their needs and clearly articulate how this change help them.
- Identify P2P technologies that makes the learning and adaptation process more efficient and engage in e-learning

**Workshop Leader: P. John LaPorta, Service Area Leader: Americas, IBM Global Business Services**

2:30pm – 5:30pm

## C Assessing and Improving Your P2P Function through Key Performance Indicators, Controls and Audit

Even though streamlining and automation remain essential tools in improving operational efficiency from end to end, evaluating key indicators of the people and processes in place are the keys to transforming your P2P organization. During this interactive workshop you will learn about the ways to set up proper controls and ensure highest possible performance for both Procurement and AP.

### How attendees will benefit:

- Achieve cost savings and enable business agility by understanding key procure-to-pay KPIs
- Gain increased control over spend and realize real cost savings by putting the key indicators to work in your P2P operation

- Ensure stakeholder approval and support with quality performance-based metrics

### What will be covered:

- Realize process efficiencies by developing a personalized organizational model of the KPIs discussed
- Increase overall control of company spend with business dashboards
- Maximize supplier value and implement procurement solutions around metrics attained in Accounts Payables

**Workshop Leader: Debbie Hamel, President, Takecharge Technologies**

5:45pm – 8:45pm (Dinner Served)

## D Transforming your Accounts Payable Functions by Identifying and Deploying Best in Class Technologies: 5 Steps to Automating AP

Business transactions can be thought of as 'conversations,' where information is exchanged as documents, email messages, instant messages and fax transmissions. Effectively communicating with your customers, partners, and suppliers through any combination of these can be a significant challenge. Therefore, it should be no surprise that companies around the globe struggle to solve this problem without increasing their labour costs. This workshop will help you to identify a 5-step approach to automate an accounts payable operation, describing the typical costs of processing invoices manually and the saving that can be achieved with each of the incremental steps.

### How attendees will benefit:

- Achieve cost savings and enable business agility by understanding key procure-to-pay KPIs
- Gain increased control over spend and realize real cost savings through

putting the key indicators to work in your P2P operation

- Ensure stakeholder approval and support with quality performance-based metrics

### What will be covered:

- Realize process efficiencies by developing a personalized organizational model of the KPIs discussed
- Increase overall control of company spend with business dashboards
- Maximize supplier value and implement procurement solutions around metrics attained in Accounts Payables



**Workshop Leaders: Mary Ellen Mitchell, VP, Strategic Sourcing and Procurement, Softtek, Inc.**  
**Leslie Cedar, VP Business Development, Ketera**

7:15 **Registration and Coffee**

8:15 **Chairperson's Opening Remarks**

8:30 **KEYNOTE: Investing in P2P Process Optimization in Recessionary Times: Gaining enterprise buy-in to build infrastructure**

With the economic downturn making companies reluctant to invest in new infrastructure only the highest ROI projects are likely to make it through funding scrutiny. During this session you will learn how to:

- Identify main pain points in the whole P2P process to ensure the best P2P improvement strategy for implementing new infrastructure
- Determining timing, scope and effort needed to implement quickly and affordably for successful and sustainable ROI
- Use cutting –edge technology to optimize existing data and workflow
- Apply change management techniques to existing processes to ensure interdepartmental collaboration

**Anders Lillevik**  
Senior VP, CPO  
Webster Bank

9:15 **PANEL DISCUSSION: Bridging the Gaps Between Various Components of Your P2P Cycle: Strategic Sourcing, Procurement and Contracts, AP Automation and Payments**

During this interactive panel discussion you will have an opportunity to discuss with your colleagues the symptoms, root causes and recommended approaches to identifying and solving problems associated with the P2P process and will help you to answer these questions:

- What are the symptoms and root causes of the problems experienced by internal buyers and vendors?
- What are the best practices currently being employed by companies in the following areas: forecasting and planning of requirements, sourcing decisions in emergency/non-emergency situations, receiving products and documents, settlement and payment in accounts payable?

