



ISM—Twin Cities, Inc.

ISM Twin Cities Annual Conference 2025 – DAY 1



**Your Go-To Network for Sourcing and Supply Chain
Professionals in the Twin Cities**

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DAY ONE Agenda

7:00 – 7:45 AM – Registration / Networking breakfast

7:45 – 8:10 AM

Welcome, Networking Game & Sponsor Introductions

Alan Harrah, ISM-Twin Cities President

Head of Sourcing, Daikin Applied

8:10 – 9:10 AM

Using Supplier Quality as a Competitive Advantage

Steve Greisinger, Corporate Supplier Quality Manager

Daikin Applied

9:20 – 10:20 AM

***Budgeting for 2026 in times of uncertainty:
forecasting commodity prices in an era of tariffs***

John Anton, Economic Forecasting Director

S&P Global

10:30 – 11:30 AM

***Indirect Sourcing Unlocked: Driving Strategic Change
(An Interactive Session)***

Jim Martinson, Head of Indirect Proc., Sun Chemical

Eric Spieler, Former Director Supply Chain, Seagate

11:30 AM – 12:30 PM – Networking Lunch

12:30 – 1:30 PM

***Dude, What's My Tariff? Managing Logistics in
Turbulent Times***

Jason Craig, Director of Government Affairs

CH Robinson

1:30 – 1:45 PM – Networking Break

1:45 – 2:45 PM

Savvy IT Sourcing, It's Not for the Faint of Heart

Amy Barnes, IT Sourcing Leader

2:55 - 3:55 PM

***The Power of Partnership – Aligning Sourcing with
Business Goals***

Jovelyn Larson, VP, Strategic Sourcing, Wells Fargo

Stacey Johnson, AVP, Strategic Sourcing, Wells Fargo

Fantastic Line-Up of Speakers!



Steve Greisinger
Supplier Quality Manager
Daikin Applied Americas
25+ Years Experience



John Anton
Economics Director
S&P Global
31+ Years Experience



Jim Martinson
Head of Global Procurement
Sun Chemicals
30+ Years Experience



Eric Spieler
Director SCM
Seagate Technologies
29+ Years Experience



Jason Craig
Director of Government Affairs
CH Robinson
29+ Years Experience



Amy Barnes, CPSM, CPM
Director IT Sourcing
Capital One / Discover
32+ Years Experience



Jovelyn Larson
VP Procurement & Sourcing
Wells Fargo
24+ Years Experience



Stacey Johnson
Sr Sourcing Consultant
Wells Fargo
27+ Years Experience



Danielle Hansen, CPSM
President
Strategic Training Endeavors
22+ Years Experience



Rosa Laxamana
VP of Sustainability
Granges Americas
17+ Years Experience



Tom Derry
Chief Executive Officer
Institute for Supply Management
26+ Years Experience



Ronn Lehmann
Founding Member
Success Authorities
48+ Years Experience



Paul DeCarlo
Sr. Director M&A Integration
ADI Global Distribution
26+ Years Experience

13 speakers with 350+ years of supply chain related experiences

ISM Supply Chain Capability Model

***Business
Acumen
& Leadership***

***Category
(Commodity)
Management***

***Corporate Social
Responsibility
& Ethics***

***Cost and Price
Management***

***Financial
Analysis***

Legal &
Contracting

***Logistics
& Materials
Management***

Negotiation

Project
Management

***Quality
Management***

Risk

Sales and
Operations
Planning

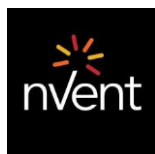
Sourcing

***Supplier
Relationship
Management***

***Supply Chain
Strategy***

***Systems
Capability and
Technology***

Companies Represented at Our Annual Conference



2025 ISM TWIN CITIES ANNUAL CONFERENCE

RECORD ATTENDANCE IN 2025!!

148

How Do I have a GREAT ISM Twin Cities Conference Experience?

