

Sept. 25 - 27, 2019

Hyatt Regency Mission Bay Spa and Marina,
San Diego, United States

COVER

CONFERENCE THEME

PSS BASIC INFO

SPONSOR & EXHIBITION

PRE-CONFERENCE WORKSHOP

PRICING & REGISTRATION

Register before
May 31, 2019 and
save \$600

Register Online!



PROCUREMENT

Success Summit 2019 **America**

September 25 - 27, 2019

Hyatt Regency Mission Bay Spa and Marina, San Diego, United States

“ A Truly Professional and Interactive Platform For Procurement Fellows ”

Thanks to Steering Committee Members



Colin Browne
Chief Supply Chain Officer
Under Armour



Thomas Hardt
Chief Procurement Officer
AHT



Michelle Baker
Chief Procurement Officer
KPN

Strategic Partners



Supporters



Procurement Success Summit, the largest high-level procurement summit in Asia will make our debut show in United States this year! PSS2019 will bring together 200+ executives and leaders to discuss and debate the upcoming procurement problems, solutions and share best practices and future trends. If you are finding an opportunity to upgrade your procurement capacity, then don't miss out join us!

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PSS2019 Conference Theme

Growing in the Age of Risk and

Leading with Digital Transformation

Although the United States economy and labor markets are recovering, new challenges such as Environmental Fluctuations, Trade Disputes, Tariffs and many other geopolitical, natural and economic challenges occur and effect both regional and global procurement.

For multinational corporations, it's no doubt that risks are increasing in integrating the global supply network and more transparent and agile supply chain systems need to be enhanced to cope with this ever-changing policy and environment. For regional operators, how to build up their strategic supplier relationships to win long-term benefits in an ever-crowded regional market is what should be addressed and resolved. Meanwhile, digital technologies including Big Data, AI, Block Chain bring greater efficiency and accuracy to operations, but worries still exist in cybersecurity, accessing talent, regulatory compliance, and disruptive innovation.

It's absolutely a new opportunity for the all to review your future-fit procurement strategy and find the right direction to go to ensure you will stay competitive.

Hotspots May Be of Your Interest

- The Strategic Role of Procurement and Aligning Business Priorities
- Enhance Cost Reduction and Optimization
- Strategic Sourcing at the Global Scale
- Application of Digital Procurement such as AI, Cloud Services, Big Data, Block Chain
- New Members to Grow – Meet with the Millennial
- Implementation of e-Procurement Process e.g. Procure-to-Pay / Source-to Contract
- Moving Forward to 2025 – Procurement Future
- Risk Management under Circumstances of Trade Disputes, Rising Geopolitical Factors and Increasing Nature Disasters
- CRS and Sustainable Sourcing
- Supply Chain Transparency in Information and Process
- Implementing a Scorecard to Measure your Performance
- Leadership and Team Building in Cross-Functional Team

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3-day Learning and Networking

We will invite more than 35+ senior level procurement leaders and experts to share leading-edge practices and company strategies in the diverse forms of keynote presentation, panel discussion, roundtable to stimulate thinking and communication.

- PSS2019 Draft Agenda and Timeline

Day 1 September 25 Plenary		
08:00	Reception	
09:00	The Strategic Role and Market Dynamic of Procurement <ul style="list-style-type: none"> CPO Insights - Procurement's Role and Operation in a Mature Organization Moving Forward to Face the Future and Embrace the Transformation Visionary Sharing - How Procurement Deliver Impacts to Value Chain? Rethink your Sourcing Strategy on a Global Scale Facing with the Trade Dispute and Tariff 	Keynote Presentation: Christian Holzer Senior Vice President and Chief Procurement Officer thyssenkrupp AG Steve Mceuen Vice President Commodity Management Creation Technologies
12:00	Luncheon	
13:30	Grow Revenue through Digital Procurement Strategy <ul style="list-style-type: none"> Digitalization as an Integrated Business Strategy to Make a Difference How Data Analytics Act on Procurement Agility and Mitigate Risk How Block Chain Reshapes Procurement Implement Robotics and Machine Learning to Accelerate the Transformation towards Digitalization AI Adoption in Procurement and How it Works Cyber Security and Procurement – Why You Should Take Note? 	Keynote Presentation: Cameron Ward Senior Vice President - Global Electronics Procurement, Supply Chain and Supplier Management, RS Components Melani Wilson Smith Vice President of Business Services and Procurement Novo Nordisk Keith Learn Vice President of Procurement & Supplier Development Mary Kay Inc.
17:30	End of Day 1	

