

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



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, Exelon, UPMG Chair

Terry Donnelly, 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 Management, Tennessee Valley Authority

11:00 a.m. – 12:00 p.m. **New Technology Sourcing (Challenges/Futurist)**

12:00 – 1:30 p.m.

Lunch (on your own)

1:30 – 2:15 p.m.

Best Practices/Contract Models/EPC Contract Models

Concurrent Sessions

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, Anixter

Russ Steward, Contract Compliance, AMS-PAR

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.

Effective TCO Models/Should Cost Models:

Concurrent Sessions

Are you relying on the supply base to set the price? How about using effective should cost model to understand total cost prior to requesting quotes and/or negotiating the deal? Data driven negotiations using current market data and proven should cost models are addressed by industry experts.

Telemetrics: Let Your Driving Do the Talking

This must-attend interactive session will provide you with a better understanding of telemetrics 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.

Challenges and Opportunities with Contingent Labor

Concurrent Sessions

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, Director, Corporate Services 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

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, 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.

Sidney Hinton, CEO, PowerSecure, Inc.

8:50 – 9:35 a.m.

Realizing Value of Sustainability through the EUISSCA

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

9:35 – 9:45 a.m.

Networking Break

9:45 – 10:30 a.m.

Industry Best Practices

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

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.

Lunch

Sponsored by AGT Global Logistics

2:00 – 2:45 p.m.

Stedman Graham, best-selling author, educator and entrepreneur

Keynote

UPMG2018 Location Announcement

Jim Gregory, Exelon, UPMG Chair

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, 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.