



**SCOPE VIRTUAL**  
Procurement Summit



ATTENDEE GUIDE

# THE VIRTUAL EVENT WITH TANGIBLE RESULTS

[QUARTZEVENTS.COM](https://quartzevents.com)

MONDAY-FRIDAY  
JUNE 7-11  
**2021**

**WE  
HOPED  
TO SEE  
YOU  
IN-PERSON**

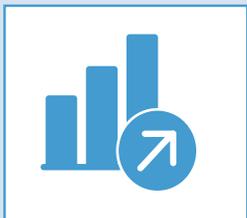
**BUT WE'LL SETTLE  
FOR DELIVERING  
THE BEST  
VIRTUAL EVENT  
YOU'VE EVER  
ATTENDED**



**Peer-led:** a steering committee of industry veterans worked with us to build an agenda that confronts the fall out of 2020 head on.



**Solutions focused:** one-on-one meetings are pre-scheduled for you based on the challenges you describe in your registration.



**Results driven:** the entire experience is built around connecting you to the resources that will serve you best, right now.



**Complimentary:** thanks to our incredible sponsors, there is absolutely no cost for you attend.

# 15 YEARS OF LEADING THE EXECUTIVE EVENT SPACE DIDN'T CHANGE, EVEN IF THE WAY WE CONNECT DID



See more swag gifts on page 9.

## + **Education:**

Online Presentations from Industry Leaders are available on-demand and released each day of the event.

## + **Targeted Meetings:**

One on one meetings with solution providers are held via Zoom based on your availability the week of the event.

## + **Swag:**

Since it's still not an option to rent out entire NFL stadiums to host you, we shower you with gifts instead. You're working harder than ever to be at the top of your game, and it's the least we can do.

# HOW IT WORKS



## 1 PRE-EVENT

- + Tell us about your challenges, your availability during the event, and your swag preferences.
- + Before the event goes live, we'll schedule meetings with the people best suited for tackling your probs.

## 2 GO LIVE

- + On go live date, you'll get access to the game changers in your industry. Presentations are available on-demand and beyond the conference dates, so you can watch them at your convenience.
- + Complete all your meetings with the incredible solution providers that made this possible and your swag is on it's way.

## 3 AND BEYOND

- + Make your job look easy, solve the things that needed solving, and find a new home and necessary support in our executive community.

**SCOPE  
VIRTUAL  
SUMMIT  
SCHEDULE  
WATCH IT WHEN  
IT'S RELEASED,  
OR LATER  
ON-DEMAND**

+ Click to view the live agenda.

**KEY THEMES:**



**Building a Successful Supplier Partnership**



**Strategic Sourcing and Contract Management**



**The Transformation of Procurement**



**Supporting Procurement Efforts through the Implementation of Emerging Technologies**



**Setting the Tone for Team Success**



**Navigating through Disruption in the Supply Chain**

**Supply Chain Resiliency**

Susan Johnson, EVP - Global Connections & Supply Chain, *AT&T*

**Supplier Relationship Management Spotlight Focus Areas**

Daniel Haloukas, Vice President of Procurement, *Discovery*

**CPO Digital Cockpit**

Mike Shin, Global VP of Procurement, *FLIR Systems*

**Agile Strategic Sourcing and Contract Management practices at Bombardier Aviation**

Shauna Gamble, Chief Procurement Officer, *Bombardier*

**Understanding the Voice of the Customer is the first step in Strategic Partnership**

Allison Corry, Assistant Vice President of Procurement, *Intermountain Healthcare*

**Building Strategic Partnerships**

Kurt Scherwatzky, Senior Director, Global Sourcing, *John Wiley & Sons*

**Deploying Capital Cycle Management in Healthcare**

Patricia Hoch, Senior Director of Procurement, *Inova Health System*

**WE RISE - Women Elevated Results in Success for Everyone**

Sarvi Bajwa, Vice President of Supply Chain Operations, US East and Canada, *The Coca-Cola Company*

**Value(s)-Based Supplier Partnerships: Benefits Beyond the Traditional**

David Rourke, Head of Procurement, *YMCA of Greater Toronto / RTPS*

**Improving Purchasing Performance and Effectiveness through Organizational Re-Design**

Tolga Tuksal, Director of Strategic Global Sourcing, Supply Management, *Dayco*

**Vision to Action - Creating and Implementing Strategic Transformation**

Jim Moise, Vice President of Global Supply Chain, *Modine Manufacturing*

**Optimizing Team Productivity through Cross-functional Collaboration, Task Focus, and Team Investment**

Angie Reynolds, Global Director, Merch Operations, *Lowe's Company*

**Best Practices vs Business Objectives in Planning and Inventory**

Jonathan Morgan, Senior Director, Demand, Inventory & Spares Planning, *Palo Alto Networks*

**Let's Talk Cost Reduction Through Transportation Strategies**

Randy Cooper, Director of Transportation, *Del Monte Foods*

**Dream Big. AB-InBev's Future Supply Chain**

Peter Kraemer, Chief Supply Officer, *Anheuser-Busch InBev*

**Supply Chain Optimization**

Anurag Sharma, Director of Global Supply Management, *Micron Technology Inc.*

**Building a Supply Chain from 1 container to more >50000 ocean containers in 4 years**

John Esborn, Director of Commercial Excellence - International Supply Chain, *Wayfair*

**Top Lessons Learned in the Supply Chain**

Ravi Dosanjh, Head of Strategic Program Management, *Intel*

**Why the Vitamin Shoppe Decided to Ship From Store**

Andrew Laudato, COO, *Vitamin Shoppe*

**The Need for Supply Chain Visibility to Mitigate Risks**

Nate Herman, Senior Vice President, Policy, *American Apparel & Footwear Association*

**Operational Metrics: The What, Why, Which & How's**

Ayall Sagi, Vice President of Operations, Supply Chain, *TriMark USA*

**Attracting Young Professionals in Supply Chain**

Jake Dean, Director, Grainger Center for Supply Chain Management, *University of Wisconsin-Madison*

**Exploring Strategies To Developing A Smart Enterprise With A Customer Centric & Data Driven Culture**

Johnny Ivayni, Head of Distribution Excellence, *Bayer*

**Mitigating Supply Chain Risk - Protecting The Customer Experience**

Mike Abrams, Corporate Vice President, Global Distribution Operations, *Future Electronics*

**Building Flexibility in Delivery Solutions**

Ethan Grob, Director, Strategy & Product, *The Kroger Company*

# WHO YOU'LL HEAR FROM

High profile industry procurement leaders come together to relay strategies, experience, and what they're doing to recover from 2020.

## SCOPE SPEAKERS INCLUDE:

[+ Click to view the full list of top speakers.](#)



WILEY

**Kurt Scherwatzky**  
Senior Director, Global Sourcing



Coca-Cola

**Sarvi Bajwa**  
Vice President of Supply Chain Operations, US East and Canada



FLIR

**Michael Shin**  
Global Vice President of Procurement



AT&T

**Susan Johnson**  
EVP - Global Connections & Supply Chain



Discovery

**Daniel Haloukas**  
Vice President, Procurement



APPAREL & FOOTWEAR

**Nate Herman**  
Senior VP, Policy



INOVA

**Patricia Hoch**  
Senior Director of Procurement



BOMBARDIER AEROSPACE

**Shauna Gamble**  
Chief Procurement Officer



BAYER

**Johnny Ivayni**  
Head of Distribution Excellence



ABInBev

**Peter Kraemer**  
Chief Supply Officer



Del Monte Quality

**Randy Cooper**  
Director of Transportation



intel

**Ravi Dosanjh**  
Head of Strategic Program Management



Kroger

**Ethan Grob**  
Director, Strategy & Product



Intermountain Healthcare

**Allison Corry**  
Assistant Vice President of Procurement



DAYCO

**Tolga Tuksal**  
Global Director of Strategic Sourcing



MODINE

**Jim Moise**  
Vice President of Global Supply Chain

# WHO YOU'LL MEET WITH

We take the heavy lifting out of solution finding completely. Tell us what you need and we'll set you up with the right people.

SCOPE SPONSORS INCLUDE:



# HIGH END SWAG IS YOURS ONCE YOU COMPLETE ALL OF YOUR MEETINGS



**+ Plus a gift card and charity donation.**

*Participation in the scheduled solution provider meetings via Zoom is required. We'll do all the heavy lifting to match you with only the companies that can help you move business forward. Once completed we'll ship your swag directly to your door!*

# WE HAVE 100S OF CUSTOMERS THAT WANT YOU TO KNOW

# WHY THEY KEEP COMING BACK TO CONNECT

**OLYMPICSTEEL**

I wanted to provide positive feedback to the event and how it was put together. I really appreciate how well organized the one on one meetings were and the variety of vendors. Pre-pandemic I attended, in person, multiple Supply chain, Logistics, Transportation conferences throughout the country and I have to say this was a pleasant experience.

*Corporate Transportation Manager*

**SCA**

Surgical Care Affiliates®

Thanks for invite to the event and the meeting format was great for the 8 meetings. Had some really good conversations around system options for our sourcing team.

*Senior Category Manager, Supply Chain*



Love the content and speakers. This is a bad time of year to try to attend. I like the virtual because it allows to go back and watch what I missed. On the other hand with an in person engagement, I force myself to breakaway from work and attend.

*Director North American Logistics*

**RAIN BIRD**

The logistics of the event (scheduling, communication, coordination) were very transparent and effective.

*Corporate Manager of Distribution and Logistics*

# SCOPE TESTIMONIALS



I appreciate the Quartz Events team continuously encouraging me and following up with me. I was on the fence. I enjoyed the opportunity to speak... this was my first solo effort and would enjoy another opportunity. The quality of the content of the sessions was very good and exactly what I need to gain better perspective on what's "out there" as I look to improve the performance of our supply chain.

*Director of Supply Chain*

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I loved the information I got from the speakers at the event. Being able to access it when we had time was extremely valuable. The SWAG was great as well. Over all this event is very nicely organized and I had no complaints.