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Day 2 September 26 Tracks

09:00	<p>A: Strengthen your Strategic Sourcing Process and Results Accelerate Your Strategic Sourcing Plan to Improve Transparency and Agility Global Sourcing Compliance and Negotiation Increasing Procurement Visibility in Complex Landscape Category Management in Service Procurement</p> <p>B: Procurement Innovation and Creativity</p> <ul style="list-style-type: none"> Automating Procurement to Increase the CPO Influence Build Demand Centric Roadmap to Satisfied Customer Needs Unlock the Power of Procurement with Effective Change Management 		<p>D: Corporate Social Responsibility and Sustainable Sourcing</p> <ul style="list-style-type: none"> Leverage Sustainable Sourcing to Manage Supply Chain Risk Promotion of CSR Procurement and Win Financial and Reputational Benefit Socially Responsible Procurement to Manage Supplier Performance <p>Keynote Presentation & Panel Discussion: Michelle Zhou Director of Procurement Huawei</p> <p>E: From Cost Reduction to Value Creation</p> <ul style="list-style-type: none"> Procurement and Finance Alignment to Drive Business Impact Spend Management for Better Procurement Practices in Inflationary Period Enhance Internal Collaboration to be Valued Business Partner to Add Visibility and Reduce Cost <p>F: Enhance Indirect Sourcing Strategy</p> <ul style="list-style-type: none"> Leveraging Emerging Technologies to enhance Indirect Sourcing Consolidate and Standardize Indirect Items of Spend to Reduce Costs Personnel Management in Indirect Team
12:15	Luncheon		
13:30	<p>C: Supplier Collaboration and Management</p> <ul style="list-style-type: none"> Rethink Your Supplier Relationship to Provoke Engagement and Innovation Managing Strategic Supplier in a Volatile Commodity Market Drive Supplier Innovation in the Digital Era <p>Keynote Presentation & Panel Discussion: Sanjay Mehta VP of Procurement NOKIA Keith Wang VP, Procurement and Strategic Sourcing Tufts Health Plan Denis Scherf Vice President North America Procurement Fresenius Medical Care Peggy Chang Barber Americas CEO and General Counsel IACCM François Bacalou CPO Suez Water Technology & Solutions</p>	17:30	End of Day 2

Day 3 September 27 Plenary

09:00	<p>Talent and Leadership</p> <ul style="list-style-type: none"> Procurement and Finance Alignment to Drive Business Impact Spend Management for Better Procurement Practices in Inflationary Period Enhance Internal Collaboration to be Valued Business Partner to Add Visibility and Reduce Cost <p>Keynote Presentation & Panel Discussion: Joseph N. Agresta Former VP SC Procurement, Johnson & Johnson, Professor at Rutgers University Daniel Feiman Managing Director Buildt Backwards Bernard Gracia Dean&Director EIPM</p>		<p>Neil Aronson Head of Global Strategic Sourcing Uber Keith Wang VP, Procurement and Strategic Sourcing Tufts Health Plan Denis Scherf Vice President North America Procurement Fresenius Medical Care Jonathan Gardner Vice President, Global Sourcing and Supplier Relations – Beverage Ingredients, Packaging, Print Production Starbucks</p>
		12:00	Luncheon and Networking
		14:00	End of Conference

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PSS2019 Fantastic Line-up of Confirmed Speakers Including



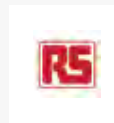
Joseph N. Agresta

Former VP SC Procurement,
Johnson & Johnson, Professor
at Rutgers University



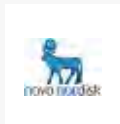
Christian Holzer

Senior Vice President and
Chief Procurement Officer
thyssenkrupp AG



Cameron Ward

SVP of Global Electronics
Procurement, Supply Chain and
Supplier Management
RS Components



