

May 22-23, 2023

Denver, Colorado

DAY 1

7:00 AM - 8:30 AM	Check-In	
7:30 AM - 8:30 AM	Breakfast	
8:30 AM - 9:30 AM	The Art of Adaptation: Transforming Challenges into Opportunities for Growth and Success <i>TBD</i>	
9:30 AM - 9:45 AM	Break	
	TRACK 1	TRACK 2
9:45 AM - 10:45 AM	Agile Contracting: Best Practices for Successful Development Efforts <i>Robert Wright</i>	Cybersecurity: An Ounce of Prevention <i>Stephanie Akerley</i>
10:45 AM - 11:00 AM	Break	
11:00 AM - 12:00 PM	Improving Your Strategic Sourcing Efforts with Predictive Benchmarking <i>Greg Nogle</i>	Mastering the Art of Negotiation: Winning Strategies for Success <i>Panel Discussion</i>
12:00 PM - 1:30 PM	Lunch	
1:30 PM - 2:30 PM	Protecting Your Data and Your Bottom Line: An Overview of Cloud Escrow Best Practices <i>Frank Bruno</i>	Lessons Learned Implementing a Contract Lifecycle Management Solution <i>Scott Thomas</i>
2:30 PM - 2:45 PM	Break	
2:45 PM - 3:45 PM	Buying, Partnering, and Integrating Blockchain Technology <i>Skip Carlson</i>	
3:45 PM - 4:00 PM	Break	
4:00 PM - 5:00 PM	IT Procurement Trivia	
5:00 PM - 6:30 PM	Social	

DAY 2

7:30 AM - 8:30 AM	Breakfast Roundable Networking Opportunity	
8:30 AM - 9:30 AM	Overcoming Inflationary Headwinds: Strategies for Effective IT Procurement <i>TBD</i>	
9:30 AM - 9:45 AM	Break	
	TRACK 1	TRACK 2
9:45 AM - 10:45 AM	Optimizing Your Oracle and SAP Negotiations in 2023 <i>Scott Bickley</i>	IT Procurement & Digital Transformation: How to NOT Fail 70% of the Time! <i>David Hatch</i>
10:45 AM - 11:00 AM	Break	
11:00 AM - 12:00 PM	Optimizing Your Salesforce and ServiceNow Negotiations in 2023 <i>Scott Bickley</i>	Navigating The Complexities of Third Party Risk: Key Strategies for Success <i>Panel Discussion</i>
12:00 PM - 1:30 PM	Lunch	
1:30 PM - 2:30 PM	Maximizing Value in Vendor Relationships: Strategies for Effective Vendor Management <i>Joani Scott</i>	Closing the Deal: Strategies for Successful SaaS Negotiations <i>Michele Thompson</i>
2:30 PM - 2:45 PM	Break	
2:45 PM - 3:45 PM	Top 10 Trends in IT Procurement in 2023 <i>Robert Wright</i>	
3:45 PM - 4:00 PM	Break	
4:00 PM - 5:00 PM	Debrief/General Session	