**Jerker Gunnarsson**  
Director, Procurement Solutions Group  
DHL GLOBAL BUSINESS SERVICES



**Kenneth Mitchell**  
VP Production Purchasing FX Acquired Products, Global Purchasing  
Xerox Corporation

10:00 **Morning Networking Break**

## Procurement Track

10:45 **PANEL DISCUSSION: Taking Advantage of Strategic Sourcing: When and Why do I Need to Re-evaluate my Suppliers' Base**

One of the greatest challenges for sourcing professionals today is to not overlook opportunities that the current market situation presents for them. Sourcing experts need to be able to move "fast" and be "smart" making decisions regarding who to buy from. During this interactive session, you will learn how to:

- Take advantage of low commodity prices in the US and abroad and their affect on overall procurement strategy
- Develop relationships with "key" suppliers through applying long-term contracts negotiations techniques
- Leverage dual-sourcing and other techniques to hedge the risks associated with poor financial standing of suppliers

### Panelist:

**Kate Short**  
Senior Sourcing Manager  
Cargill

**Damon De La Pena**  
Co-Founder and Managing Director  
BDM Consulting, Inc.

## AP Track

**Using Efficiency Measures to Drive Process Excellence in Your AP Organization**

The current economic environment has companies seeking ways to reduce costs 'at any cost'. An organizational focus on efficiency will allow Accounts Payable to lead the way in reducing costs without increasing risk. This presentation will examine steps that organizations of any size and level of automation can utilize to enhance efficiency including:

- Identify the difference in cost cutting and efficiency
- Identify and establish efficient metrics
- Use efficiency metrics to drive process change
- Use efficiency metrics to 'win' scarce resources



**Eric Jones**  
CPA, Corporate Payables Payment Services  
Lowe's Companies

11:35 **Applying Standard Processes and Automation Tools to Enable Non Production Procurement Efficiencies**

As procurement organizations are struggling with reduced budgets and increased work loads, significant IT initiatives are NOT available to move all business units to a common procurement ERP solution. Companies must begin to analyze the value of a sourcing and procurement shared service organization to reduce the duplicity of the non production procurement functions that currently reside on diverse procurement systems. During this session you will learn how:

- Analyze the key enablers for a procurement shared service organization
- Report KPI's to realize bottom line savings
- Adopt the best change management solution

**Jerker Gunnarsson**  
Director, Procurement Solutions Group  
DHL GLOBAL BUSINESS SERVICES

12:20 **Networking Lunch**

1:20 **Round Table Discussions: Effective Vendor File Management**

The need to manage your vendor file is clear; the benefits and how best to proceed are less obvious. This interactive round table will help you to learn how other companies address the latter — why and how they manage their vendor file.

**Jennifer C. Alley**  
Director of Cash Processes  
OSI RESTAURANT PARTNERS

2:10 **Consortium Bidding for Your Company's Indirect Spend: Pros and Cons**

Many companies today seek to drive costs down even more leveraging consortium bidding, specifically when it comes to indirect spend. However, the challenges of identifying the most appropriate partners, IT concerns and payment consideration make this approach very complex. During this interactive session you will learn how to:

- identify whether consortium bidding is right for your organization
- select potential consortium partners and potential suppliers
- perform the bidding

**PANEL DISCUSSION: Applying Appropriate Automation Tools: Going after smaller solutions to "bridge" gaps in your IT systems**

As AP departments are struggling with increased work load and are looking for the solutions that would help to "bridge" the gap between various components of the P2P cycle, selecting the appropriate IT solution is imperative. During this session you will learn how to:

- Analyze and the gaps in the P2P chain to identify necessary IT solution
- Identify the short list of solutions that could be deployed to optimize impact
- Adopt the best deployment solution

**Panelists:**

**Bart Burza**  
America Indirect Procurement Manager  
Dow Corning

**Debbie Rich-Walker, CAPP**  
Senior Manager of Financial Operations, Merchandise & Payable Services, The Home Depot

**Paul Kerins**  
VP Sales  
iPayables

2:55 **Afternoon Networking Break**3:25 **Designing, Implementing and Growing a Successful E-invoicing Strategy**

While many companies have leveraged technology to reduce cost and improve controls and visibility in their procurement processes, very few have successfully implemented e-invoicing and are still struggling from document drag. During this session you will learn how to:

- Identify best for your company e-invoicing solution
- Achieve seamless integration between new solution and existing IT systems
- Reap the benefits that come with automation, including reduced costs, increased accuracy, increased Accounts Payable productivity, improved cash management, and maximized discounts

**Debbie Rich-Walker, CAPP**  
Senior Manager of Financial Operations, Merchandise & Payable Services, The Home Depot

4:15 **Establishing Long-term Relationships With your Key Suppliers: Financial Support, Long-term Contracts and Sustainability**

In today's economy it is more important than ever to identify and develop long-term relationships with your key suppliers. In order to successfully achieve this, organizations need to develop internal spend strategy based on strategic imperatives of the whole enterprise. During this session you will learn how to:

- identify your key suppliers
- establish connections between strategic spend initiatives and goals and suppliers' offerings
- create long-term contracts leveraging long-term benefits for both sides

**Sandy L'Herault**  
Director, Purchasing & AP  
Fairview Health Services

5:00 **Closing Remarks of the Chairman**5:15 **Cocktail Reception**

# MAIN CONFERENCE DAY TWO Wednesday July 29, 2009

7:45 **Registration and Coffee**8:15 **Chairperson's Opening Remarks**8:30 **KEYNOTE: Recession-Proofing Your Supply Chain Through the Effective Integration and Optimization of P2P Processes**

Procure-to-pay processes are integral and one of the most important processes within any company's supply chain. During this interactive session you will not only understand the role and place of P2P processes within your Company's supply chain but also will learn how to:

- Establish standardized procure-to-pay processes for your inbound supply chain activities.
- Lower costs by increasing efficiencies and reducing data errors.
- Reduce inventory investment by shortening the procurement cycle
- Rapidly connect suppliers across many locations.

**Daron Whisman**  
Director of Finance  
Memorial Hermann Healthcare System

9:15 **KEYNOTE: Maintaining Procurement Excellence in Difficult Economic Times**

The Global economic downturn is putting pressure on all aspects of the P2P value chain. Procurement organizations specifically are in the position of driving significantly lower costs with suppliers who are also experiencing financial pressures; while at the same time purchasing organizations must maintain focus on supply continuity. But at this crucial time, purchasing organizations are also being directed to reduce headcount and lower spending for items such as travel.

The key to maintaining procurement excellence in challenging economic times is to ensure that your organization has the following capabilities in place:

- Global sourcing infrastructure to proactively identify and engage low cost suppliers
- Business process outsourcing processes to ensure that P2P activities are conducted in the most cost effective manner given the organization's strategy, competencies and scale
- Clearly defined and well integrated global policies and

procedures to ensure that purchasing (including supplier management) activities are consistently conducted in the most effective manner in every location

- "Should cost" estimation processes to support fact based negotiations for price reductions with suppliers?



**Kenneth Mitchell**  
Vice President, Purchasing Operations, FX Corporate Agreements  
Xerox Corporation

## 10:00 Morning Networking Break

### Procurement Track

#### 10:45 **PANEL DISCUSSION: Taking Advantage of Global Strategic Sourcing Opportunities**

Many multinational companies must be as effective and efficient as possible when sourcing abroad. In addition to that, global organizations must weigh the benefits from the lower prices against complex compliance-related issues and off-the contract costs. During this interactive-panel you will learn how other companies:

- Analyze various markets and develop a set of criteria based on the company's operational strategy and costs associated with potential projects
- Overcome the challenges with sourcing from Asia, eastern Europe and Latin America

**Kate Short**  
Senior Sourcing Manager  
Cargill

### AP Track

#### **Increasing the Efficiency of Your AP functions and Avoiding "Work Overload": Part 1 Outsourcing Techniques: What, When and How**

While many companies outsource their AP function to some extent, many recent developments in procurement drive companies to re-evaluate their outsourcing strategies. During this session you will learn how to:

- Determine how much of the P2P process should be outsourced
- Identify the "scope" of your outsourcing projects and your outsourcing partner by applying various data analytics techniques
- Establish proper control and compliance for your newly outsourced operations



**Jessica Hill-Johnson**  
Director of Financial Disbursements  
Amgen

#### 11:35 **ROUND TABLE DISCUSSION: Escalating the Success of Your Company Procurement Efforts by Setting up a Buy Channel Strategy**

Buy Channel strategy is one of the ways to bring your procurement function to the next level. It impacts many procurement and APV components. During this session you will learn how to:

- Develop successful buy channel strategy through EBP upgrade and Catalog initiative – Hubwoo
- Operational shift of transactions - enhance buyer role creating higher value work
- Incorporate capital procurement into catalog initiative: spot purchase orders vs utilization of catalogue or open quote type functionality; effective usage of procurement card



**Eric Jones**  
CPA, Corporate Payables Payment Systems  
Lowe's Companies

#### 1:20 **PANEL DISCUSSION: Increasing the Efficiency of Your AP Functions and Avoiding work Overload: Part 2: Centralizing AP functions**

As we all know moving from decentralized to centralized model can bring the necessary efficiencies and cost reduction. During this session you will learn how to:

- Identify efficiencies that centralized model can provide for your company and measure them against overall spend strategy of the enterprise
- Evaluate and choose centralized model deployment strategy that is appropriate for your organization
- Learn from "other companies mistakes" and "successes"

#### **Panelists:**

**Eric Jones**  
CPA, Corporate Payables Payment Systems  
Lowe's Companies



**Jessica Hill-Johnson**  
Director of Financial Disbursements  
Amgen

## 12:20 Networking Lunch

### Procurement Track

#### 2:10 **"Stepping into Vendors' Shoes": Assessment and Acceptance of Vendors' Proposals**

In order to get involved in the most efficient way, companies need to understand methods used to weigh proposals against each other.