Melani Wilson Smith

Vice President of Business
Services and Procurement
Novo Nordisk



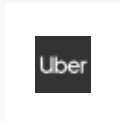
Sanjay Mehta

VP of Procurement
NOKIA



Steve Mceuen

Vice President Commodity Management
Creation Technologies



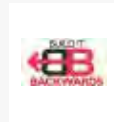
Neil Aronson

Global Head of Strategic
Sourcing & Logistics
Uber Technologies



Michelle Zhou

Director of Procurement
Huawei



Daniel Feiman

Managing Director,
BuildIt Backwards



Bernard Gracia

Dean & Director
EIPM



Keith Learn

Vice President of Procurement
& Supplier Development
Mary Kay Inc.



Denis Scherf

Vice President North
America Procurement
Fresenius Medical Care



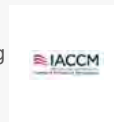
Keith Wang

VP, Procurement and Strategic
Sourcing
Tufts Health Plan



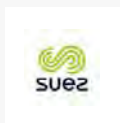
Jonathan Gardner

Vice President, Global Sourcing
and Supplier Relations
Starbucks



Peggy Chang Barber

Americas CEO and General Counsel
IACCM



François Bacalou

CPO
Suez Water Technology & Solutions

More speakers will be announced soon

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200+

Attendees

90+

Enterprises

35+

Featured
Speakers

65%+

Head Levels
and above

9

Key Sessions

4

Well-directed
Roundtable

18

Hours of
Networking

25+

Keynote
Presentations

80%+

Procurement
Practitioner

6

Deep-dive
Panel Discussion

Procurement Peers You Might Meet at PSS2019



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WHO SHOULD ATTEND

Procurement Success Summit brings together more than 200+ procurement executives from large and medium-size global and national corporations, who are at the forefront of procurement excellence and success in the globe.

Make new connections and strengthen prior relationships with:

CPOs

SVP/VP/Director/Sr Managers of Strategic Corporate Procurement, Purchasing or Sourcing, Indirect Strategic Procurement, Materials Management, Services or Sourcing, Supply Chain Management, Category from Industries including ...

- Automotive
- Textiles
- Medical & Pharmaceutical
- Biotechnology
- IT & Software
- Electrical & Electronics
- Chemical
- Parts Manufacturing
- Primary Industries
- Oil & Energy
- Food & Beverage
- Hospitality
- FMCG
- Telecommunication
- Others



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PSS Has Won Great Reputations

Among Worldwide Clients

"It was great to meet all of you, and I learnt a lot of each company's operation and new strategy of future sourcing. Anyway, it's interesting and meaningful for me. Thanks for your team's effort to have a successful summit. Hope it's getting better and better!"

Sound United, Category Sourcing Manager - Asia

"This is a great summit! A lot of valuable information. Thank you for inviting us."

Johnson & Johnson, Sr. Director for R&D procurement

"It was a great event with superb organization."

Takeda, VP Procurement Emerging Markets

"One of the best summits I have attended! Appropriate themes, relevant presentations bases on the audience, which is critical and often missed."

VF, Director Global Material Supply - Asia

"It's my pleasure to join the great summit! The topics and communication in the summit are very helpful."

McCormick, VP SCM



"It's my honor to be part of the summit.

Congratulations to you and Beverf for a successful summit. Great speakers and awesome contents. I enjoyed all the sessions."

Pfizer, Senior Director, Global Procurement

"I really enjoy the 2 days conference. Thanks for those people present the ideas, share their stories and knowledge. Very helpful."

Ford, Senior Purchasing Manager

"Very Good Procurement summit. Gather different industries to discuss procurement and offer ideal solutions. Great!"

Brose, Director Supplier Development/ Purchasing

"Very inspiring and wonderful event to meet procurement leaders of sharing different practices/ experience. Understand market trend. Innovative idea."

A.S. Watson, Head of Group Procurement Services

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LIMITED SEATS AVAILABLE !!

PSS Sponsorship

A great opportunity to showcase your brand, product and cultivate partnership.

