



Pacific Southwest
Minority Supplier
Development Council

25th
ANNIVERSARY

2018
ANNUAL PROCUREMENT
BUSINESS CONFERENCE
SCHEDULE
TRACK 2 | MBE

THURSDAY, JULY 26, 2018

7:00 - 8:00 AM | Breakfast

7:45 - 8:00 AM | Welcome

Rainey Alben, President & CEO, Pacific Southwest Minority Supplier Development Council

Michael Angulo, Senior Analyst, Supplier Diversity, SRP

8:00 - 9:00 AM | Keynote



Future Trends in Supply Management: Impact to Suppliers

The landscape of procurement and supply management is exciting as we look at the future trends. We see changes in many areas including supplier risk management, innovation, digitization, and supplier programs. Do you have the right programs, practices, and skillset to be prepared for the end-to-end changes and transformation that are taking place? Deborah Stanton, executive director of CAPS Research and former CPO of MasterCard will share her insights and experiences on future trends that are impacting buyers and sellers.

-Moderated by Robert Lambert, Managing Director, Harvard Group International

-Presented by Deborah Stanton, Executive Managing Director at CAPS Research and Former CPO at MasterCard

(*Earn 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

9:00 - 10:00 AM | Breakout Session



Scaling Strategically: Learning How to Grow Your Business (Panel)

This moderated session will discuss the important questions MBE's want to know as it relates to supplier growth strategies, as well as how to do business with corporations and other MBE's, the steps to take, and what resources are available.

-Moderated by JoAnne Arvizu, Manager, Supplier Diversity Program, Supply Chain, Raytheon Missile Systems

Panelists:

Class 1- Eric Allen, CEO, Your Signature LLC

Class 2 - Jamie "Jim" Hernandez, President/CEO, Strategic Business Communications, Inc

Class 4 – Dicran "D" Arnold, Director, Diversity Business Development, World Wide Technology, Inc.

(*Earn 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

10:00 - 12:30 PM | Exhibit Hall Open

SCHEDULE CONTINUED

10:30 - 11:30 AM | How to become a Certified Minority Business Enterprise (MBE)



As a certified MBE, you will be in a unique position to promote and market your services to prospective corporate buyers who are looking to build relationships with trusted minority-owned businesses. If your company wants to connect with private-sector buyers, MBE certification is considered the platinum standard in supplier diversity and can improve financial performance. We invite you to join this session to learn about the many benefits of being certified as a minority business enterprise.

-Presented by Nichole Jackson, Certification and IT Manager, Pacific Southwest Minority Supplier Development Council

12:30 - 1:30 PM | Lunch

1:30 - 2:30 PM | Keynote



Sustainability – Reading and Responding to Priorities

Over the last fifteen years, the priority for corporate responsibility, and specifically sustainability, has grown from an industrial concern to a broad concern for US and international businesses. Yet, the priorities of customers, shareholders, employees, and communities are often conflicting. Steve will share his perspective on how to understand these different forces and what companies look for as they search for the right solutions.

-Moderated by Robert Lambert, Managing Director, Harvard Group International

-Presented by Steve Miller, Chief Procurement Officer, P.F. Chang's

(*Earn 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

2:30 - 3:30 PM | Breakout Session



Beyond the Supplier Portal

You have registered in an organizations supplier portal – Now What? Hear from industry experts on the “behind the scenes” process, and what you need to know about internal supply chain strategies to avoid the headache of the unknown.

-Moderated by: Jesus Borboa, Supplier Diversity Manager, APS and Board Chair, PSWMSDC

Panelists:

Frantz Tiffeau, Jr., Director of Supplier Diversity, Nationwide

Tiffany Peay, CPSM, CPSD, Supplier Diversity Lead, Supply Chain-Operational Excellence, NRG Energy

Brenda R. Smith, Vice President of Corporate Development, NVBDC

Rusty Hagemann, Owner, Sonoran Desert Group, LLC and Former Vice President, Global Office Administration and Purchasing, JDA

Dr. Jeffrey Wincel, Vice President & Chief Procurement Officer, ON Semiconductor

(*Earn 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

3:30 - 5:30 PM | Exhibit Hall Open

5:30 - 6:30 PM | Exhibit Hall/Cocktail Hour

FRIDAY, JULY 27, 2018

8:00 - 12:00 PM | Strategic “Connect” Sessions (Matchmaking)

MATCH-MAKING PORTAL NOW OPEN

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Powered By:

