Conference Show Guide

October 15–16, 2025 • Philadelphia, PA

28th Annual

ITPS

Information Technology Procurement Summit



At the Crossroads of History and Innovation

28th Annual

ITPS

Information Technology Procurement Summit

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Welcome to the 28th Annual IT Procurement Summit!

Welcome to Philadelphia, where history meets innovation and provides the perfect backdrop for conversations that will reshape how you think about IT procurement.

Over the next two days, you'll tackle the issues that keep you up at night: AI's growing influence on sourcing, the shift from transactional to strategic procurement, and the persistent challenges of contracts, renewals, and risk management. This isn't a conference where you passively absorb information. It's where you challenge assumptions, share battle scars, and leave equipped for what comes next.

Our faculty includes seasoned negotiators, data strategists, contract specialists, and leaders who've wrestled with the same vendor showdowns and budget pressures you face daily. They're not here to lecture. They're here to arm you with tools, tactics, and the confidence to negotiate better deals.

ITPS is built on more than scheduled sessions. The real breakthroughs happen in hallway conversations that spark new approaches, roundtables where you discover shared struggles, and connections with peers who become trusted advisors long after you return home.

Whether this is your first ITPS or your fifteenth, you're joining a community that understands procurement isn't just about contracts and cost savings. It's about influence, transformation, and positioning your organization for the future.

Grab your badge, bring your toughest questions, and dive in.

Welcome to Philadelphia. Let's make it count.

Katie McEwen
Chief Membership Officer, CAUCUS

CAUCUS™

THE VENDOR-FREE HUB FOR IT PROCUREMENT PROFESSIONALS

ITPS 2025 Faculty

Conference Leader



Katie McEwen
Chief Membership Officer

Katie McEwen serves as the Chief Membership Officer at CAUCUS, where she leads the charge in cultivating a vibrant, value-driven community for IT procurement professionals. A dynamic leader with a passion for people, Katie is known for her ability to foster connection, spark engagement, and drive meaningful growth across the CAUCUS membership. Her work blends strategic insight with a personal touch, ensuring that members don't just participate, but thrive.

Katie brings to CAUCUS a distinctive blend of entrepreneurial energy and procurement savvy. Prior to joining the organization, she built The Procurement Girl, an agency focused on elevating underrepresented technologies and services in the procurement space. Drawing from her roots in Kentucky and her love for music, family, and faith, Katie has always approached her work with authenticity, humor, and heart.

At CAUCUS, Katie is reimagining what membership means, from personalized onboarding experiences to expanded benefits and community engagement initiatives. Her leadership is helping to reshape procurement's narrative, proving that it's not just about saving money, but about building influence, empowering professionals, and transforming the way organizations think about sourcing.

Whether she's connecting members, championing innovation, or rallying a room full of professionals, Katie brings energy, purpose, and deep care to everything she does.





Bill Allgeier
Executive Advisor, Sourcing, IT, and Shared Services

Bill Allgeier brings over 30 years of leadership experience across IT, sourcing, shared services, and risk management. A trusted advisor to senior executives and a builder of high-performing teams, Bill has spent his career helping organizations implement transformative sourcing strategies, navigate mergers and acquisitions, and manage global vendor ecosystems. Bill's expertise spans a wide range of strategic procurement functions, from eAuctions and business process outsourcing to hardware and software procurement, governance, and process optimization. His career includes extensive work in complex negotiations, project risk mitigation, and organizational change, with a reputation for helping businesses unlock efficiency and value.



Jerry Craig
Principal

As a technology and procurement leader with over 30 years of experience driving value through complex global contract negotiations. With more than 20 years applying technology across engineering, design, manufacturing, and product lifecycle management, including six years as a senior consultant for a global CAD/CAM/CAE/PLM provider, he brings both technical depth and commercial savvy to the negotiating table.

As founder of his advisory practice, Jerry has supported a wide range of contract negotiations, even becoming a certified Athlete Agent and securing NIL agreements for top U.S. athletes, including the nation's leading speed skater. Known for his ability to blend technical insight with negotiation strategy, Jerry's guiding principle is simple: every deal must deliver measurable, realized value to the bottom line.