Benefits for Sponsor PSS

- Meet and reach 200+ senior level industry professionals and decision makers
- Hear about the latest industry trends and gain a deep understanding of industry challenges and needs
- Launch your new product and enlarge your brand awareness at the leading procurement event to develop new partnership and looking for potential clients
- Customized Service according your actual needs to enhance your competitive advantages



Interested in Sponsorship?

Please contact: Ms. Lindsay Chesar at
lindsay@ppc-inc.com
to get detailed sponsorship package.

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2-Preconference Workshops are designed to Improve your Procurement Performance

>> September 23-24, 2019

We only Charge PSS Attendees for attending Workshop

\$1200 Original cost \$1895

Resisting Price Increases and Implementing Cost Improvement Initiatives

A

Trainer: Mr. Robi Bendorf

Robi has over 35 years of purchasing and sales experience, involving domestic and international activities, for a broad range of manufacturing and service businesses.



What you can Learn

- How to be on the "Road to World class" in savings initiatives
- 6 steps to resist Price Increase for purchased goods and services
- Understand processes for data mining Be given the criticality of the ABC analysis and to use it to save time
- 12 important supply management competencies for achieving savings

...

[Detailed Training Brochure](#)

B

Strategic Sourcing and Supplier Relationship Management

Trainer: Mr. Joseph Agresta

Retired as former VP procurement of Johnson and Johnson, Joe served as the leader of critical Supply Chain sourcing processes and was a member of the Johnson and Johnson Product Supply Leadership Team.



What you can Learn

- Why strategic sourcing is a value-added activity
- The transition from transactional to strategic sourcing
- How to develop Implementation plans for strategic sourcing in organization
- Tools To identify, analyze, plan and control supplier risk

...

[Detailed Training Brochure](#)

Registration Form

PLEASE CHOOSE THE PACKAGE YOU WOULD LIKE TO ATTEND *

Please complete below form and send it back to _____ or registration@ppc-inc.com. We will send you an email including invoice link to confirm your attendance.

Conference Rate	NOW		Standard Price
	Register by May 31	Register by July 26	
<input type="radio"/> 3-day full conference (September 25-27, 2019)	\$2,295	\$2,595	\$2,895
<input type="radio"/> 2-day conference (September 25-26 / September 26-27)	\$1,595	\$1,895	\$2,195

Also want to join a Pre-conference Workshop? *extra \$1200 only!*

Workshop A: Resisting Price Increases and Implementing Cost Improvement Initiatives (September 23-24, 2019)

Workshop B: Strategic Sourcing and Supplier Relationship Management (September 23-24, 2019)

* For main conference, fees are inclusive of [conference materials, continental breakfast, luncheon, dinner, reception and refreshment](#). For 2-day pre-conference workshop, fees are inclusive of [training materials, continental breakfast, luncheon and refreshment](#).

* Team Discount * We offer team discount for group attendance. Please contact info@ppc-inc.com to know more.

PLEASE FILL IN THE DELEGATE INFORMATION

Company Name: _____ Company Address: _____

Attendee 1

Name: _____ Office Tel: _____ Job Title: _____
 Mobile: _____ Email: _____

Attendee 2

Name: _____ Office Tel: _____ Job Title: _____
 Mobile: _____ Email: _____

Attendee 3

Name: _____ Office Tel: _____ Job Title: _____
 Mobile: _____ Email: _____

PAYMENT METHODS

Online Payment

You could choose to pay via **PayPal** or **Stripe** via payment link.

Bank Transfer

We will send you invoice with bank account details.

PAYMENT AND CANCELLATION TERMS

1. Payment Terms:

Following completion of registration, full payment is required within 7 working days. PLEASE NOTE: Payment must be received prior to the event date. Due to limited event seats, we advise early registration. We reserve the right to refuse admission if payment is not received on time.

2. Cancellation/Substitution:

Should you be unable to attend, a substitute is always welcome at no extra charge. Any cancellation that is received less than 45 days will bear 50% of the full liability. Any cancellation within 30 days of the conference will bear the full liability of the total conference fee. According to our financial policies, all the refunds will be made after the conference.

3. Copyright:

All intellectual property rights in all materials produced or distributed by Beverf in connection with this event is expressly reserved and any unauthorized duplication, publication or distribution is prohibited.