

SUPPLIER DIVERSITY & ECONOMIC INCLUSION *FOR* PHARMA & HEALTHCARE

Strengthening Supply Chain Partnerships through Robust Commitment to Diversity, Equity & Inclusion

March 7-8, 2023, Online Livestream



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CHILDREN'S MERCY



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Anna Hakobyan
Global Supplier Diversity Sustainability & Government Compliance Lead
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Latifah Jackson
Supplier Diversity Manager
UNIVERSITY HEALTH



Saken Khokhar
Senior Supplier Diversity Lead, Global Sourcing
BOSTON SCIENTIFIC



Aron Khoury
Director, Supplier Diversity, Global Supply Management
MEDTRONIC



Barry Kull
Senior Director, Category Management, Americas
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Lee Lewis
Director of Supplier Diversity & Inclusion
HIGHMARK HEALTH



Jinus Moghbeli
Director of Risk Management
AMGEN



Dana Small
Associate Director, Global Strategic Sourcing, Head of Commercial
BIOMARIN



Lynnette Smyer
Supplier Diversity Education Specialist
3M

The **ONLY** life sciences event **EXCLUSIVELY DEVOTED** to this crucial and growing topic!

IN-DEPTH ANALYSIS:

- Creating sustainable and impactful supplier diversity programs
- Exploring novel procurement strategies to engage with potential partners
- Ensuring opportunities for minority and women-owned and small business
- Learning new ways to identify and engage suppliers based on your needs
- Effectively expanding supplier diversity and going global
- Adopting effective methods to secure and sustain commitment from leadership

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EVENT OVERVIEW

Supplier diversity is rising to the top of corporate agendas, and with global supply chains still in disarray there has never been a more urgent need for procurement teams to optimize their partnerships. Most companies that focus on supplier diversity only started within the last 2 years – so there is plenty of room for new leaders to emerge. How can YOU build a supplier diversity program that drives sustainable, long-term value?

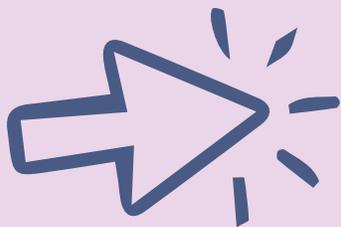
Join us at the **Supplier Diversity & Economic Inclusion for Pharma & Healthcare Summit**, streaming online March 7-8 for an unparalleled networking experience. You'll walk away with new insights and actionable strategies for overcoming the most critical challenges of working with small and diverse suppliers – including procurement, sourcing, regulatory, compliance, and much more!

No other event goes into as much detail on these crucial topics your teams need!

- Creating long-lasting, sustainable, and impactful supplier diversity programs
- Implementing novel procurement strategies to engage with diverse partners
- Adopting proven methods to ensure support and buy-in from leadership
- Learning how to identify and overcome unconscious bias
- Leveraging programs to overcome certification challenges
- Tactics to expand supplier diversity on a global scale

WHO SHOULD ATTEND

- | | | |
|--|-----------------------------------|--|
| • Supplier Diversity | • Commercial Procurement | • Risk Management |
| • Vendor Diversity | • Indirect Procurement | • Compliance / Government Compliance |
| • Supplier Relationship Management | • Sourcing / Global Sourcing | • Diversity, Equity & Inclusion (DE&I) |
| • Supplier Equity & Economic Inclusion | • Strategic Sourcing | • Government Reporting |
| • Chief Diversity Officer / CDO | • Contracting / Contract Sourcing | • Finance / Purchasing |
| • Supply Chain | • Category Management | • Marketing Specialists |
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DAY ONE, TUESDAY, MARCH 7TH, 2023

ALL TIMES ARE IN EST

9:00 *REGISTRATION & LOG IN*

9:45 *CHAIRPERSON'S OPENING REMARKS*

MAKING THE CORPORATE CASE FOR SUPPLIER DIVERSITY PROGRAMS

10:00 **Spend Less Time Searching and More Time Engaging with Suppliers**

A successful supplier diversity program relies on having a pool of eligible diverse suppliers across all categories. However, finding the right supplier can be challenging. Learn effective ways to spend less time searching for diverse suppliers and more time engaging with them.