**Meet People, Sit with People
You Don't Know, & Network**



**Meet Sponsors &
Explore Business Opportunities**



**Listen Intently to Each of
13 Speakers' Presentations**



**Engage in Speaker Q&A
to Learn & Understand**



**Take Notes & Find Applications
for Your Company to Improve**



**Stay Until the End Tuesday
To Win a Door Prize**



Annual Sponsors – A BIG THANK YOU!!!



*Helping Complex Manufacturers Lead
the Way in Compliance.*

For more information:
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Strategic Account Executive
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613-804-0167

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*Enabling effective buying negotiations
and strategic purchases through price,
forecasts and cost analysis*

For more information:
Mark Schreiner
Director, Sales
Mark.Schreiner@spglobal.com
919-749-5285

Conference Sponsors – THANK YOU!



We help Calm the Chaos of Supply Chain by changing the way Inventory is managed.

For more information:

John Melbye

Director, WA Solutions & DDP Instructor

John@BecomeDemandDriven.com

612-202-0799



Empowering Businesses Through Strategic Supply Chain Partnerships

For more information:

Shane Ahlbrecht

Customer Solutions Manager

sahlbrec@fastenal.com

507-276-8327

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*We help equip and invigorate
your organization with the
products, services and solutions
for today's environment*

For more information:

Marie Conway

Account Executive

mconway@innovativeos.com

651-486-1251



*We empower supply chain organizations
with digital signage that streamlines
communication, boosts visibility, and
keeps teams aligned in real time.*

For more information:

CJ Smith

Account Executive

cjsmith@reachmedianetwork.com

952-255-6267

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See Spend Differently. Discover how Simfoni turns complex spend data into clear insights that drive smarter sourcing and measurable business outcomes.



Global print and communications company headquartered in Mankato, Minnesota with 10,000 employees and print operations in dozens of U.S. states and around the world.

For more information:

Paul Cook

Director, WA Solutions & DDP Instructor

paul.cook@simfoni.com

+44(0) 7514588780

For more information:

Bart Prins

SVP Enterprise Sales

Bart.Prins@taylor.com

612-239-5533

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We deliver a wealth strategy designed to meet your
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portfolio, and preserve your capital.*

For more information:
Anthony Schuster
Private Wealth Advisor
anthony.l.schuster@ampf.com
952-444-2000

Thanks to those Who Donated Door Prizes



Networking Challenge – Complete the Sheet Get Entered into a Drawing!

Find a conference attendee for each light bulb and have them initial your sheet.

Write your name on the sheet and submit it to be entered to win a prize!

Each person you meet should initial one light bulb on your card.

Only one light bulb per person—no double initials!

You may not collect initials from anyone you came to the conference with.



After the conference, the presentations will be sent to all attendees . These will also be posted on our ISM Member website by the end of October: twincities.ismworld.org

Please fill out the conference survey to help us improve! (note it is 2-sided)

WI-FI
PASSWORD:
MSPPM



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ISM Twin Cities Annual Conference 2025 – DAY 2



**Your Go-To Network for Sourcing and Supply Chain
Professionals in the Twin Cities**

DAY TWO Agenda

7:15 – 7:55 AM – Networking breakfast

7:55 – 8:15 AM

Opening Comments & ISM Update

Alan Harrah, ISM-Twin Cities President, Daikin Applied
Randy Christoffersen, Exec Director, ISM-Twin Cities

8:15 – 9:15 AM

Negotiating for the Future: How AI, Data & Influence are Shaping Deals (Part One)

Danielle Hansen, President, Strategic Training Endeavors
Adjunct Professor, University of St. Thomas

9:15 – 9:30 AM – Networking Break

9:30 - 10:30 AM

Negotiating for the Future (Part Two)

Danielle Hansen, President, Strategic Training Endeavors
Adjunct Professor, University of St. Thomas

10:30 - 11:30 AM

Sustainability – Building a Better Future for You!