- During this interactive session, you will be able to learn how to:
- Set up criteria for proposals review and assessments of the bids
- Perform the evaluation and choose the vendors with the "best deals"
- Identify potential problems and challenges: payment and delivery terms

### AP Track

#### **INTERACTIVE ROUND TABLE DISCUSSIONS: Choosing and Implementing Effective AP Automation Techniques - Overcoming Common Barriers to Paper-Free AP Processing**

When AP departments begin to implement new automation, there are certain obstacles that are bound to pop up. During these interactive round table discussions you will have the opportunity to discuss what are these common obstacles and how AP managers deal with them:

- post implementation ease-of-use and administration considerations
- ability of automation system to adapt to a company's growth, development and unforeseen events
- ability to facilitate changes



**Moderator:**  
**Karen Author**  
Accounts Payable Manager  
Venoco, Inc

## 2:55 Afternoon Networking Break

- 3:25 **Taking Advantage of E-Procurement: Pro's and con's**  
 In reality e-procurement has the advantage of taking supply chain management to the next level, providing real time information to the vendor as to the status of a customer's needs. During this interactive session you will learn how to:
- Identify what type of e-procurement is the best for your company and choose a provider
  - Take advantage of e-procurement benefits such as modernization, which brings the workplace up to date with the latest marketing and buying methods
  - Consolidate multiple services and databases, which results in streamlined processes, better data, increased efficiency and ultimately customer satisfaction
  - Implement e-procurement and set up appropriate training

**Robert Bendl**  
**P2P Lead**  
**Lockheed Martin Corporation**

- 4:10 **CLOSING PANEL DISCUSSION: The Future Trends in Procurement and AP: pro's and con's of setting up enterprise-wide P2P processes: 30 ideas in 50 Minutes**  
 While some companies are striving after establishing enterprise-wide Procure-to-Pay process, others move away from that model and treat

- procurement and AP as two separate and independent functions. Which approach proves to be the best one? And what are the criteria that would help you to make your choice? During this interactive panel discussion you will learn :
- What are the benefits of managing the whole Procure-to-Pay Lifecycle: faster purchasing processes, improved service to line-of-business managers, easier auditing?
  - What are the benefits of managing procurement and AP as a separate functions that ultimately have different goals: maximizing supplier relationships in procurement and expediting supplier payments in AP?
  - How to analyze which organizational model provides more savings and better improvement opportunities?



**Panelists:**  
**Daron Whisman**  
**Director of Finance**  
**Memorial Hermann Healthcare System**

- 5:00 **Closing Remarks of the Chairman and End of the Conference**

# REGISTRATION INFORMATION

## Qualified Procurement, Purchasing, Accounts Payable and Other P2P Professionals

	Register by 7/10/2009	Standard Pricing
Main Conference Only	\$1,599 (save \$200)	\$1,799
All Access Pass*	\$2,299 (save \$1,696)	\$2,499 (save \$1,496)
Workshop Only	\$549	\$549

## Solution Providers, Consultancies and Software Providers

	Register by 7/10/2009	Standard Pricing
Main Conference Only	\$2,399 (save \$400)	\$2,799
All Access Pass*	\$2,999 (save \$1,996)	\$3,199 (save \$1,796)
Workshop Only	\$549	\$549

\*The All Access Pass provides you full access to the main conference sessions and all available workshops.

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## About the Location



**Hyatt Cambridge**  
**575 Memorial Drive**  
**Cambridge, MA 02139**  
**Phone: (800) 233-1234**  
**Website: <http://cambridge.hyatt.com>**

IQPC has a reduced sleeping room rate for **Procure-to-Pay Summit** participants. The group rate is \$139 per night + tax + gratuities, and is available 3 days prior and 3 days post event dates, until July 7, 2009. Group rate is subject to availability. Please mention IQPC Procure-to-Pay when booking.

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