- Identify spend categories with the largest potential for diversity spend growth
- Map the most productive methods and mindsets for supplier engagement
- Learn new ways to identify, collaborate, and engage suppliers according to your needs

Dana Small, Associate Director, Global Strategic Sourcing, Head of Commercial – BIOMARIN

10:45 **Understand What Supplier Diversity Really Represents to Your Bottom Line**

You need programs with continuous mentoring that make clear your aim is not to reinvent the wheel but instead match a movement that's already built. Understanding the procurement process, building capacity, and helping in scalability are only a few important aspects that require clarification to meet supplier diversity objectives.

- Overcome outreach hurdles with effective end-reach strategies
- Debunk misconceptions and implement entirely different cultures
- Comprehend procurement processes and smooth out relationships

Latifah Jackson, Supplier Diversity Manager – UNIVERSITY HEALTH

11:30 *BREAK*

11:45 **Grasp How Supplier Diversity Impacts Healthcare Outcomes and Economies**

Healthcare providers are impacting outcomes through unique programs that leverage diverse suppliers and communities. The multiplier effect of engaging diverse suppliers and communities is driving better healthcare outcomes, strengthening local economies, and developing a more robust ecosystem for the entire healthcare industry.

- Develop a stronger and more reliable supplier diversity ecosystem
- Hear unique approaches to address healthcare delivery holistically
- Implement strategies that increase place-based investing and local purchasing

Bob Fogarty, Supplier Diversity Liaison & Education Coordinator – CHILDREN'S MERCY

12:30 **Recognize Value and Develop Provider Diversity**

One of the main issues when addressing supplier diversity is that not everyone recognizes its true importance. A key burden your initiatives must overcome is the stereotype that diverse and small suppliers aren't able to compete.

- Develop a tailored pitch that clearly explains the benefits to all teams
- Consider non-traditional sources of business and demonstrate value
- Achieve greater alignment with corporate goals and diverse supplier initiatives

Lee Lewis, Director of Supplier Diversity & Inclusion – HIGHMARK HEALTH

1:15 *LUNCH*

RETHINKING PROCUREMENT, DEVELOPMENT AND SOURCING STRATEGIES

2:15 **Build A Robust Pipeline of Qualified Suppliers**

Companies that operate vibrant and successful supplier diversity programs have something in common: they constantly are beating the bushes to find qualified diverse suppliers. Hear how to develop and manage a diverse supplier program that aims to build capacity and capabilities of business owners.

- Explore collaboration methods
- Drive business outcomes within your organization
- Aim for greater economic impact and development

Lynnette Smyer, Supplier Diversity Education Specialist – 3M

3:00 **Leverage Novel Procurement Strategies to Engage with Potential Partners**

While working to identify and partner with best-in-class diverse suppliers, you must also offer opportunities that support small and diverse suppliers' own growth and development. How compellingly can you convince them that your organizational goals also include their success? Learn how to leverage multiple sources of talent wherever that talent is found.

- Strategies to engage with suppliers
- Communicate the value of supplier diversity, both internally and externally
- Ensure opportunities for minority and women-owned suppliers and other small/diverse businesses

Aron Khoury, Director, Supplier Diversity, Global Supply Management – MEDTRONIC

3:45 **Take Your Supplier Programs to the Next Level – While Others Are Giving Up**

The '2022 State of Supplier Diversity Report' revealed that the percentage of respondents with formal programs fell from 35% in 2017 to 21% this year – and companies with either formal or informal programs from 59% to 48%. Is this an actual trend or just a statistical anomaly?