Rosa Laxamana, VP of Sustainability
Granges Americas

11:30 AM – 12:30 PM – Networking Lunch

12:30 – 1:30 PM

Sourcing Leadership in a Turbulent World

Tom Derry, Chief Executive Officer
Institute for Supply Management

1:30 – 1:45 PM – Networking Break

1:45 – 2:45 PM

Change, Disruption, Uncertainty...and How Humans Respond

Ronn Lehmann, Founding Member
Success Authorities

2:50 - 3:50 PM

Pit Crew to Podium -Trust as the Engine of Success in Supplier Relationship Management

Paul DeCarlo, Sr. Director M&A Integration
ADI Global Distribution

3:50 PM – Drawing for Prizes – Must be present to win



Institute for Supply Management® (ISM®) Global

50,000+

Connected
Professionals Globally

70+

ISM chapters

- The world's leading not-for-profit professional association for Supply Management
- Founded in 1915 by practitioners, for practitioners
- Sets the standard for supply management capability requirements through the ISM Mastery Model® framework of 16 Core Competencies
- Certifying professionals for more than 45 years across 80 countries



Institute for Supply Management® (ISM®)

Twin Cities

600

Connected Sourcing
Professionals

120+

Organizations in Minnesota

- The only Minnesota metro-area organization focused on Sourcing & Supply Management
- One of the largest ISM chapters serving our members since 1919
- Providing networking & best practices for Supply Management professionals
- Helping your career flourish with certification maintenance support

ISM-TC Member Companies Represented & Supported



Mission and Value Proposition

OUR MISSION

We advance the strategy and practice of integrated, end-to-end supply chain management through leading-edge data-driven resources, community, and education to empower individuals, create organizational value, and drive competitive advantage.

OUR VISION

Foster a prosperous, sustainable world.



Education

Certification

Leadership Development
& Career Growth

Resources & Tools

Events & Networking



ISM—Twin Cities, Inc.

Who is the ISM-Twin Cities Board?



Alan Harrah
Head of Strategic Sourcing
Daikin Applied Americas
ISM-TC President



Gary Buescher
VP Procurement/Supply Chain
Gopher Sport
ISM-TC Vice President



Nick Fuhry
Principal Vendor Manager
Boston Scientific
ISM-TC Vice President



Kent Kolstad
Director Strategic Alliances
Element Fleet Management
ISM-TC Past President



Randy Christoffersen
Executive Director
ISM Twin Cities



VT Rajeshnath
Senior VP Supply Chain
Pentair
ISM-TC Board Member



Jovelyn Larson
VP Procurement & Sourcing
Wells Fargo
ISM-TC Board Member



Todd Bauman
Sr Director Procurement
Ascential Technologies
ISM-TC Board Member



Amy Barnes
Director IT Sourcing
Capital One / Discover
ISM-TC Board Member



Ryan Anderson
Director of Supply Chain
Philips & Temro Ind.
ISM-TC Board Member



Stacey Johnson
Sr Sourcing Consultant
Wells Fargo
ISM-TC Board Member

Why Be Part of ISM-Twin Cities?

Your Go-To Network for Sourcing and Supply Chain Professionals in the Twin Cities

ISM-Twin Cities is your premier network for sourcing professionals in the Twin Cities area. We understand the unique challenges and opportunities that professionals face in today's dynamic business environment. Whether you're seeking to expand your professional network, stay updated with the latest industry trends, or enhance your leadership skills, ISM-Twin Cities is here to support you every step of the way.



Real Connections, Relevant Education, and Leadership Opportunities

We provide opportunities that will empower you to excel in your career. Through our networking events, educational seminars, and leadership development programs, you'll have the opportunity to engage with like-minded professionals, learn from industry experts, and grow both personally and professionally.

Advance your Career!