Karen James
Financial Administrator - Manager

Karen James brings over a decade of experience in procurement, contract administration, and IT financial management. At Stockton University, she oversees more than $10 million in IT budgets spanning operations, capital projects, grants, and salaries. With a strong foundation in finance and sourcing strategy, Karen leads the charge on technology acquisitions—negotiating telecom, software, hardware, and services contracts while maintaining strict compliance and security standards.

As a vendor manager and procurement innovator, Karen streamlines the IT purchasing cycle from requisition to payment. She champions cooperative agreements and purchasing aggregators to drive efficiency and responsiveness in a fast-moving tech environment. Her collaborative leadership and strategic mindset have earned her a reputation for solving complex challenges and aligning procurement with institutional goals.



David Johnson
Senior Director, Global Sourcing

David Johnson is a results-driven IT procurement professional known for his hands-on expertise in contract negotiation, process optimization, and vendor management. With a strong background in IT operations and commercial strategy, David combines analytical rigor with practical leadership to streamline procurement workflows and deliver long-term value. His experience spans a wide range of categories, including hardware, software licensing, telecommunications, and enterprise services.

Throughout his career, David has implemented strategic sourcing frameworks, improved asset and inventory management systems, and led cross-functional efforts to manage risk and drive cost efficiencies. A collaborative leader and trusted business partner, David is recognized for his ability to build productive relationships and deliver procurement solutions that align with organizational goals.



Elizabeth Karlatopoulos
Business Management Officer

Elizabeth Karlatopoulos brings more than 30 years of IT experience and over a decade specializing in outsourcing and contract management. She has led high-value outsourcing agreements, strengthened vendor partnerships, and implemented governance frameworks to ensure compliance and mitigate risk.

Her expertise spans contract negotiation, vendor performance oversight, and regulatory navigation across complex ecosystems. Elizabeth is known for aligning procurement strategies with business objectives, reducing contractual risks, and driving service excellence. A trusted collaborator to legal, procurement, and executive teams, she helps organizations build sustainable vendor relationships that deliver measurable value.



Fey Saephan
Procurement Senior Director

Fey Saephan is a seasoned procurement executive with over 14 years of experience delivering strategic sourcing solutions across both direct and indirect categories. She specializes in turning ambiguity into opportunity, leveraging data, stakeholder alignment, and continuous improvement frameworks like the Danaher Business System (DBS) to unlock measurable value.

Fey's portfolio includes sourcing strategies for IT services (including cybersecurity, application development, and offshore support), as well as critical direct materials such as circuit boards, cable assemblies, and semiconductors. Her ability to influence stakeholders and structure high-impact deals has driven cost savings, operational improvements, and strategic insights across complex procurement ecosystems.



Joani Scott
Director of Procurement

Joani Scott is a procurement leader known for her expertise in global strategic sourcing, vendor management, and procurement transformation. As Procurement Director at First Advantage, Joani drives key initiatives that optimize spend, improve supplier performance, and support operational success across the enterprise. She brings over 20 years of experience building sourcing programs that deliver measurable results in both cost reduction and risk mitigation.

Throughout her career, Joani has led successful category strategies, implemented performance-based vendor models, and steered collaborative transformations that elevate procurement's impact across organizations. Her approach blends analytical precision with relationship-focused execution, earning her a reputation as a trusted advisor to both internal teams and external partners.



Elissa Stewart
Director, Strategic Sourcing and Technology Procurement

Elissa Stewart is a results-driven procurement leader with deep expertise in strategic sourcing and IT supply market analysis. Her work bridges technology, operations, and finance to drive value across enterprise procurement initiatives. Known for her creativity and leadership, Elissa has consistently delivered high-impact results throughout her career. She currently leads a team of sourcing professionals and manages a diverse IT portfolio that includes enterprise software, cloud services, and hardware. Elissa has led high-profile initiatives such as piloting ultra-wideband technology in the NYC subway and negotiating a $28 million Kronos deal on an accelerated timeline. Her ability to align stakeholders, conduct in-depth cost-benefit analysis, and negotiate optimal terms has earned her a reputation as a trusted business partner.



Brad Veech
IT Sourcing Strategist and Author, The SaaS-Hole

Brad Veech is a seasoned IT sourcing expert, strategist, and keynote speaker who has spent more than 25 years guiding Fortune 100 organizations through complex technology negotiations and global sourcing strategies. His career is marked by a passion for creating business value through high-impact deals and a talent for building world-class sourcing teams that deliver measurable outcomes.