*Supply Chain Manager*

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The zoom meetings are a great value. Efficient and just the right amount of time to set an introduction.

*Director of Procurement*

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Great experience , attention to detail and quality of execution.

*Head US Procurement*

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I enjoyed the virtual 1:1 session. I was still able to see the vendor face to face. Plus they were to present demos and videos for me to better understand what they had to offer. Also, it was great that we could review as many session on our own time.

*Senior Supplier Quality Engineer and Global CT Lead for Switches*

# SCOPE TESTIMONIALS



Team coordinating the event was very thorough, courteous and pleasant to work with.

*Director, Global Procurement*

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I thought the team themselves did a great job of arranging the meetings and insuring they met my needs.

*Director of Procurement*

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Thank you Quartz Events for putting on a very organized and professional event that had varying levels of content for all that attended.

*Manager, Corporate Transportation*

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I felt very well taken care of and supported throughout the registration, scheduling, and during the event.

*Director of Supply Chain Operations*

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Thank you Quartz Events for the opportunity to attend. I appreciated the opportunity to listen to and meet individuals from other industries. This was an excellent event!

*Head of Supply Chain*

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Although we are in ever changing and uncertain times that have moved us to virtual meetings, I believe Quartz Events did a wonderful job putting this together and selecting appropriate vendors to meet with that are pertinent to my projects! Thank you!

*Director, Strategic Sourcing & Contracting*

# SCOPE TESTIMONIALS



Great event, especially during COVID since it was all virtual!!! Thank you Quartz Events!

*Supply Chain Strategy Manager*

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The one on one sessions are a great way to meet and learn about other organizations we can partner with without too much of an investment in time.

*Director of Supply Chain*

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The hard work showed in the quality of the speakers and matches that were made for the 1 on 1 meetings.

*Director, Purchasing*

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Customer Service support was outstanding. Attendee relations was extremely responsive. Scheduling was flexible and accommodated by availability. Thank you.

*Sr. Procurement Manager*

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I appreciated the clear and consistent communication. Made it super easy to plan and know what's coming.

*Supply Chain Ops and Planning Manager*

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I can imagine what a process it was to organize the schedules of so many and I thought it was done with great transparency and professionalism. The response time was commendable. The staff did a great job to be as accommodating as possible.

*Manager Procurement & Logistics*

# SCOPE TESTIMONIALS



Overall, I was satisfied with the vendors that I spoke to. Some had a good idea for me to follow-up on and others where their offering didn't fit with what I was researching still led to interesting conversations. I have 7 scheduled one-on-one's and of those 6 were great and one was ok. So overall all good. Thanks Quartz Events!

*Director Supply Chain*

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This was well organized and managed well. For a first time virtual meeting it was outstanding. I would sign up again without hesitation.

*Vice President of Operations*

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Some of the vendors I spoke with were able to direct me to others that could potentially meet some of my needs better. I think that was pretty professional of them. I think you are doing a great job pulling together the kinds of business partners people will enjoy working with.

*Director, Global Facilities Technology Team*

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It was a great way to connect with potential services and well put together. Easy to connect and explore.

*Director of Manufacturing*

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I salute the hard work of the Quartz Events team and excellent platform for small manufacturer like us. Thank you.

*Director, Compliance & Lead Instructor PCQI, SQF, FS, QA*

# SCOPE TESTIMONIALS



Had a wonderful time, made several new connections with two that I see us forming a partnership with. Great work!

*Program Manager, Marine Actuation*

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I really appreciated how prepared the vendors were able to be with having reviewed my info input before our meetings.

*Engineering & Product Development Manager*

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I feel Quartz Events did an excellent job of restructuring the event to accommodate this difficult time we have all had this year with covid. I'm so glad that Quartz didn't just cancel the event but rather found a new way to host it virtually. The event seemed to be very well thought out and executed. Hats off to all the Quartz Event staff that made this virtual event possible. They all deserve to be recognized for their outstanding work! Bravo! Thank You!

*Process Leader*

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Scheduling of one on one's was flawless even with a few changes mid event. Great job.

*VP of Manufacturing and Logistics*

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1:1 meetings were helpful and provided a good platform to interact and begin next steps.

*VP, Clinical Affairs*

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Good show. Met interesting people, and creative technology.

*Engineering Manager, Mining*

**JOIN US  
FOR WHAT  
WILL PROVE  
TO BE**

**THE  
ONLY  
EVENT  
YOU'LL  
NEED TO  
ATTEND  
THIS  
YEAR**

**Quartz Events Offices :**

2200 Pacific Coast Hwy, Suite 307  
Hermosa Beach, CA 90254

3519 14 Street Southwest, 2nd  
Floor T2T 3W2  
Calgary, Alberta, Canada

**Contact :**

424.334.5220  
quartzevents.com



**SCOPE VIRTUAL  
Procurement Summit**



**Laurie Takigawa**  
*Attendee Relations Executive*  
laurietakigawa@quartzevents.com  
**(424) 421-5149**



**Brooke Lowery**  
*Senior Content Manager*  
brookelowery@quartzevents.com  
**(424) 334-5162**