We invite you to join ISM-Twin Cities today! Expand your network, discover new opportunities for growth and advance your career. Together, we can shape the future of supply chain management in the Twin Cities and beyond.





Education

Monthly Professional Development Meetings

As our industry evolves, so does professional training. We are the only supply chain management association that provides training in all areas of our supply management profession.

EXAMPLES OF TOPICS COVERED LAST YEAR

- Mitigating Supplier Price Increases
- Collaborative Cost Reduction with Suppliers
- Effective Negotiations – Preparing to Win!
- Using AI in Sourcing
- Effective On-shoring in Mexico
- Supply Chain Circularity
- Managing Single & Sole Source Suppliers
- Launching an Effective Mentoring Program
- Best Practices in Supplier Diversity Sourcing
- Using 3D Printing to Streamline your Supply Chain
- Effective Supplier Relationship Management
- Mitigating Back Door Selling in Your Organization
- Attracting & Retaining Supply Chain Talent



Education

Monthly Professional Development Meetings

As our industry evolves, so does professional training. We are the only supply chain management association that provides training in all areas of our supply management profession.

UPCOMING EVENTS

November 18th: “Right-shoring Your Supply Chain: Balancing Cost, Risk, and Resilience” presented by Todd Bauman, Ascential Technologies. In-person joint meeting at the University of Minnesota with their student organizations. Registration will open soon.

December (TBD): Technology Update on the Use of AI and Digitization in Sourcing Management (virtual meeting)

Q1 Topics (Tentative)

Best Practices in Supplier Recognition Programs

Manufacturing Plant Tour

Sustainability / Compliance



Education

Onsite Seminars

Available for dedicated company events or shared events across multiple organizations

FUTURE EVENTS BEING PLANNED

Mitigating Supplier Price Increases & Collaborative Cost Reduction with Suppliers – Now includes minimizing tariffs content! (4 hours)

How to Effectively Prepare for Any Negotiation
Led by Benedict Negotiating (8 hours)

Dealing with Predatory Technology Vendors + Tips & Tricks for Negotiating and Contracting for Technology Spend (4 hours)

Building and Executing an Effective Supplier Diversity Program (4 hours)



Education

Onsite Seminars

Available for dedicated company events or shared events across multiple organizations

EXCITING NEWLY ADDED SEMINARS!



The Power of Influence:
Mastering Negotiation for
Lasting Impact



From Cost to Confidence:
Strengthening Negotiations
with Financial Intelligence



The Strategy Blueprint:
Building and Executing
Winning Strategies



Resilient Leadership:
Managing Change with
Confidence



Unlocking Emotional
Intelligence: Driving Stronger
Teams and Results



Lean in Action: Building a
Culture of Continuous
Improvement



Passion. Aspiration. Transformation.

Training Led by **Danielle Hansen** (CPSM, LSSBB, MBA, St. Thomas Professor)

Please email:

execdirector@ism-twincities.org &
danielle@strategictrainingendeavors.com

and mention ISM Twin Cities seminars

Volunteers Needed!



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ISM-TC
Committee
Opportunities

Membership

Professional Development

2026 Annual Conference

Website/Marketing

Want to Learn More? Contact Us!



twincities.ismworld.org
ismworld.org

ISM Membership

480-752-6276, Option 8
membersvcs@ismworld.org

General Inquiries

info@ism-twincities.org

Chapter Leadership

execdirector@ism-twincities.org



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ISM - Twin Cities an affiliate of ISM

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Special One-Time Offer for Non-Members



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- ✓ Any fall conference non-ISM member attendee who joins ISM by November 15th will receive a **\$100** gift card!

JOIN NOW!



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***LOOKING FORWARD TO SEEING
EVERYONE AGAIN DURING OUR
MONTHLY PROFESSIONAL
DEVELOPMENT MEETINGS, OUR
ONSITE SEMINARS, AND OUR
2026 ANNUAL CONFERENCE IN
OCTOBER 2026***