Brad has negotiated thousands of enterprise contracts across software, SaaS, telecom, hardware, and professional services, with suppliers including Oracle, IBM, Microsoft, Cisco, and Apple. A trusted voice in the industry, Brad is a frequent keynote speaker at industry conferences and events. He is also the author of two influential books, Software: The Silent Killer of Your Company's Budget and The SaaS-Hole, which candidly explore the financial blind spots and strategic missteps that often plague enterprise IT spend.



Brian Walsh
Manager, Information Technology

Brian Walsh brings nearly two decades of procurement leadership across both public and private sectors, with deep expertise in IT contracting and operational strategy. As Manager of IT Administration for the Judicial Council of California, he oversees a broad portfolio that includes IT budgets, contracts, HR, and administrative support for one of the largest court systems in the country.

Previously, Brian led the Non-Facilities Contracts unit, managing more than 2,000 agreements annually with a combined value exceeding $550 million. His career spans complex software negotiations, startup procurement planning, and large-scale retail construction sourcing. From multimillion-dollar system contracts to enterprise-wide service agreements, Brian's track record reflects a commitment to structure, transparency, and value delivery.



Susan Walsh
Founder, The Classification Guru

Susan Walsh is an internationally recognized authority on spend data classification and transformation, widely known as The Classification Guru. With over a decade of experience helping organizations clean and structure their procurement data, Susan has become a leading voice in the industry through her innovative approach and educational outreach. In 2017, she founded The Classification Guru Ltd with a mission to help organizations fix their dirty data and build a foundation for strategic decision-making. Her proprietary COAT framework, which ensures data is Consistent, Organised, Accurate, and Trustworthy, has become a standard among procurement and finance professionals seeking clarity and control in their data environments. Susan is the author of Between the Spreadsheets, a practical guide to data classification, and has delivered her TEDx talk Say NO to NO on resilience.



Robert Wright
Principal, International Computer Negotiations, Inc. (ICN)

Robert Wright is a seasoned technology contracts negotiator with over two decades of experience helping organizations manage real risk and achieve meaningful financial outcomes through better deals. As Principal at International Computer Negotiations (ICN), Robert leads engagements focused on contract strategy, vendor negotiation, and process optimization. He is frequently called upon to handle high-risk, high-reward negotiations with values ranging from $500K to $5MM, earning the trust of executive leadership for his ability to deliver results. Robert has deep expertise in drafting and negotiating software licenses, SaaS/cloud agreements, consulting services, statements of work, and NDAs.

Join us at
CAUCUS.com



What is CAUCUS™ ?

IT procurement rarely gets the spotlight, yet every contract signed, every renewal negotiated, and every risk avoided shapes an organization's future. That's where CAUCUS comes in.

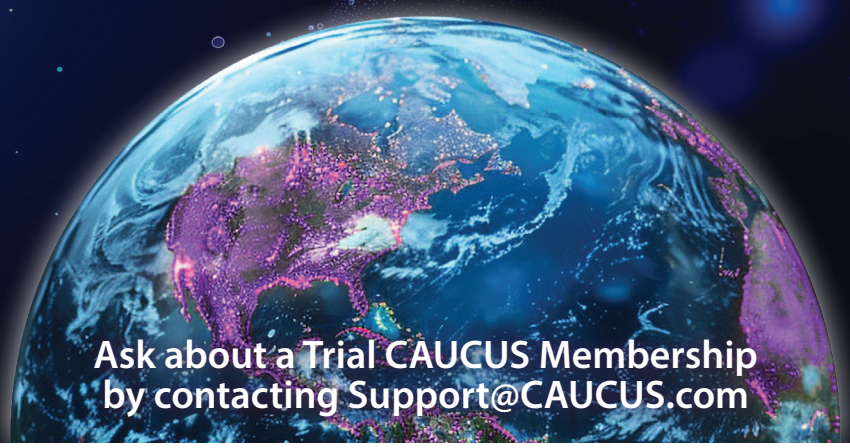
CAUCUS isn't just another membership association. We're a community built by procurement professionals, for procurement professionals who understand the pressure of delivering savings while protecting value, who know that one poorly written clause can derail a project, and who believe procurement deserves a voice in strategic decisions.

For nearly three decades, CAUCUS has given IT sourcing and vendor management professionals a place to:

- Learn from peers who've navigated the same vendor negotiations and budget battles you face.
- Connect with a trusted network that shares real solutions, not sales pitches.
- Lead the evolution of procurement from order-taking to strategic influence.

We exist because procurement professionals need more than vendor presentations and generic best practices. You need honest conversations with people who understand the stakes, practical strategies that work in the real world, and a community that sees procurement as essential to business success.

CAUCUS matters because your work matters. We're here to help every member feel more prepared, more confident, and more influential in shaping their organization's future.



Ask about a Trial CAUCUS Membership by contacting Support@CAUCUS.com

Session Descriptions — Wednesday, October 15

October 15

08:30 AM - 09:00 AM

Welcome to ITPS

Katie McEwen, CAUCUS

Start your IT Procurement Summit experience with inspiration and clarity in this energizing opening session led by Katie McEwen. A passionate advocate for the profession, Katie will welcome attendees and set the tone for two impactful days of learning, networking, and professional growth.

This session provides a helpful overview of what to expect, including major session themes, spotlight topics like AI and SaaS, and interactive formats such as CAUCUS Campfires and expert panels. You'll also get practical tips on how to navigate the agenda and connect with fellow attendees. Whether you're new to ITPS or a returning participant, this session will help you begin with purpose and build lasting connections.

- A clear roadmap of key sessions, themes, and session formats
- Tips to get the most out of CAUCUS Campfires and networking
- A shared sense of community and momentum at the Summit kickoff

09:00 AM - 10:00 AM

Surviving the SaaS Hole: Tales and Tactics from the Front Lines

Brad Veech

SaaS deals should deliver value, not trap your organization in a cycle of escalating costs and empty promises. In this eye-opening session, Brad Veech, longtime procurement leader and author of The SaaS-Hole, takes you inside the murky world of software sales tactics, inspired by the cautionary tale of Steve Davis at Bargain Bonanza.

With humor and hard-earned insight, Brad breaks down the recurring traps in SaaS negotiations and renewals, from stealthy upsells to confusing pricing models. He will share practical strategies that help procurement professionals ask sharper questions, challenge vendor assumptions, and protect the bottom line.

- Spot common tactics software vendors use to inflate deals
- Learn how to identify hidden costs and avoid bloated renewals
- Gain a practical checklist to navigate your next SaaS negotiation



10:15 AM - 11:15 AM

AInxiety! What Sourcing Needs to Know to Get Comfy with AI

David Johnson

Feeling uncertain about AI in procurement? You're not alone. As artificial intelligence rapidly transforms how we source, negotiate, and manage vendors, many professionals are experiencing a new kind of anxiety: AInxiety. This session is designed to demystify AI and help sourcing professionals build confidence in navigating its evolving role.

David Johnson will unpack what AI is (and isn't), how it's currently being used in procurement, and what capabilities are just over the horizon. You'll gain a better understanding of the risks, opportunities, and practical steps you can take today to work smarter with AI instead of fearing it.

- Understand the fundamentals of AI and its application in sourcing
- Learn what questions to ask vendors offering AI-powered tools
- Walk away with clear steps to build comfort and competence with AI in your workflow

11:30 AM - 12:30 AM

Time is Money!!! … Is It Really?

Bill Allgeier

We've all heard the phrase "time is money," but what does that really mean in the context of sourcing and vendor management? In this dynamic session, Bill Allgeier challenges procurement professionals to think differently about how time impacts leverage, pricing, and performance in the deal cycle.

Drawing from decades of hands-on experience in sourcing, vendor management, and risk consulting, Bill explores the hidden opportunities and risks tied to how we value and use time. You'll learn how to leverage timing for better deals, weigh the pros and cons of time-and-materials versus fixed-fee contracts, and spot delay tactics that could derail negotiations. This session will help you rethink what you're truly paying for—and how to make time work in your favor.

- Understand when and how time gives you maximum leverage
- Evaluate pricing models with a focus on accountability and outcomes
- Identify and counteract vendor delay tactics that cost you time and money

Beyond SLAs: How to Ensure Vendors Actually Deliver on Promises

CAUCUS Campfire

SLAs are important, but they don't guarantee results. This CAUCUS Campfire goes beyond the metrics to explore what it really takes to hold vendors accountable. From vague commitments to underwhelming performance, too many deals fall short of expectations once the contract is signed.

In this facilitated roundtable, led by a member of the CAUCUS Executive Advisory Committee, you'll join peers to share real-world experiences, lessons learned, and tactics that go beyond standard service levels. Discuss how to tie performance to meaningful outcomes, navigate vendor excuses, and create mechanisms that drive follow-through.

- Exchange strategies for enforcing accountability beyond SLAs
- Learn how to structure incentives and consequences that matter
- Connect with peers facing similar vendor performance challenges

Session Descriptions — Wednesday, October 15

12:30 PM - 02:00 PM

Luncheon Roundtables: Hot Topics in IT Procurement

02:00 PM - 03:00 PM

Real Talk on AI: What Works, What Doesn't, and What's Next

Panel Discussion with David Johnson, Robert Right and Susan Walsh

Artificial intelligence is everywhere, but what's real, what's hype, and what actually works in IT procurement? In this candid panel discussion, seasoned professionals will share their firsthand experiences with AI tools, platforms, and strategies that are changing how we source, negotiate, and manage vendors.

You'll hear diverse perspectives on what is delivering real value, where caution is still needed, and how to prepare for the changes AI is bringing to contracting, compliance, and supplier management. Whether you're just getting started with AI or looking to scale, this session will help you focus on what matters most and avoid common missteps.

- Hear practical examples of AI use in procurement today
- Learn what pitfalls to avoid when evaluating or adopting AI tools
- Gain insights into how AI is reshaping sourcing and vendor management

03:15 PM - 04:15 PM

Leading Through Change: How Procurement Can Drive Transformation

Elissa Stewart

In a time of rapid technology shifts, evolving business needs, and growing stakeholder expectations, procurement leaders are being called to do more than manage contracts—they're expected to lead change. In this session, Elissa Stewart shares her perspective on how procurement can be a catalyst for transformation across the organization.

Drawing from her experience in higher education and complex stakeholder environments, Elissa will explore how to navigate resistance, build internal alignment, and lead teams through uncertainty with confidence. This session is for anyone who wants to elevate procurement's role as a strategic, future-ready function.

- Learn how to lead procurement initiatives that create lasting change
- Discover strategies for engaging stakeholders and overcoming inertia
- Gain insights into developing your leadership voice in a shifting landscape

Contract Redline Lab: Fix the Biggest IT Procurement Pitfalls

Robert Wright

Bad clauses can cost you. In this hands-on session, Robert Wright walks through some of the most common and costly mistakes hiding in IT procurement contracts and how to fix them. From vague service language to hidden renewal traps, you'll see real-world examples and learn how to redline for clarity, balance, and protection.

This interactive session is designed for procurement professionals who want to sharpen their contract review skills. Whether you're new to redlining or a seasoned pro, you'll walk away with practical techniques to spot issues faster, negotiate stronger terms, and reduce risk in your deals.

- Learn to identify and correct high-risk contract language
- Understand what terms to push back on and why they matter
- Strengthen your redlining and negotiation confidence with real examples

04:30 PM - 05:00 PM

Making the Most of Your Membership

Katie McEwen, CAUCUS

Wrap up Day 1 with a session that brings the CAUCUS community into focus. Whether you're a longtime member or brand new to the group, Katie McEwen will walk you through what CAUCUS is, why it matters, and how to tap into everything it offers.

From peer connections and contract resources to learning opportunities and leadership pathways, this session will show you how CAUCUS supports your work in real and practical ways. You'll leave with a clearer understanding of the value behind your membership and fresh ideas for how to get involved, stay engaged, and grow your career.

- Understand the mission and structure of the CAUCUS community
- Learn how to access tools, content, and support designed for IT procurement professionals
- Discover opportunities to connect, contribute, and lead within CAUCUS



Session Descriptions — Thursday, October 16

October 16

09:00 AM - 10:00 AM

Dirty Data, Costly Decisions: Why Classification Matters in IT Procurement

Susan Walsh

Bad data leads to bad decisions – and in IT procurement, the costs can add up fast. In this insightful session, Susan Walsh, founder of The Classification Guru, highlights the hidden risks of poor data quality and the power of clean, well-classified spend information.

You'll learn how data chaos affects everything from supplier negotiations to software renewals and contract compliance. Susan will share real-world examples, practical tips for cleaning and maintaining procurement data, and steps to build a foundation that supports better sourcing, stronger analytics, and smarter decisions.

- Understand how poor data impacts IT procurement outcomes
- Learn simple steps to clean and classify data for better insights
- Discover how strong data practices drive stronger vendor and cost management
-



10:15 AM - 11:15 AM

From Budget Blowouts to Vendor Issues: How Peers Solve IT Procurement Problems

Jerry Craig

IT procurement is full of challenges—unclear requirements, runaway budgets, vendor performance issues, and compliance risks. In this interactive session, the audience becomes the panel. Jerry Craig will facilitate a dynamic discussion where you and your peers share real-world experiences, lessons learned, and strategies that work.

You'll hear practical solutions for handling the toughest IT procurement problems, from managing scope creep and mitigating risk to keeping projects on time and on budget. Walk away with actionable insights you can apply immediately to strengthen your procurement practices.

- Learn proven strategies for addressing common IT procurement challenges
- Gain peer-driven insights on vendor management and compliance
- Discover practical tactics to prevent budget overruns and project delays

Driving Results: Vendor Management and Contract Compliance Essentials

Elizabeth Karlatopoulos

Successful outsourcing doesn't happen by chance. It requires strong governance, clear communication, and proactive risk management. In this session, Elizabeth Karlatopoulos shares strategies for managing high-value outsourcing agreements while ensuring compliance, mitigating risk, and aligning vendor performance with organizational goals.

You'll explore how to navigate complex vendor ecosystems, foster stronger collaboration across legal, procurement, and executive teams, and avoid common pitfalls that can derail outsourcing success. Elizabeth will provide practical tips for strengthening vendor relationships and using contract management as a tool for achieving business objectives.

- How to align outsourcing agreements with organizational priorities
- Key steps for managing vendor performance and compliance
- Practical strategies for mitigating contractual and operational risks

11:30 AM - 12:30 AM

Beyond the Scorecard: Building Stronger Vendor Relationships

Joani Scott

Vendor management is more than tracking KPIs. In this session, Joani Scott shares practical strategies for moving beyond the basics to build resilient, high-performing partnerships. Whether you're managing a strategic supplier or a day-to-day service provider, strong relationships drive better outcomes, reduce risk, and create long-term value.

You'll explore what it takes to establish clear expectations, foster accountability, and address performance issues early. Joani will also cover how to adapt your approach for different types of vendors, and how to create a culture of collaboration without losing control.

- Learn how to strengthen communication and alignment with vendors
- Explore tactics for addressing underperformance without damaging relationships
- Understand how to scale vendor management practices across your portfolio

Session Descriptions — Thursday, October 16

Renewal Negotiations: How to Flip the Power Dynamic in Your Favor

CAUCUS Campfire

Renewals often feel like a done deal before they even begin. Vendors assume you'll sign again, sometimes with higher costs and fewer concessions. This CAUCUS Campfire is your chance to push back. Join fellow procurement professionals for a facilitated roundtable focused on how to regain leverage and reframe renewals as opportunities to drive value.

Led by a member of the CAUCUS Executive Advisory Committee, this interactive session explores how to prepare for renewal conversations, signal walk-away readiness, and reintroduce competition into the equation. Come ready to share strategies, ask tough questions, and walk away with real-world tactics you can use in your next renewal.

- Learn how to shift leverage back to the buyer before a renewal
- Hear peer-tested approaches to timing, messaging, and competitive pressure
- Gain confidence in treating renewals as re-negotiations, not rubber stamps

12:30 PM - 02:00 PM

Luncheon Roundtables: Hot Topics in IT Procurement

02:00 PM - 03:00 PM

From Transactional to Strategic: The Evolution of the IT Procurement Role

Panel Discussion with Fey Saephan, Jerry Craig and Karen James

Gone are the days when IT procurement was just about processing POs and managing renewals. Today's sourcing professionals are expected to drive innovation, reduce risk, and create measurable value across the organization. But making the leap from transactional to strategic isn't automatic — it takes intention, influence, and alignment.

In this forward-looking panel, experienced leaders will discuss how the IT procurement role is evolving, what skills and mindsets are most critical now, and how to position your team as a true business partner. Whether you're looking to elevate your own impact or transform your function, this session will help you see what's next and how to get there.

- Identify key shifts shaping the future of IT procurement
- Learn how to build credibility and influence across departments
- Explore ways to align procurement goals with business strategy



03:15 PM - 04:15 PM

Beyond the RFx: Big Picture Planning

Brian Walsh

How early should procurement be involved — and what happens after the deal is done? In this tactical session, you'll walk through the full lifecycle of a sourcing project, from the first spark of an idea through contract execution.

