



Best Practices in e-Sourcing
 March 4-6, 2012 | Bellagio Resort & Casino | Las Vegas

Sunday, March 4

- 10:30 AM - 5:00 PM **Golf Outing**
Rio Secco Golf Club*
- 7:00 PM - 10:00 PM **Innovation Meet & Greet Cocktail Reception**
Jimmy Buffet's Margaritaville*

Monday, March 5

	8:00 AM - 9:00 AM	Networking Breakfast / New User Orientation
Keynote Presentations	9:00 AM - 9:15 AM	Steve Whiteman, Chairman and CEO, Intesource, Inc. Welcome Message
	9:15 AM - 10:05 AM	Dave Bell, CFO, Schnuck Markets A CFO's Perspective
	10:10 AM - 11:00 AM	Jim Buhr, CFO/CIO, Bashas', Inc. Finance and Procurement: A Great Collaboration
	11:00 AM - 11:10 AM	Networking Break
	11:10 AM - 12:00 PM	Michael R. Griswold, Research Vice President, Gartner, Inc. Strategic Sourcing – Creating Value in the Retail Supply Chain
	12:00 PM - 1:00 PM	Lunch
General Session	1:00 PM - 1:45 PM	Laura Hodges, Director, Pricing and Purchasing Service, IHS Global Insight Pricing Risks – Be Prepared for the Next Round of Commodity Price Swings
	1:50 PM - 2:35 PM	Bryan Rothmeyer, Director Indirect Sourcing & Brian Olin, Sourcing Manager, Family Dollar Savings Metrics: Measuring Total Organizational Impact
	2:35 PM - 2:45 PM	Networking Break
	2:45 PM - 3:30 PM	Intesource Roadmap Gabe Gabaldon, CTO, Intesource, Inc. Jason Heffelfinger, Account Manager, Intesource, Inc.
	6:00 PM - 9:00 PM	Cocktail Hour & Dinner Reception - Presentation of Million Dollar Club Awards Nine Fine Irishmen at New York, New York Casino*
	9:00 PM - 11:00 PM	After Hours Bar at Times Square at New York, New York Casino* "The No. 1 rated dueling piano show in Las Vegas"

*Transportation will be provided for all off-site activities
 Agenda subject to change



Best Practices in e-Sourcing
 March 4-6, 2012 | Bellagio Resort & Casino | Las Vegas

Tuesday, March 6

8:00 AM - 9:00 AM		Networking Breakfast	
Breakout Sessions		TRACK A	TRACK B
	9:00 AM - 9:45 AM	Coe Hawkins, Director of Procurement & Sourcing, Save Mart Exploring Forward Auctions	Steve Glenning, Director of Indirect Procurement, Wegmans Reinventing An Established Program
	9:50 AM - 10:35 AM	Steve Glenning, Director of Indirect Procurement, Wegmans Reinventing An Established Program	Bryan Porritt, Project Manager, Strategic Sourcing / Central Procurement, Spartan Stores 12 Months and 150 Events Later...
	10:35 AM - 10:45 AM	Networking Break	
	10:45 AM - 11:30 AM	Bryan Porritt, Project Manager, Strategic Sourcing / Central Procurement, Spartan Stores 12 Months and 150 Events Later...	Coe Hawkins, Director of Procurement & Sourcing, Save Mart Exploring Forward Auctions
11:30 AM - 12:30 PM		Lunch	
General Session	12:30 PM - 1:20 PM	Panel Discussion: Today's Sourcing Challenges & Opportunities Maleia Rimmer, Procurement Specialist, Harris Teeter Frank Ho, Senior Manager, Rite Aid Chris Phelps, Buyer, Wegmans Food Market	
	1:30 PM - 2:15 PM	Panel Discussion: Beyond Savings Alanna Pashley, Client Services Coordinator, Intesource, Inc. Natalie Bernacchi, Client Services Coordinator, Intesource, Inc. Teresa Yost, Account Manager, Intesource, Inc. Lindsay Bernacchi, Account Manager, Intesource, Inc.	
	2:15 PM - 2:30 PM	Closing Remarks Steve Whiteman, Chairman and CEO, Intesource, Inc.	
	2:30 PM - 4:00 PM	One-on-one Account Manager Meetings (optional) Sign-up sheet at registration	

*Transportation will be provided for all off-site activities
 Agenda subject to change