- What's next in an era of continuous improvement?
- Discover diverse formal to informal supplier development initiatives

- Push corporate supplier diversity programs beyond spend metrics

Jessica Gemmell, Supplier Diversity Program, Global Procurement – BD
Saken Khokhar, Senior Supplier Diversity Lead, Global Sourcing – BOSTON SCIENTIFIC

4:30 *Day One Concludes*

DAY TWO, WEDNESDAY, MARCH 8TH, 2023

ALL TIMES ARE IN EST

09:00 *Registration & Log In*

09:45 *Chairperson's Recap of Day One*

ALIGNMENT, PARTNERSHIPS AND GLOBAL APPROACHES

10:00 Learn to Advocate that Small and Diverse Does Not Equal Less Capable

During the pandemic's supply chain disruptions, procurement teams have urgently needed to adapt. Now with ever-increasing opportunities to build sustainable partnerships, you must confront the essential challenge of mindset change outside procurement and throughout your entire organization. What can procurement leaders do to expand, grow, and further strengthen, relationships with stakeholders?

- Discuss how procurement can influence and lead stakeholders to acceptance
- Formulate different skill sets and overcome barriers
- Review procurement contributions beyond savings and supply

Barry Kull, Senior Director, Category Management, Americas – ASTRAZENECA

10:45 PANEL | Secure and Sustain Leadership Commitment to Supplier Diversity

Where there is an effective supplier diversity program, there is a C-Suite committed to the success of that program. Getting buy-in from leadership is crucial, but how do you gain not just support but also a passion for supplier diversity throughout your organization?

- Demonstrate how supplier diversity fits into the picture
- Discuss how to show diverse suppliers provide a competitive edge
- Key ingredients for creating robust supplier diversity programs

Garrett Clark, Director of Commercial Procurement, Supplier Diversity – GILEAD SCIENCES

11:30 *BREAK*

11:45 Broaden Local Diversity Successes for a Global Approach

With hundreds of thousands of diverse suppliers operating outside the U.S., the opportunity to expand and evolve your supplier diversity program is not only real, it is a necessity. But, where do you get started in implementing a global supplier diversity program?

- Hear best practices for going global

- Learn why a global program is a necessity
- Expand your program on a global scale

Anna Hakobyan, Global Supplier Diversity Sustainability & Government Compliance Lead – ASTRAZENECA

12:30 Map the Major Diversity Considerations in Nations and Regions You Target for Expansion

Diverse supplier is important across the world and is a driver of economic expansion and growth for millions of women, minority, and small businesses everywhere. Hear how to effectively approach diverse suppliers and confidently execute supplier diversity globally.

- Track spending and measure economic impact in various countries
- Verify and assess foreign suppliers
- Explore methods to globally manage Tier 2 programs

Jinus Moghbeli, Director of Risk Management – AMGEN

1:15 *LUNCH*

2:15 Leverage Supplier Diversity Programs to Overcome Certification Challenges

According to 'supplier.io', out of diverse suppliers that are not currently certified, 35% don't know how to get certified; 32% didn't know they could, and 60% of mature businesses didn't know they could be certified. However, with 40% of supplier diversity programs being less than 3 years old, a significant opportunity exists to learn about performance, innovation, and how a supplier diversity program can create maximum value.

- Leverage today's unique circumstances and overcome supplier diversity challenges
- Scale diverse suppliers to take on new opportunities and challenges
- Offer the pledge of expanded reach and increased market share with supplier diversity

Jessica Gemmell, Supplier Diversity Program, Global Procurement – BD

3:00 Steps to Start with Tier 2 Reporting

If your program is established and Tier 1 reporting is underway, it is time to begin tracking and reporting Tier 2 spend. Reporting Tier 2 spending can push you closer to additional goals, such as expanding your supplier base and further discovering opportunities for supplier development. Gain insights on why Tier 2 reporting is one of the easiest ways to increase diversity spending.

- Implement Tier 2 reporting as key to making more sustainable programs
- Keeping stringent controls in spending and accountability
- Expand with associations across the industry

3:45 *Conference Concludes*

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