You'll learn how to anticipate scope creep, align stakeholders, and flag risk early in the process. This session is built for pros who want to move beyond transaction mode and bring long-term thinking to every deal.

- Learn how to spot scope creep before it starts
- Explore procurement's role across the full project lifecycle
- Get strategies for managing multiple stakeholders
- Know what to watch for in pricing and system stability

Beyond the Box: The Real Differences Between Software and Hardware Procurement

Karen James

Buying software isn't the same as buying hardware and treating them alike can cost you. From licensing models and renewals to warranties, lifecycle management, and vendor leverage, each category brings unique risks and opportunities for procurement professionals.

In this practical session, Karen James breaks down the key differences between software and hardware procurement and why it matters for your deals. You'll learn how to spot where costs hide, what contract terms deserve extra scrutiny, and how to adapt your negotiation strategies depending on whether you're buying code or components.

- Understand the structural differences between software and hardware procurement
- Learn negotiation tactics tailored to each type of deal
- Gain a framework for evaluating risks and aligning procurement practices with business needs

04:30 PM - 05:00 PM

Making the Most of the Moment

Robert Wright

As the Summit draws to a close, take a moment to reflect, refocus, and recharge. In this uplifting wrap-up session, Katie McEwen helps attendees connect the dots between what they've learned and what comes next.

You'll revisit key themes from the event, hear insights from the community, and walk away with a renewed sense of purpose in your procurement role. This session is about more than takeaways—it's about turning insights into action, strengthening your community ties, and heading home ready to make an impact.

- Reflect on key lessons and how they apply to your day-to-day work
- Set personal goals and action items based on what you've learned
- Leave with inspiration, clarity, and connection to the CAUCUS community

Luncheon Roundtable Topics

Wednesday, October 15
Hot Topics in IT Procurement

AI in Procurement
How artificial intelligence is reshaping sourcing and contracting

The SaaS Renewal Trap
Strategies to avoid hidden costs and surprise escalations

Cybersecurity in Vendor Deals
Balancing innovation with security and compliance requirements

Data Quality in Procurement
Why bad data leads to bad deals and how to fix it

From Transactional to Strategic
Evolving procurement's role to drive organizational value

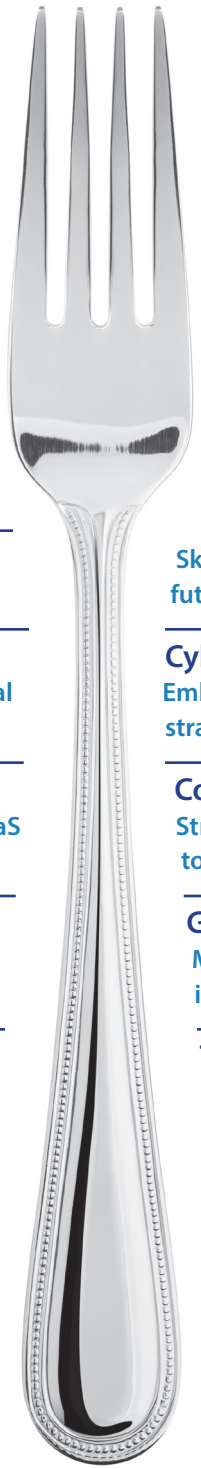
Cloud Cost Management
Taming runaway costs in IaaS, PaaS, and SaaS agreements

Vendor Risk Management
Identifying red flags before signing and mitigating exposure after

The Future of Procurement Skills
What sourcing pros must master in the next five years

Negotiation Under Pressure
Tactics for countering vendor ploys in high-stakes deals

Managing Shadow IT
Addressing hidden software and services outside official procurement



Thursday, October 16
Strategies for Tomorrow

Future-Proofing SaaS Deals
Building flexibility into long-term agreements

Sustainability in Procurement
Aligning sourcing with ESG goals and future regulations

Next-Gen Vendor Management
Moving beyond scorecards to resilient partnerships

The Changing Talent Landscape
Skills procurement leaders must cultivate for the future

Cyber Resilience Planning
Embedding security into tomorrow's procurement strategies

Contract Lifecycle 2.0
Streamlining renewals and governance with smarter tools

Global Procurement Challenges
Managing risk and opportunity across international deals

