

Procurement Foundry presents:



May 14, 2024, The Westin Copley Hotel, Boston MA

## CONFERENCE DAY ONE

Tuesday May 14, 2024

### IT PROS TRACK - FOR IT PROFESSIONALS ONLY

7.45 Event Registration Opens

8.45 **EARLY WELCOME**

**Welcome to FORGE: Technology Sourcing 2024**

Welcome from Mike Cadieux, CEO, Procurement Foundry

9.00 **Choice of morning peer groups**

9.00	PEER GROUP B	PEER GROUP C
	<p><b>Drafting &amp; negotiating AI contracts</b></p> <p>Artificial intelligence contracts raise new concerns, as well as familiar ones. They're software agreements and so call for terms many software contract managers and lawyers know well. But certain AI systems raise unique issues, particularly generative AI and other forms of machine learning (ML). This session will look at those issues and explain the new terms they require.</p> <p>Your session leader is David Tollen, author of The Tech Contracts Handbook, attorney, UC Berkeley lecturer, expert witness, and sought-after speaker.</p>	<p><b>Negotiating renewals with larger organizations. How are mid-sized firms mitigating changes with Oracle</b></p>

10.00 COFFEE BREAK

10.30	PEER GROUP D	PEER GROUP F
	<p><b>When &amp; how to work with Legal on contracts</b></p>	<p><b>Tips and tricks to use when negotiating with mega vendors</b></p>

	<p>What should you be asking legal counsel for advice on and when to bring them into the conversation.</p> <p>Sarah Alexander, Senior Legal Counsel, Corporate &amp; Governance, HOOPP (Healthcare of Ontario Pension Plan)</p>	<ul style="list-style-type: none"> <li>• Mitigating risk; managing True-Ups, reservations, changes in licensing</li> <li>• Renegotiations and contracting skills in action</li> <li>• How to approach contract renewals</li> <li>• Securing price protection long-term</li> </ul>
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## MAIN STAGE SESSIONS BEGIN

### 12.00 CHAIRMAN'S INTRODUCTION

#### 12.10 KEYNOTE

##### **The biggest trends, risks, and opportunities for sourcing in the years ahead**

Join top-ranked economist and financial futurist Jason Schenker for this timely discussion of critical risks and opportunities facing sourcing organizations, functions, and executives. Topics for this talk will include the economic outlook, financial market dynamics, labor market data, supply chain disruptions, inflation and Interest rates, capital expenditure expectations, bond yields, energy prices, Cold War Two, and more. Jason has been ranked the #1 forecaster in the world in 26 different categories by Bloomberg since 2011.

Jason Schenker, Chairman, President & Author, The Futurist Institute / Prestige Economics

#### 1.10 LUNCH IN THE EXPO

#### 2.10 FIRE-SIDE CHAT

##### **AI & Gen AI – what it is, what it isn't and the business applicable places to use it**

- What exactly does a procurement person need to know – understanding AI deeply enough to make the right decisions
- How will it drive up overall capability and efficiency?
- Full exposure of risks in AI
- How is it going to affect jobs?
- How to use AI to create value within the procurement team and not lose critical skills

Host: Tracy Ring, CDO, Accenture

#### 3.20 The outsourcing tech marketplace

**For IT professionals.** Knowing when to go to an outsourcing company and what options exist is critical to making the right business decisions, if you procure through an MSP this session is not for you! Discussion will examine the market and dive into when you should / or shouldn't be using an outsourcing company for your tech purchasing requirements.

#### 3.50 People vs. Tech

**For IT professionals.** Have you asked the question on whether to hire talent or buy in the technology to your organization? When you don't have a procurement department, what software can you use to best advantage? What makes sense for you? This session will assess software that can move your organization forwards and discuss moving away from VARs.

4.30 **Procurement Jedi mind tricks for the IT professional**

**For IT professionals.** What can IT learn from procurement? Procurement specializes in negotiation, vendor management, contract management and more and if you don't have a procurement department, knowing some of the tips and tricks procurement uses can only better enable your organization. Jump into this session to chat with some sourcing experts and gain some golden nuggets of info!

5.15 **GUEST SPEAKER**

**Mastering the Art of Conflict Management**

Conflict is a natural part of any workplace. As customer solutions become increasingly more complex, collaboration amongst teams and key stakeholder groups is paramount. Participants will learn how to design strategies that minimize dysfunctional conflict, maximize constructive conflict...and work effectively for both men and women.

Shami Anand, Certified Leadership Coach & Strategist

5.45 Close of event followed by: **DRINKS IN THE EXPO**