

UPMG2017

September 17-19, 2017

Going the "Magnificent Mile" to Improve Your Supply Chain

Presented by ISM® UPMG Forum and ISM—Cooperative Utilities, Inc.



Hosted by
Exelon

ISM
INSTITUTE FOR SUPPLY MANAGEMENT



www.instituteforsupplymanagement.org/upmg

Sunday, September 17, 2017

6:30 a.m. – 3:00 p.m. **UPMG Charity Golf Tournament at Harborside International Golf Center**

4:30 – 5:00 p.m. **Chair's Reception for First-Time Participants**

5:00 – 6:30 p.m. **Welcome Reception**

Sponsored by ADTRAV

Monday, September 18, 2017

7:00 – 8:00 a.m. **Continental Breakfast**

8:00 – 8:30 a.m. **Welcome & Opening Remarks**

Jim Gregory, Director, Strategic Sourcing, Exelon & UPMG Chair

Terry Donnelly, Executive Vice President and Chief Operating Officer, ComEd

8:30 – 9:30 a.m. **The End of the World and Other Opportunities**

Keynote

The world as we know it is in its final days. Conflict with Russia as well as turmoil in the Middle East and Asia are about to trigger the greatest energy crisis in history. Dozens of countries are slipping into deflationary spirals, with little hope of escape. And America's swerve into demagogic populism is unhinging its entire alliance network. Join Peter Zeihan as he delves into how and why this global disorder has happened — and how it heralds the greatest expansion in American power and security in the history of the republic.

Peter Zeihan, geopolitical strategist and author of The Accidental Superpower and The Absent Superpower

9:30 – 9:45 a.m. **Networking Break**

9:45 – 11:00 a.m. **CPO Roundtable**

The CPO panel will discuss current trends in supply management, including the current dynamics of change in fuel sources (such as idling or decommissioning plants), how utility supply chain is responding to financial impacts on the supply base (for example, Westinghouse), and the impact of current workforce issues. A facilitated Q&A session will follow.

David O'Brien, Senior Vice President & Chief Supply Officer, Exelon

Laura Green, Vice President – Supply Chain, Tennessee Valley Authority

11:00 a.m. – 12:00 p.m. **"Procuring Satire" - Cartooning in Trump's America**

Editorial cartooning is a very creative method to simply and effectively communicate complex ideas or commentary. The supply chain operation is open to such satire. This presentation will explore the thought process behind the developing of cartoons especially in light of today's political environment. This will be a very entertaining, engaging and fun presentation.

Scott Stantis, Editorial Cartoonist, Chicago Tribune and USA Today

12:00 – 1:30 p.m.

Lunch (on your own)

1:30 – 2:15 p.m.

Concurrent Sessions

Best Practices/Contract Models/EPC Contract Models

This session will focus on Engineering, Procurement and Construction Contracts, including when an EPC Contract should be considered, a framework to choose pricing structure(s), advice on managing EPC Contracts, what type of contractors should be issued an EPC Contract. We will conclude the session with a consideration to adopt an industry framework to facilitate the drafting and negotiations of EPC Contracts.

Markley Ward, Director, AMS-PAR

Dan Morrison, Regional Vice President, Anixter

Recruiting, training and developing a successful workforce!

Learn from the experts what they are doing to recruit, train and develop a successful workforce. They'll talk about the strategies they've tried, and share best-practices that generate results!

Kathleen Edge, Executive VP of Human Resources, Southwire

2:15 – 2:30 p.m.

Networking Break

2:30 – 3:15 p.m.

Concurrent Sessions

Use of Should Cost Models to Support Data Driven Negotiations

Do you have access to data to proactively identify market-driven opportunities and risks and to execute fact-based negotiations? The session will provide examples of how should cost models can be used to deliver these insights and value to your business unit stakeholders.

Tim Dorsey, Senior Vice President, PowerAdvocate

Dennis Galbraith, CPSM, Director, EPC Procurement Supply Chain, NRG Energy, Inc.

Faith Young, CPSM, Manager II, Strategic Sourcing & Category Management, Duke Energy

Telematics: Let Your Driving Do the Talking

This must-attend interactive session will provide you with a better understanding of telematics and how it improves driving safety and provides cost benefits. It will explore ease of implementation as well as available alerts and reporting capabilities that can improve your bottom line.

Matthew Tassone, Director – Supply Operations, ComEd

3:20 – 4:10 p.m.

Concurrent Sessions

Challenges and Opportunities with Contingent Labor

The landscape in which we manage contingent labor is evolving, and we must adapt and change with it. Join American Electric Power, Pacific Gas and Electric and Tennessee Valley Authority program leaders to discuss how they manage marketplace trends and regulatory requirements to continue evolving their respective programs.

Moderator: *Mannie Alvarez, Director, Corporate Procurement, American Electric Power*

Panelists:

Summer Moses, Senior Contract Analyst, American Electric Power,

Linda Winter, C.P.M., Director, Corporate Sourcing, Pacific Gas and Electric

Collins Bishop, Senior Contract Manager, Tennessee Valley Authority

Cyber Security and Third-Party Risk Management

The task of managing risk has never been more complex or important. Threats to our business come in many forms and are not always obvious. This session will explore the critical partnerships and touch points of procurement, legal and cyber security, and how they impact the effectiveness of your business's risk profile.

Pierce C. Moss, IV, Third Party Risk Governance Lead, AEP Energy

4:15 – 6:15 p.m.

Supplier Networking Display and Reception

Sponsored by SAP Ariba

Tuesday, September 19, 2017

7:00 – 8:00 a.m.

Continental Breakfast

8:00 – 8:05 a.m.

Welcome & Opening Remarks

Jim Gregory, Director, Strategic Sourcing, Exelon & UPMG Chair

8:05 – 8:45 a.m.

Distributed Generation: Changing the Electric Utility Landscape

PowerSecure CEO Sidney Hinton will provide attendees an overview of distributed infrastructure including micro-grids, fuel cells, storage, solar and reciprocating engines and how it is changing the electric utility landscaping.

Mark Martyak, Chief Sales Officer, PowerSecure, Inc.

8:50 – 9:35 a.m.

Realizing Value of Sustainability through the EUISSCA

Concurrent Sessions

EUISSCA (the Alliance) is the leader in developing voluntary consensus standards for electric utility supply chain sustainability. Through its efforts, the Alliance is driving a deeper understanding of successful practice around sustainability across the supply chain. In this presentation, you will hear from (1) an Alliance representative on how the industry has evolved over the last three years, (2) a utility on the key success factors in realizing value from sustainability and (3) a supplier on how sustainability is affecting their business.

Bill Gallagher, Director of Strategic Sourcing for Utility Materials at Exelon

Tony Tomczak, Executive Director of Corporate Services and Chief Procurement Officer at DTE Energy, EUISSCA Chair

Jodi Keller, Vice President, United Scrap Metal, Inc.

Utilizing Metrics to Drive Performance

Using the results of a 10-question pre-conference survey provided to UPMG Conference participants, this session will provide an understanding of:

- What metrics utilities are currently using and why,
- What resources are being used to conduct reporting and analysis (people and technology),
- The effectiveness of performance measurement, and
- What process and/or technology improvements can be made to improve metrics identification, development and reporting

Responses to the survey will be summarized and reported along with identified trends in the data, which would be used to facilitate discussion among the group during the breakout session

The value to participants will include insights about how to improve their performance measurement and related results, based on the trends and approaches in the industry, as well as ideas around how to increase the usage of UPMG benchmarking data to help drive performance.

9:35 – 9:45 a.m.

Networking Break

9:45 – 10:30 a.m.

Industry Materials Best Practices

Indirect materials are key to an organization's success. The broadness and scope of indirect spend can motivate practitioners to optimize the procurement process. To achieve their organizational goals, the Fiat Chrysler Automobiles MRO procurement team has developed strategies and best practices — including how to manage complexity, forecasting for demand and the importance of ethics and professionalism — that you can use to optimize your organization's spend.

Karen Hiatt, Head of Indirect Materials and Facility Purchasing, Fiat Chrysler Automobiles (FCA)

10:30 – 11:30 a.m.

How to Reach Inventory Utopia: Challenges, Current State, Phases of Change & Future State

Carrying costs of aged inventory and inventory growth are negatively impacting the bottom line during a time of flat load growth. A paradigm shift has occurred at the leadership level and is pushing better inventory management methods throughout the utility industry. In this session, we will explore how the Tennessee Valley Authority and Duke Energy are moving towards inventory optimization and how your organization can.

Steve Sotwick, Vice President Business Development – Utilities, Oniqua Intelligent MRO

Robert Morris, Senior Manager, Nuclear Materials, Tennessee Valley Authority

Russell Wilkenloh, Manager, Inventory Optimization/Asset Recovery, Duke Energy

11:30 – 12:15 p.m.

The UPMG Supply Chain Benchmarking Study

The UPMG Supply Chain Benchmarking Study is the only comprehensive study conducted by and for the utility industry. More than 70 utilities have participated in the study, with an average of 27 companies participating each year.

During this session, you will learn how the study is conducted and what type of information is generated. You will also learn trends identified from the data. Every utility at this conference could benefit from participating in the annual UPMG Supply Chain Benchmarking Study.

Jack Cusack, Vice President, Applied Energy Group, Inc.

12:15 – 2:00 p.m.

Keynote

Lunch Sponsored by AGT Global Logistics

UPMG2018 Announcement

Jim Gregory, Director, Strategic Sourcing, Exelon & UPMG Chair

Leading for Success

Stedman Graham's Identity Leadership Development philosophy is that we cannot lead others until we can lead ourselves. His message stresses self-leadership and enhances personal and professional performance by conveying a process for success. He will describe resources and strategies that enable professionals to set higher, more strategic, and meaningful goals for themselves at work and in their lives.

Join us on a path to self-discovery, goal setting, planning, risk taking, relationship building, resilience, and sustainability.

Stedman Graham, CEO, Best-selling Author Stedman Graham, best-selling author, educator and entrepreneur

2:00 – 2:45 p.m.

University of Loyola – Supply Chain Student Case Study Presentation

2:45 – 3:45 p.m.

7 Science Backed Strategies for Persuasion in Business

How are we influenced as humans? Behavioral economics, psychology and cognitive neuroscience has a lot to say about modern day persuasion. In this session, Vanessa Van Edwards will dive into the latest groundbreaking research on influence we can use in our business lives. From negotiations, to networking, to pitching groups or in one to one meetings, it is essential to know the hidden forces that drive our decisions and behavior. Most importantly, persuasion does not have to be manipulative, there is a science-backed way to tap into how people work for good.

Vanessa Van Edwards, Lead Investigator, Science of People

3:45 – 4:00 p.m.

Outcomes & Closing Comments

Jim Gregory, Director, Strategic Sourcing, Exelon & UPMG Chair

5:00 – 7:00 p.m.

UPMG & ISM—Cooperative Utilities Closing Networking Event

Sponsored by MacLean Power Systems and WESCO Distribution Inc.