The Evolving Role of Data
Leveraging clean, classified data to drive smarter decisions

Shaping Procurement's Strategic Voice
Positioning procurement as a partner in business transformation

Preparing for Emerging Tech
What quantum, automation, and next-gen tools mean for procurement



CAUCUS.com • Ask about a Trial CAUCUS Membership by contacting Support@CAUCUS.com



CAUCUS extends heartfelt thanks to the dedicated members of the **CAUCUS Executive Advisory Committee (CEAC).** CEAC is made up of CAUCUS members who step forward to serve in positions of leadership, guiding our direction and strengthening the value we deliver to the entire community.

We are grateful for their time, expertise, and commitment to advancing the mission of CAUCUS.

Your leadership, insight, and commitment help ensure CAUCUS continues to be the trusted home for IT procurement professionals.

Thank you for making a difference.

2025 CEAC MEMBERS

Luke Montoya – RSM US LLP
Joani Scott – First Advantage
Stephanie Akerley, CTPE – Columbia Association
Karen James, CTPE – Stockton University
Suzanne Sui, CTPE – City of Apopka
Yvette Porter, CTPE – Vanderbilt University Medical Center
Dani Spanjer, CTPE – College of American Pathologists (CAP)
Christine Stolz – ABC Supply
Sarepta Ridgeway, CTPE – RSM US LLP
Brian Walsh – Judicial Council of California
Doreen Loska, CTPE – Trane Technologies

Downloadable ITPS Materials

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Track your learning hours and claim credit toward certifications or CLEs.

Presentation Slides
Download speaker slides to follow along, take notes, and keep valuable insights for future reference.

Download all three — they're quick, useful, and help you get the most from your IT Procurement Summit experience.

ITPS 2025 Agenda

WEDNESDAY, OCTOBER 15, 2025

7:30 AM	Registration—Check in and Pick up Materials	
7:30 - 9:00 AM	Continental Breakfast Provided	
8:30 - 9:00 AM	Welcome to ITPS	
9:00 - 10:00 AM	Surviving the SaaS Hole: Tales and Tactics from the Front Lines	
10:00 - 10:15 AM	Break	
10:15 - 11:15 AM	AInxiety! What Sourcing Needs to Know to Get Comfy with AI	
11:15 - 11:30 AM	Break	
	CLASSROOM 6	CLASSROOM 5
11:30 - 12:30 PM	Time Is Money ... Is It Really?	Beyond SLAs: How to Ensure Vendors Actually Deliver on Promises
12:30 - 2:00 PM	A Luncheon and Roundtable Discussion: Hot Topics in IT Procurement	
2:00 - 3:00 PM	Real Talk on AI: What Works, What Doesn't, and What's Next	
3:00 - 3:15 PM	Break	
3:15 - 4:15 PM	Leading Through Change: How Procurement Can Drive Transformation	Contract Redline Lab: Fix the Biggest IT Procurement Pitfalls
4:15 - 4:30 PM	Break	
4:30 - 5:00 PM	Getting the Most from Your Membership	
4:30 - 6:30 PM	Welcome Reception	

THURSDAY, OCTOBER 16, 2025

8:00 - 9:00 AM	Continental Breakfast Provided	
9:00 - 10:00 AM	Dirty Data, Costly Decisions: Why Classification Matters in IT Procurement	
10:00 - 10:15 AM	Break	
	CLASSROOM 6	CLASSROOM 5
10:15 - 11:15 AM	From Budget Blowouts to Vendor Issues: How Peers Solve IT Procurement Problems	Driving Results: Vendor Management and Contract Compliance Essentials
11:15 - 11:30 AM	Break	
11:30 - 12:30 PM	Beyond the Scorecard: Building Stronger Vendor Relationships	Renewal Negotiations: How to Flip the Power Dynamic in Your Favor
12:30 - 2:00 PM	A Luncheon and Roundtable Discussion: Strategies for Tomorrow	
2:00 - 3:00 PM	From Transactional to Strategic: The Evolution of the IT Procurement Role	
3:00 - 3:15 PM	Break	
3:15 - 4:15 PM	Beyond the RFx: Big Picture Planning	Beyond the Box: The Real Differences Between Software and Hardware Procurement
4:15 - 4:30 PM	Break	
4:30 - 5:00 PM	Making the Most of the Moment	